

BILLBOARD MUSIC WEEK

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

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PAGE ONE RECORDS



SINGLES

★ NATIONAL BREAKOUTS

- SAVE ALL YOUR LOVIN' FOR ME, Brenda Lee, Decca 31424
- KING OF THE WHOLE WIDE WORLD, Elvis Presley, RCA Victor EPA 4371 (Extended Play)

★ REGIONAL BREAKOUTS

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

- SOMETHING PRECIOUS . . . Skeeter Davis, RCA Victor 7979 (Buttercup-Moss Rose, BMI) (Houston)
- I'LL REMEMBER CAROL . . . Tommy Boyce, RCA Victor 8074 (Calboy, BMI) (Chicago)
- LEAH . . . Roy Orbison, Monument 467 (Acuff-Rose, BMI) (Dallas-Ft. Worth)
- WHAT KIND OF FOOL AM I . . . Robert Goulet, Columbia 42519 (Ludlow, BMI) (New York)
- SHE WEARS MY RING . . . Jimmy Sweeney, Buckley 1101 (Acuff-Rose, BMI) (Houston)
- TIJUANA BORDER (Wolverton Mountain) . . . El Clod, Challenge 9159 (Painted Desert, BMI) (Chicago)
- MASHED POTATOES U. S. A. . . . James Brown & the Famous Flames, King 5672 (Lois, BMI) (Philadelphia)
- CHILLS . . . Tony Orlando, Epic 9519 (Aldon, BMI) (Houston)
- POP-POP-POPEYE . . . Sherrys, Guyden 2068 (Dandelion, BMI) (Philadelphia)

NEW ON THE HOT 100

- 58. SAVE ALL YOUR LOVIN' FOR ME . . . Brenda Lee, Decca 31424
- 69. KING OF THE WHOLE WIDE WORLD . . . Elvis Presley, RCA Victor EPA 4371 (Extended Play)
- 80. GINA . . . Johnny Mathis, Columbia 42582
- 85. TEN LONELY GUYS . . . Pat Boone, Dot 16391
- 86. WARMED OVER KISSES . . . Brian Hyland, ABC-Paramount 10359
- 87. TWISTIN' WITH LINDA . . . Isley Brothers, Wand 127
- 88. AND THEN THERE WERE DRUMS . . . Sandy Nelson, Imperial 5870
- 90. WORKIN' FOR THE MAN . . . Roy Orbison, Monument 467
- 90. FOREVER AND A DAY . . . Jackie Wilson, Brunswick 55233
- 96. MR. LONELY . . . Buddy Greco, Epic 9536
- 97. SECOND FIDDLE GIRL . . . Barbara Lynn, Jamie 1233
- 98. I LEFT MY HEART IN THE BALCONY . . . Linda Scott, Congress 106
- 99. WHAT KIND OF FOOL AM I . . . Anthony Newley, London 9546
- 100. SOMEDAY . . . Bobby Vee & the Crickets, Liberty 55479

ALBUMS

★ NATIONAL BREAKOUTS

- MONO
- RAMBLIN' ROSE, Nat King Cole, Capitol T 1793
- BEST OF JOLSON, Al Jolson, Decca DXA 169
- LOLITA, Sound Track, MGM E 4050
- JOHNNY GET ANGRY, Joannie Sommers, Warner Bros. W 1470

- STEREO
- DANCE AGAIN, Edmundo Ros & Ork, London SP 44015
- I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia CS 8669
- MR. PIANO, Roger Williams, Kapp KS 3290

★ NEW ACTION LP'S

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

- MONO
- I'LL WALK WITH GOD . . . Mario Lanza, RCA Victor LM 2607
- FOLK MATINEE . . . Limelitters, RCA Victor LPM 2547
- THAT HAPPY FEELING . . . Bert Kaempfert & His Ork, Decca DL 4305
- PIANOS IN PARADISE . . . Ferrante & Teicher, United Artists UAL 3230
- THE MUSIC OF BRAZIL! . . . Percy Faith & His Ork, Columbia CL 1822
- PARTY LIGHTS . . . Claudine Clark, Chancellor CHL 5029
- TWIST AND SHOUT . . . Isley Brothers, Wand 653
- BY REQUEST . . . Perry Como, RCA Victor LPM 2567
- THE LIVELY ONES . . . Vic Damone, Capitol T 1748
- ETTA JAMES SINGS FOR LOVERS . . . Argo LP 4018
- SENTIMENTALLY YOURS . . . Patsy Cline, Decca DL 4282
- ANY DAY NOW . . . Chuck Jackson, Wand 654
- JOCKO'S CHOICE R&B OLDIES . . . Various Artists, Bonded B 777
- MILES DAVIS AT CARNEGIE HALL . . . Columbia CL 1812
- EXOTIC SUITE OF THE AMERICAS . . . Perez Prado, RCA Victor LPM 2571

- STEREO
- BABY ELEPHANT WALK . . . Lawrence Welk, Dot DLP 25457
- RAMBLIN' ROSE . . . Nat King Cole, Capitol ST 1793
- PIANOS IN PARADISE . . . Ferrante & Teicher, United Artists UAS 6220
- HONOLULU HONKY TONK . . . Frankie Carle, His Piano & Ork, RCA Victor LSP 2540
- HERBIE MANN AT THE VILLAGE GATE . . . Atlantic 1380

NEW ON THE TOP LP'S

- MONO
- 99. RAMBLIN' ROSE . . . Nat King Cole, Capitol T 1793
- 112. BEST OF JOLSON . . . Al Jolson, Decca DXA 169
- 120. LOLITA . . . Sound Track, MGM E 4050

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THE ALBUM STORY

Strong National Step-Up Reported For Good Leaders

NEW YORK—Album sales enjoyed a strong resurgence last week, according to BMW's cross-country tally of retail disk outlets. Virtually twice as many stores reported album sales up over the previous week as those who reported sales down. Singles, too, enjoyed a marked step-up in activity, following a lull which some tradesters attributed to the back-to-school movement.

The album business was characterized by the presence of a number of good leader items of the type that get buyers into stores. In addition, below the actual album chart, a number of new packages were "bubbling," reminding some observers of what has come to be the accepted situation in the singles field.

Already high on both the monaural and stereo LP chart, and mentioned as their hottest new album by three times as many dealers as those mentioning any other set, is "Peter, Paul and Mary," on Warner Bros. Other fast movers are Nat Cole's "Ramblin' Rose," the "Music Man" sound track, and Lou Rawls' "Stormy Monday."

A majority of the newer albums perking just below the chart level, are by strongly singles-oriented artists. For example, from the Detroit-based, Tamla-Motown group come the Marvelettes with "Playboy" and the Miracles' "I'll Try Something New," both on Tamla. Also to be found on this list are new albums by Hayley Mills, Brian Hyland, James Darren, the Castells, Connie Stevens, Gene McDaniels, Ann Margret and Sam Cooke.

In the singles field, slightly better than 50 per cent of all dealers reporting, said sales were up over the previous week. Another 12½ per cent noted sales as being as good as those of the previous week. Most dealers continued to report handling more single record titles than a year ago, as brought out earlier (BMW, September 15) with more business being done on each title. Several, in fact, reporting handling up to three times as many singles now as in 1961.

Philly Switch Pushing Top Rocker

PHILADELPHIA—Big developments appear to be in the works on the broadcast front here. WIBG, long time top pop singles station in town, is believed to be in line for all-out competition from a new entrant in the rock-pop derby.

Rumors this week indicate that WTEL, 250-watt indie station, programming largely for the Spanish audience, is on the point of being acquired by new interests. The new interests have petitioned the Federal Communication Commission for a substantial increase in power, and local promotion men have been alerted that a variation of the Top 40 format will be introduced.

The change in ownership is now awaiting FCC approval. Meanwhile, a number of out-of-town jockeys are known to have had job interviews at the new layout. Word around town is that Tom Donahue, once a highly rated WIBG jock, who has been on the West Coast for some time, may be returning to take a spot at the station.

Meanwhile, Dick Clark's recently announced syndicated radio show is expected to be aired locally on WIP. This would pit Clark against the top-rated WIBG afternoon jockey, Jerry Stephens, in what local tradesters see as an interesting audience battle.

On the disk front, two dance records are making a lot of noise. The Sherry's "Pop Pop Popeye," on Guyden, has turned into a hot side. Getting an almost equal amount of interest is "Wiggle Wobble," by Les Cooper and the Soul Rockers on the Everlast label. Dick Clark has been using the latter as a closing theme on some of his American Bandstand TV segs.

The city is also maintaining its loyalty to local artists in the disk scene. Charlie Gracie, a Philadelphian, a big hit artist with "Butterfly" some years back, is out with a new one on the President label, "Night and Day U.S.A.," and it's getting a good bit of local attention.

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IN THIS ISSUE

SPOTLIGHT ON RECORD PROGRAMMING & TODAY'S TOP TALENT

Plus 15th ANNUAL DISK JOCKEY POLL WINNERS

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A BEAUTIFUL THEME from
AN EXCITING MOTION PICTURE



JOAN'S ARIA from

"THE
PHANTOM OF
THE OPERA"

played by



STANLEY
PAUL

CORAL 62334

from the Hammer Film Production

THE PHANTOM OF THE OPERA

A Universal-International Color Release

Dot's **HOT WITH THE FOLLOWING BIG HIT SINGLES**

- #16391 **Ten Lonely Guys / Lover's Lane** **Pat Boone**
- #16374 **A Swingin' Safari / Indian Love Call** **Billy Vaughn**
- #16364 **Baby Elephant Walk / THEME FROM THE BROTHERS GRIMM** **Lawrence Welk**
- #16378 **No One Will Ever Know / Because** **Jimmie Rodgers**
- #16368 **Speedy Gonzales** **Pat Boone**
- #16379 **My Blue Heaven** **String-A-Longs**
- #16386 **What Kind Of Fool Am I / IF I SHOULD LOSE YOU** **Keely Smith**
- #16390 **Sweet Mama Tree Top Tall / That's What I Like** . . **The Four Lads**
- #16387 **I Hang My Head And Cry / Anna GO TO HIM** **Arthur Alexander**

NEW RELEASES

- #16396 **Tell It To The Birds** **DORE ALPERT**
- #16393 **Matilda** **THE STRING-A-LONGS**
- #16392 **The Revo-lution** **RACHEL AND THE REVOLVERS**
- #16395 **Release Me / I'd Like To Have You Back Again** **JODY DANIELS**
- #16394 **I'm Standing By / They Say** **RODGE MARTIN**

BEST SELLING ALBUMS

- BABY ELEPHANT WALK AND THEME FROM THE BROTHERS GRIMM** • Lawrence Welk
DLP 3457 mono, 25457 stereo
- A SWINGIN' SAFARI** • Billy Vaughn
DLP 3458 mono, 25458 stereo
- PAT BOONE'S GOLDEN HITS** • Featuring Speedy Gonzales
DLP 3455 mono, 25455 stereo
- THE WRIGHT TOUCH** • George Wright
DLP 3447 mono, 25447 stereo
- SO RARE** • Jimmy Dorsey
DLP 3437 mono
- YOUNG WORLD** • Lawrence Welk
DLP 3428 mono, 25428 stereo
- MOON RIVER** • Lawrence Welk
DLP 3412 mono, 25412 stereo
- I'LL SEE YOU IN MY DREAMS** • Pat Boone
DLP 3399 mono, 25399 stereo
- YELLOW BIRD** • Lawrence Welk
DLP 3389 mono, 25389 stereo
- ORANGE BLOSSOM SPECIAL AND WHEELS** • Billy Vaughn
DLP 3366 mono, 25366 stereo
- CALCUTTA** • Lawrence Welk
DLP 3359 mono, 25359 stereo
- WONDERLAND BY NIGHT** • Louis Prima
DLP 3352 mono, 25352 stereo
- LAST DATE** • Lawrence Welk
DLP 3350 mono, 25350 stereo
- LOOK FOR A STAR** • Billy Vaughn
DLP 3322 mono, 25322 stereo

- THE LENNON SISTERS SING TWELVE GREAT HITS**
DLP 3292 mono, 25292 stereo
- THEME FROM A SUMMER PLACE** • Billy Vaughn
DLP 3276 mono, 25276 stereo
- BEST LOVED CATHOLIC HYMNS** • Lennon Sisters
DLP 3250 mono, 25250 stereo
- RAGTIME PIANO GAL** • Jo Ann Castle
DLP 3249 mono, 25249 stereo
- BE MY LOVE** • Keely Smith
DLP 3241 mono, 25241 stereo
- BLUE HAWAII** • Billy Vaughn
DLP 3165 mono, 25165 stereo
- THE MILLS BROTHERS GREAT HITS** • Mills Brothers
DLP 3157 mono, 25157 stereo
- JOHNNY MADDOX PLAYS THE MILLION SELLERS** • Johnny Maddox
DLP 3122 mono, 25122 stereo
- THE MILLION SELLERS** • Billy Vaughn
DLP 3119 mono, 25119 stereo
- STAR DUST** • Pat Boone
DLP 3118 mono, 25118 stereo
- SAIL ALONG SILV'RY MOON** • Billy Vaughn
DLP 3100 mono, 25100 stereo
- GREATEST ORGAN HITS** • Jerry Burke
DLP 3450 mono, 25450 stereo
- MUSIC FOR THE GOLDEN HOURS** • Billy Vaughn
DLP 3086 mono, 25086 stereo
- THE TEN COMMANDMENTS** • Sound Track
DLP 3054 mono, 25054 stereo
- THE GOLDEN INSTRUMENTALS** • Billy Vaughn
DLP 3016 mono, 25016 stereo



"THE NATION'S BEST SELLING RECORDS"



Columbia Denies Charge Of Monopolistic Tactics

Asks Dismissal of Complaint That Says Record Club Guilty of Exclusive Pacts

By MILDRED HALL

WASHINGTON — Columbia Broadcasting has sent the Federal Trade Commission a blanket denial of all charges against the Columbia Record Club in the agency's June complaint, from allegations of monopoly tactics to deceptive savings claims. Columbia asks dismissal of the complaint.

Columbia denials go straight down the line on every charge made in the Federal Trade Commission complaint, which accused the Columbia disk club of exclusive licensing contracts which have foreclosed more than 1,000 LP records representing more than 450 important artists to actual or potential mail order competitors. Similar charges have also been made in a suit brought by the Diners' Record Club against Columbia and a number of its licensor-labels in U. S. District Court in New York. (See Billboard Music Week, September 15)

Columbia Answers

Columbia's only admission to FTC's lengthy charges is that it has entered into contracts with different record companies. CBS insists there's nothing anti-competitive about the set-up, and that the contracts do not, as FTC has

charged, give the big record company undue power to peg competitive prices at Columbia levels. It denies monopoly tactics leading to possible monopoly in the sale of LP's generally, or by subscription through the Columbia Club.

Columbia scolds the agency for alluding to contract provisions which were embodied only in the first Licensor contract in 1958 (Caedmon in the FTC complaint); two provisions which were included only in the second contract early in 1959 (Verve in the FTC listing), and a "fifth provision" which was included only in the first two contracts mentioned above. CBS says these provisions have not been in effect since March 31, 1959.

Columbia does not name the type of provisions the FTC had referred to, but the complaint's list included restriction of release dates by licensor-label on club titles going to dealers, barring of licensor from cut-price sales to distributors on duplicate of club product, licensor's club-sold records cannot undersell similar types selling on Columbia labels through the club, licensor agrees not to reduce his suggested list price for retailers without giving CBS six months' notice, licen-

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LITTLE LP'S STIR MIXED REACTIONS

Disk Firms Doubt Retail Value Now

By REN GREVATT

NEW YORK—Record company executives see virtually no retail application right now for the new so-called Little LP, now being prepared by a number of labels for the new Seeburg, six-track, 50-cent play stereo juke box. Fact is that some record firms have already had a certain amount of experience in selling a seven-inch, six-selection, 33-speed disk.

About a year ago, Cadence Records issued a series of five such Little LP packages strictly for public consumption. The records listed at \$1.69. The initial release was made only after extensive mail order testing (7,000 letters to potential teen buyers) and a retail test in Scranton, Pa.

Since that first release the program at Cadence has been largely dormant, though a new release of the series is upcoming shortly. At almost the same time last year, Mercury Records produced a similar series, using the same "Little LP" slogan. A Mercury executive shudderingly recalled the experiment. "Bombsville," he said.

Sired By Cadence

The current Seeburg plan actually came about as a result of the Cadence release last year. At the time, Cadence sent samples of

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A NEW SOUND AT WARING'S

SHAWNEE, Pa. — About 120 execs from the music-record industry were introduced to a new musical instrument here last week. Occasion was the dinner winding up the annual Music Men's Outing thrown by Fred Waring at his resort, Shawnee on the Delaware. The instrument combines the sound of an accordion with that of an electric organ, with the two instrumental components able to be played either separately or together. It's called the Cordovox.

The demonstration was given by Betty Ann McCall, accordionist with the Waring musical group, and occasioned much interest with the group, which included music publishers, record manufacturers, disk jockeys, song pluggers, rack jobbers and others associated with the industry.

Celler Bill On Copyrights Awaits JFK

WASHINGTON — The Celler (D., N. Y.) bill to extend copyright coverage for works due to fall into public domain by the end of 1965 has now passed both Senate and House and needs only Presidential signature to become law.

The bill will preserve copyright for many old ASCAP tunes of vintage 1906, pending the expected lengthening of the legal copyright term when full-scale revision of the 1908 Copyright Act is accomplished.

The Celler legislation originally proposed a five-year extension, but at the request of Arthur Kaminstein, registrar of copyrights, this was reduced to three to avoid any weakening of the thrust for revision. Justice Department opposed lengthening of the copyright term. Revised copyright law is expected to provide a term of about 76 years as against present copyright

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But Ops to Mull Over Concept

By AARON STERNFIELD

NEW YORK—Seeburg's new programming concept — making available a wide variety of adult albums and merchandising them as Little LP's—is causing operators throughout the nation to re-evaluate their record buying habits.

The new Seeburg LP Console (the company now eschews the term juke box) will play either the standard 45 or 33 singles on one hand and the new seven-inch 33 stereo with three tunes on each side on the other. It, of course, will play any combination of the three disk types in a ratio to be determined by the operator.

Cornerstone of the Little LP theory is that most people who frequent locations where juke boxes are placed are adults. Hence, adult programming is a necessity.

Another premise is that many potential locations which depend wholly on background music could become juke box locations if a music machine of the proper design and offering the proper programming were available.

Seeburg executives feel the LP Console and its attendant programming fills these needs.

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London Group a Tight Little Island of Know-How in Putting Together Hits

NEW YORK—Gary (Alley Oop) Paxton, who produced "Monster Mash," one of the fastest moving singles on the Hot 100 chart (No. 13 this week), is only one of 45 indie producers who have current contractual producing arrangements with what has come to be known as the London Group.

This strictly American wing of London Records records none of its own material and operates strictly on the efforts of four people. As such, it's one of the tightest operations in the business today, and one which has enjoyed more than its share of success on the charts during the past year.

The team consists of Walt McGuire, who handles all sales efforts ("I don't give it to a sales department; I try to sell it myself"); Eddie Kissack, engineer and tape editing wizard; Sandy Ginsberg, girl Friday, and the indie producer involved in the production of a particular record.

The operation got its start several years ago with the founding of the Felsted label, a device for releasing American-produced material, for London Records, which released only material recorded in England.

Hits Beget Deals

From the Felsted beginnings, when there were hits by Kathy Linden, among others, indie distribution deals were made with Monument, Hi, Colonial and others.

An example of how the London kind of arrangement, wherein distribution and promotion problems are removed from the shoulders of the producer himself, can build a label is that of Monument. The firm has steadily grown, with the help of London distribution and promotion. Today Monument is a big enough and well-financed enough entity to undertake its own distribution, which it will do October 1, when it leaves the London group.

Paxton is only one of the latest producers to become a part of the London set-up. "I met Gary Paxton a year and a half ago," McGuire said, "and I felt he had a sort of personal signature to his material. I always felt he would make it, even though his first couple of efforts for us, done on a one-shot basis, didn't pan out.

"He made 'Beach Party' by Dave York on the TKM label. It made some noise. Then came 'Monster Mash,' which he tried out quietly with some of our distributors before he actually approached us on it. One of the test areas was

Boston and it really caught fire there. Now we have him on a firm deal."

McGuire is now in the process of setting up an indie label with arranger Belford Hendricks, known principally for his work with Clyde Otis. "Belford is a fine musician and arranger and we intend to build him as a personality in his own right," said McGuire.

Frank Slay, whose producing efforts with Bob Crewe have been released on the XYZ label, distributed by London, has now signed a separate producing arrangement with the London group. So has Frank Guida, Norfolk-based personal manager of Gary (U. S.) Bonds, whose SPQR label is being handled by the group. Guida had "Twistin' Matilda," on SPQR by Jimmy Soul.

The London group is also handling Jack Gold's Paris label, with a current release of "Are You Happy Now, Mother," by the Castle Sisters; the Murray Sporn, Mary Holtzman label, Seville, which had the hit, "Shout Shout, Knock Yourself Out," by Ernie Maresca, and currently has Marcie Blane's "Bobby's Girl."

In addition, McGuire has signed Buddy Killen in Nashville, who has Jo Tex on the Dial label, as a producer. Bill Black, a solid artist in his own right on the London-distributed Hi label, is also a London producer with his manager, Peter Paul, for the Louis label. Huey Meaux of Houston, Tex., who produced Barbara Lynn's "You'll Lose a Good Thing," also has a London deal for the Tribe label.

Joe Cougi of Hi Records continues as a producer, under London, of the disks of Bill Black and Ace Cannon, while Lou Buckley, a big record retailer in Nashville, has an indie producer arrangement with London for the Buckley label, which currently has Jimmy Sweeney's "She Wears My Ring."

Buck Ram produces disks by the Flares and the Ramrocks for the Press label, while Joe Leahy, who was with Felsted at its start, has returned to that fold to produce disks by Cynthia Pepper, a 20th Century-Fox starlet.

One of the most recent acquisitions by the two-man one-girl London operation is the Folksing label of publishers Howie Richmond and Allie Brackman (Ludlow, Hollis, etc.). Mike Settle, a writer for the Weavers and Harry Belafonte, produces these disks.

Columbia Gets Terry Snyder

HOLLYWOOD — Terry Snyder whose stereo percussion platters proved persuasive sellers on the Command and UA labels, was signed by Columbia Records' West Coast a.&r. chief, Irving Townsend. Townsend will record Snyder in New York, the artist's home base.

Columbia, to date, has avoided making an overt move into the "sound" field, an industry trend triggered by Enoch Light's Snyder releases. Acquisition of the artist who was responsible for triggering the trend cannot be expected to launch Columbia at this stage of the game into that form of recording in series proportions. (A number of labels—including RCA Victor and Capitol—had formed special series of "sound" LP's in an effort to cash in on the trend.)

Stereo Records Get Web Showcase in Borge Series

By CHARLES SINCLAIR

NEW YORK—The first network radio "stereo showcase" for the record industry is about to be born. Planned for an October 3 start, it is an hour-long series of stereo tape and record selections to be hosted by pianist-humorist Victor Borge and aired in FM stereo on affiliates of the serious-music QXR Network under General Electric sponsorship.

Format of the new series calls for Borge to "preface classical music selections with humorous anecdotes about the music and composers." Borge will have a hand in picking the records and tapes to be spotlighted on the series, but most stereo material will be selected by WQXR, New York (actual pack-

ager of the show) on the basis of "best available stereo recording" of a particular work.

The show won't be "networked" by means of AT&T lines (since twin, phased lines are expensive) or by station-to-station air links (since QXR network members use their FM sub-carriers as a relay channel). Instead, multiple tape copies will be run off in New York on each show, and shipped to QXR affiliates which will schedule the show weekly as close as possible to a uniform Wednesday 9-10 p.m. slot.

Just Borge Wit

Borge is not expected to perform musically on the show (apart

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By LEE ZHITO

HOLLYWOOD—Four Star TV Productions, the Dick Powell-Charles Boyer-David Niven telefilm combine, last week quietly entered the disk field with its initial single release and a long-term distribution pact with Liberty Records, BMW has learned. The big send-off, however, for the still un-named Four Star-owned label is scheduled for November 1.

Liberty's first assignment under the terms of the Four Star contract came last week when it started distribution of the Dean Jones single, "The Crowd Don't Cry," backed with "What Do I Do With My Tattoo of You." Jones is featured in the new Four Star series, "Ensign O'Toole," making its bow on NBC Sunday (23). The Jones single is being issued under the Liberty label, pending final clearance of a label name for Four Star, at which time it will be issued under the Four Star-owned banner.

Herschel Burke Gilbert, head of Four Star's music operations, who

will also head the record company, told BMW that his firm wants to launch a disk company that will function "as a real record company, and not as a promotional tool for artists and record music that in no TV productions."

Now TV Product

The label will sign numerous way will be connected with any of the Four Star TV properties, he said. As proof of this approach, Gilbert pointed to the fact that the Dean Jones release does not mention the TV series in any way on the label, nor are Jones' tunes from the show.

While Four Star isn't going to obviously harness the disk medium to promote its TV series, it apparently is quick to use TV in pushing its record sales. Gilbert told BMW that a TV film short was produced of Jones for his initial singles release, and that 500 copies of this are being distributed to TV dance party jockeys across the country. Utilization of TV on behalf of its disk releases is planned as standard promotional procedure, Gilbert said. Thus, the label will become the first-known firm to use TV film shorts to promote its records on a general country-wide basis.

The label is scheduled to kick off November 1 with a four-LP release.

One of the albums will be the sound track to the "Ensign O'Toole" series. After the initial album release, Gilbert said the firm will make regular releases of "singles and packages."

Diversification Goal

Gilbert pointed out that Four Star TV, a publicly held company, is anxious to make impressive inroads into the disk market as a further form of diversification for the corporation, the overlapping interest whereby one entity can fortify the other is not being overlooked. Disks can enhance the stature of Four Star's new talent, and at the same time, build the value of the TV film company's music publishing firms, he said.

Four Star owns an ASCAP company, BNP Music (initials stand for Boyer, Niven and Powell), while Four Star Television Music Company, is the BMI firm.

The TV production company is being challenged as to its right to use the Four Star name by Bill McCall, founder and owner of the Four Star label, and the Four Star Music Publishing Company, now a part of the Gene Autry Music interests. The TV film production company is now in the process of

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Verve Signs Basie; UA Eyes Mingus

NEW YORK — There were further developments in the competition for top jazz names among labels (see story elsewhere this issue) this week when Count Basie was signed to an exclusive contract with Verve Records, and United Artists began negotiating to sign Charles Mingus to an exclusive pact.

Basie returns to Verve — the label he left a few years ago to join Roulette—October 1. Special permission has been given the leader and his band to make two albums for Reprise. One of the LP's will be cut October 2, 3 and 4 with Frank Sinatra doing the vocals. The other Reprise album will be made by the band alone.

United Artists Records, which has already released one Charles Mingus Jazz Workshop LP on the label, is attempting to sign the artist to an exclusive contract. The former UA album was done on a one-shot basis.

UA is also sponsoring a Mingus concert to be held at Town Hall November 15. This, too, will be recorded and released on the UA banner. It is reported that he is receiving a \$10,000 guarantee for this date.

Wink Martindale Spins on Coast

HOLLYWOOD—Wink Martindale, Dot recording artist who also served the label as national promotion director and a.&r. man, is returning to his first love of platter-spinning. Martindale will take over the 6-9 o'clock morning spot on KFWB, five days a week.

Martindale will remain as a Dot artist, but resigns his post as national promotion director and as artist and repertoire assistant to Dot president, Randy Wood. Martindale's first recording "Deck of Cards," was a million seller, according to Wood.

His radio-TV career started in Memphis, where he had also first met Wood. Martindale came here in 1959 and joined KJH radio and TV and later moved to KRLA in Pasadena. Earlier this year, Martindale resigned from the broadcasting ranks to join Dot in an executive capacity. He returns to broadcasting September 24, when he takes over the KFWB show.

CMA Members Get Choice of 3 Board-Okayed Insurance Plans

CHICAGO — Three new group insurance plans were made available for members of the Country Music Association—on a "take-any-or-all" basis—when the CMA board approved the proposals at a meeting here last week. The board met in conjunction with the World's Fair of Music and Sound. CMA President Ken Nelson was chairman of the session at the Ascot Motel on Friday (7).

In other business, Charles Bernard presented an outline for kits to be prepared for use of stations in programming country music. The board gave its tentative approval to the plan. A finance committee consisting of Charley Lamb, Bill Denny and Richard Frank, CMA legal counsel, was formed to supervise expenditures between board meetings.

The board also discussed plans for the annual CMA general membership meeting to be held in Nashville Thursday, November 8, one day prior to the opening of WSM's annual country music festival. Plans were also outlined for the CMA annual banquet, Friday, November 9, at which new additions to the country music hall of fame will be announced.

The membership meeting and banquet and WSM's festival are all being held in conjunction with National Country Music Week, approved by U. S. Senate resolution for November 4-10.

In other actions at the Chicago meeting, the board voted down a proposal to stage a second annual

country music show at New York's Carnegie Hall. Last year, the concert was handled by WSM itself. Nominations for new directors were declared open. Voting will take place at the Nashville membership meeting.

Group Okays 1-Cent Hike on Disk Mailing

WASHINGTON — The Senate Post Office Committee has tentatively decided on a 1-cent raise for the first pound of educational materials (fourth class) which would cover phonograph records and sound recordings. However, each additional pound thereafter would add only the present rate of 5 cents. The House-passed version of the bill, H.R. 7927, would have left fourth-class rates at present setting of 9 cents the first pound, 5 cents for each additional pound or fraction.

Although no final report has come out of the Senate committee, thinking is in terms of milder raises for second-class matter than the cent-a-piece surcharge proposed by the administration. Committee reportedly proposes raises for rates on newspapers and magazines in three annual steps of 4 per cent each for editorial material and 10 per cent each for advertising matter.

By Yon Bonny Banks Jazzmen Blow Fine

By BOB ROLONTZ

NEW YORK—The quest for jazz acts by record companies continues to grow more furious, with some of the top names these days being offered guarantees as large as those proffered teen-age idols. Jimmy Smith, hot on two labels, his contract label—Blue Note—and his loan-out label—Verve—has been offered as much as a \$100,000 guarantee after his Blue Note contract ends early next year. And less than a year ago Sonny Rollins received a contract reportedly assuring him \$90,000 in guarantees for signing with RCA Victor. Thelonious Monk's signing with Columbia Records last week (BMW, September 15) for a mighty impressive figure is only another indication of the trend.

Gerry Mulligan, now free of his contract with Verve, will undoubtedly secure a huge guarantee from any company with which he cares to sign exclusively. If Mulligan chooses to record individual albums with various labels on a nonexclusive basis he could still draw a healthy guarantee for each LP.

What has created the big demand for jazz acts these days? Simply that more and more jazz artists are selling pop, and mighty well, too. Dave Brubeck's last four albums have all been strong pop sellers, all of them in the six-figure bracket. Jimmy Smith's last three albums, two on Blue Note and one on Verve, have also been smashes

in the pop market. In recent months there have also been big sellers by Cannonball Adderley with Nancy Wilson (Capitol), Stan Getz and Charlie Byrd (Verve), Herbie Mann (Atlantic), Kenny Ball (Kapp) and Miles Davis (Columbia), to mention a few.

Singles Soar, Too

Perhaps what is even more important is that many of these artists have had single hits, and they all have occurred recently. These include single smashes by Brubeck, Ball, Smith, and a hot one right now by Herbie Mann. It is remarkable enough for a whole flock of jazz artists to go pop in a big way, but it is even more noteworthy that so many of them have made it on singles.

For the first time since the late 1930's and early 1940's, jazz and pop have again become closely related, with straight jazz recordings again of major interest to pop buyers. This was true in the days of the bands of Benny Goodman, Tommy Dorsey, Artie Shaw, Count Basie, Andy Kirk and Duke Ellington in the swing years. It is becoming true again today in a modern jazz era.

It is not surprising that kids who have been weaned on rock and roll music, with a beat and a rhythm close to jazz, should turn to jazz as they become of college age. Nor is it surprising that the artists they have selected as their favorites should be those who play jazz with a lot of soul, as well as a beat.

NEW SORD HEAD ANDERSON PLEDGES UNITY PROGRAM

CHICAGO — V. H. (Andy) Anderson, proprietor of the Record Center of the Northwest side here, has been named president of the Society of Record Dealers of America. Anderson succeeds Howard Judkins of Garden Grove, Calif., in the post.

In balloting by the new SORD board of directors, completed last week, two new vice-presidents were also named. They are Seymour Ladd of Cranston, R. I., and Alex Rothstein of St. Joseph, Mo. Louis Shapiro of Jersey City, N. J., will continue as secretary-treasurer, in his third term in that post. All four will serve on the board along with other board members announced last week (BMW, September 15).

Anderson was one of three Chicago area dealers who were plaintiffs in a recently terminated suit against the three major record clubs. During pretrial examinations lasting over two years, Anderson personally spent many hours giving testimony.

In a statement to BMW, Anderson said:

"In the months to come, we want to work closely with the RIAA and ARMADA in order to bring about those measures, within the limits of the law, which will be of mutual benefit to all parties concerned. With the cessation of the recent lawsuit, many more opportunities

(Continued on page 14)

Caedmon Sets 13 Albums for Fall

NEW YORK — Caedmon Records will release 13 albums this fall, featuring such name attractions as

Richard Burton, Boris Karloff, Dylan Thomas, Pamela Brown, Shirley Booth, and Lotte Lenya. Full-color cover repros are being ordered for distributors and dealers, according to sales chief Bob O'Brien.

The Dylan Thomas reading of "King Lear" and "Duchess of Malfi" have already received a good response following a mention of the set in Leonard Lyons' syndicated column. Caedmon will shortly toss a press reception in connection with the set.

Highlights of the release also include Burton's interpretations of "The Love Poems of John Donne," a Bertrand Russell documentary LP and two Shakespeare packages, "Venus and Adonis" and "Cymbeline," both starring actress Claire Bloom. The firm, incidentally, is sending out radio promotional copies of the Burton set.

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Album Switch To Artist Pix

NEW YORK — Columbia Records will introduce a new advertising format on the consumer level, in which album cover reproductions will be dropped in favor of feature type photos of artists.

Following conferences between John W. Wiley, market research director for the label, and Columbia advertising executives, it was noted that "new advertising should stress the label's recording artists." The announcement also said: "A record company's basic product is a musical personality and therefore, advertising should attempt to communicate on three levels: to inform, to suggest action and to persuade on a deeper emotional level."

Columbia plans full page, two-color ads in the New York Times magazine, New Yorker, Esquire, Playboy and Seventeen. Black and white ads will run in Life, Time, Show, Ebony and Downbeat.

Jay-Gee Records Brings Out New Low-Price Line

NEW YORK — Jerry Blaine's Jay-Gee Records is entering the low-price market with a new line. The label has not yet been given a name, but it will sell competitively with other lines in the budget category. To facilitate the handling of the economy series, Blaine's Cosnat distributing has set up a special rack jobbers' division.

Heading the new rack wing at Cosnat is Mort Hillman who will handle liaison work between the jobbers and Cosnat in areas covered by the firm's nine branches. These outlets are in New York, Newark, Philadelphia, Pittsburgh, Chicago, Detroit, Cleveland, Cincinnati and Los Angeles.

Hillman will also work from the Jay-Gee end with the rackers and distributors carrying the new budget line in areas other than those covered by the Cosnat network.

Hillman stressed that the material released on the new label will be available nowhere else. The product will not be leased to other labels. He and Blaine also said that a large quantity of catalog is available from Jay-Gee's Jubilee, Josie, Todd and other labels.

Atlantic Names Lewis A&R Man

NEW YORK — Atlantic Records has appointed John Lewis as an a.&r. executive and album producer. Lewis is musical director and member of the Modern Jazz Quartet. Both he and the group will continue to function as artists for the label.

Lewis has already supervised the recording of a number of albums for Atlantic on a world-wide basis. In Stockholm, he directed a set by violinist Svend Asmusen. In Italy, he recorded the classical chamber music group Quartetto di Milano playing the Webern "Five Movements for String Quartet, Opus 5." Lewis also recorded two albums in Germany, one by trombonist Albert Mangelsdorf and another by a Yugoslavian group, the Zagreb Jazz Quartet. These albums will be released this fall.

CHICAGO — Merle Schirado, director of creative services for Mercury Records, will exit that post about October 15, it was learned last week. Schirado has had overall charge of advertising and sales promotion activities for Mercury, along with Philips and Smash.

THE BEARD OVER HOT STOVE

NEW YORK — Mitch Miller, colorful oboist, a.&r. exec, TV personality, wit and squire of suburban Rockland County, is on a new "cook-along" kick. The star of the Thursday evening NBC-TV "Sing-Along With Mitch" show gets the feature treatment in the upcoming October Issue of Better Homes and Gardens, in the role of chef par excellence.

Miller is guest author-chef of the publication's monthly, "He Likes to Cook" feature. In the text, the bearded wonder of the entertainment world gives a how-to-do-it treatise on whipping up his favorite meal — Beef Stroganoff, steamed rice and Salad Mitch Miller.

Stan a Man For C.&W.

NEW YORK — Capitol Records is currently conducting an interesting experiment in "image" revision, and it can be heard in action in a new single from the label, "Mama Sang a Song" b-w "Whispering Hope." The first side has the real country flavor, complete with inspirational narrative and a few bars of favorite hymns. It's the artist who provides the surprise — Stan Kenton.

According to Capitol sources, the number, written by country clef Bill Anderson, was recorded for Decca originally, and did fairly well in limited exposure. Lee Gillette, Kenton's executive producer, and Capitol's Voyle Gilmore both heard "Mama" at various times, and decided it would be a great change-of-pace item for Kenton. It

Liberty Signs Premium Deal

HOLLYWOOD — Liberty Records last week concluded its first national premium arrangement by setting a dollar liquidator LP deal with Royal Crown Cola for a special Si Zentner album. The LP, made up of a dozen tracks taken from existing Zentner recordings, will be offered in April and will be called "Music That's Going Places."

Consumers send a dollar to a St. Louis handling firm, assigned by Royal Crown, plus bottle caps, and will receive the Zentner package. Don Blocker, assistant to Liberty President Al Bennett, besides his post of premium sales, told BMW that the company feels that it will enjoy great promotional benefits from this premium deal.

Liberty intends to enclose a booklet listing all Zentner releases with the premium package. The booklet will suggest that the consumer go to his record store for additional Zentner disks. Also, Royal Crown will launch a saturation consumer magazine advertising campaign complete with four-color pages plugging Zentner and his band. This, Blocker feels, will prove important in boosting Zentner's stature and his disk sales. Liberty has previously handled regional premium deals on a much smaller scale. The Royal Crown arrangement is the first national premium deal the label has had so far in its history.

was recorded by Kenton the same day he heard it.

Capitol is now pushing to break the off-beat single in markets like Buffalo and Pittsburgh.

"We're shooting for the pop market, not c.&w. trade," a Capitol source explained. "It's not out of keeping with the Kenton image, despite his progressive ideas in music. Stan's a very sincere guy."



LIBERTY PRESIDENT AL BENNETT is named Man of the Year in his home town of Blytheville, Ark., at a Rotary testimonial dinner. Other honors bestowed upon him included Honorary Arkansas Traveler and Honorary Cotton Pickin' Citizen. Shown above, left to right: Tommy Allsup, who served as musical director of the evening; Liberty artist Bobby Vee, Hank Cochran, Bennett, Vikki Carr, Henry Gibson, Tommy (Snuff) Garrett, and Joe Sadd, Liberty's Southern division promotion man.

INDUSTRY BRIEFS

Ad Lib Signs Little Esther

NEW YORK — Ad Lib Records has signed Little Esther. She is the lass who had a string of hits some time back, including "Double Cross Blues" and "Mistrusting Blues." She cut her first date for her new label last week. Cliff Parnham handled a.&r. duties and the session took place in Nashville.

G Stands for Dix

CHICAGO — Philips Records has designated September 24 as G Day. The G stands for Gillespie, Dizzy that is, who signed with the label a short time ago and whose first album will appear on his new label affiliation on that date. The album is called "Dizzy on the French Riviera" and, in honor of the occasion, Philips distribs, dealers and office personnel are being asked to wear Dizzy sweat shirts. The artist will also tour radio stations in San Francisco on kick-off day.

O'Brien Named P.M.

BOSTON — Dale Enterprises, a division of Mercury Records, has appointed Bill O'Brien as promotion manager. The new executive has a wide background in programming. He replaces Bruce Hinton who left the post for a position with Warner Bros. Records on the West Coast.

Fischer Buys Catalog

NEW YORK — Carl Fischer Publishing has acquired the catalog

King Signs Hawkins In Move to Expand Its C.&W. Catalog

CINCINNATI — Syd Nathan, King Records president, has announced the signing of c.&w. name, Hawkshaw Hawkins, to an exclusive long-term recording contract. Simultaneous with the signing, Nathan announced the release of Hawkins' first record under the new pact, "Silver Threads and Golden Needles" b-w "Girl Without a Name," which was recorded here September 11. A newly recorded Hawkins LP is being readied for the market in the King September LP release schedule.

Hawkins was originally "discovered" by Nathan in West Virginia and came into name status with a string of hits on King. In recent years he has been featured on "Grand Ole Opry" and has in the past recorded for RCA Victor and Columbia.

Nathan says that the signing of Hawkins is the start of a plan to build up the King country and western catalog. Nathan originally founded King as a c.&w. line, and later moved heavily into r.&b. With the resurgence of c.&w., Nathan said he plans to bring King back to its former prominent position in the field. He stated that King in its current c.&w. LP catalog boasts over 100 LP's.

of Signature Music Press, formerly Kickapoo Music, of Shawnee, Okla. The catalog is made up mostly of sacred choral music.

Goldie Signs 3

NEW YORK — Goldie Records has signed three new artists to its roster of talent, including Gene Avery, pianist De Maio and singer Johnny Appalachian. These three join the Janettes, the Hollywood Flames and the Profiles, who have already had sides released by the label.

Vanguard Signs Folk People

NEW YORK — Vanguard Records has signed a number of new folk artists to its roster of recording talents: Jackie Washington, Itamar Cohen and a new Erik Darling group called the Rooftop Singers. The label has also contracted Rabbi Schlomo Carlebach who has received much attention for his performances of Hassidic and Hebrew repertory.

Jack Fine Upped to V.P.

NEW YORK — Jack Fine has been promoted to vice-president of promotion and sales for the Amy and Mala labels. Fine had been Eastern rep for the Walt Disney music firms and national promotion rep for Vista and Disneyland along with his Amy-Mala post. Arthur Yale continues as executive vice-president.

Pickwick Coast Spot

HOLLYWOOD — Pickwick International opened new offices and warehouse space which will contain the headquarters of Lou Werth, West Coast sales chief for Pickwick. Cy Leslie, in announcing the new facilities, noted that ample space for expansion was needed in California where service for the far flung chain and shopping centers is of prime importance. The new office is the second regional branch for Pickwick. In April, the company established an office and warehouse in Atlanta.

Edge Takes Store Disk Dept.

WASHINGTON — Edge, Ltd., the large disk rack merchandising firm here, has taken over the operation of the Wilmington Dry Goods Company store record department, Wilmington, Del. Edge has named Milton Pomerantz as manager of the department.

Distribs for Audio Fidelity

NEW YORK — Audio Fidelity Records has appointed a number of new distributors. In East Hartford, Conn., Associated Record Distributors is handling the line. In Cincinnati, Cosnat is the outlet; the Dallas distrib is Clamar. Associated is also handling the label in Indianapolis.

RCA Common: 25c

NEW YORK — Radio Corporation of America is paying a quarterly dividend of 25 cents a share on common stock, payable October 29. A dividend of 87½ cents a share was declared on the cumulative first preferred stock for the period October 1 to December 31.

Starfire to Golden Crest

WESTBURY, N. Y. — Golden Crest Records will handle national distribution for Starfire Records, a division of Celtic Recording Productions, Inc. The first disk to be released under the new arrangement is "Bobby" and the "Island of Love," by Carol Thomas.

Abner Dad Again

CHICAGO — The population explosion hit Chicago this week when Ewart Abner Jr. again became a father. The head of the Abner and Vee Jay labels was blessed with a girl born early Thursday morning (13), weighing eight pounds seven ounces. Mother and daughter are reported doing fine.

IN THIS ISSUE . . .

Spotlight on record programming
Featuring today's top record talent

• ARTIST BIOGRAPHIES

• SPECIAL DISK JOCKEY PROGRAMMING INFORMATION

Bonus Feature: **BILLBOARD MUSIC WEEK'S 15th ANNUAL DISK JOCKEY POLL**

Programming and Profit Information for Disk Jockeys, Dealers, Operators!

5 ON THE CHARTS



PETER, PAUL & MARY



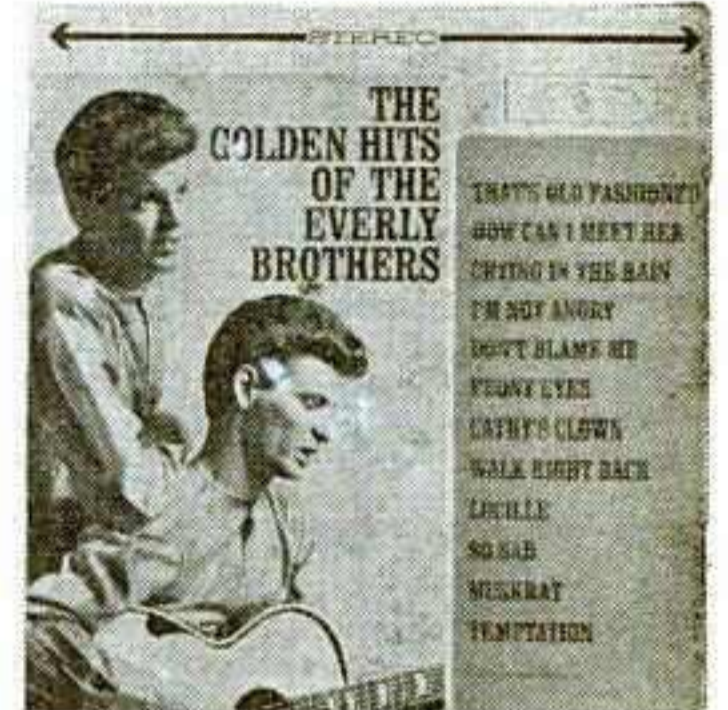
ROME ADVENTURE



"THE MUSIC MAN"



JOANIE SOMMERS



THE EVERLY BROS.

AND MORE COMING



PAT BUTTRAM



CONNIE STEVENS



PETE AND CONTE CANDOLI



PROJECT COMSTOCK



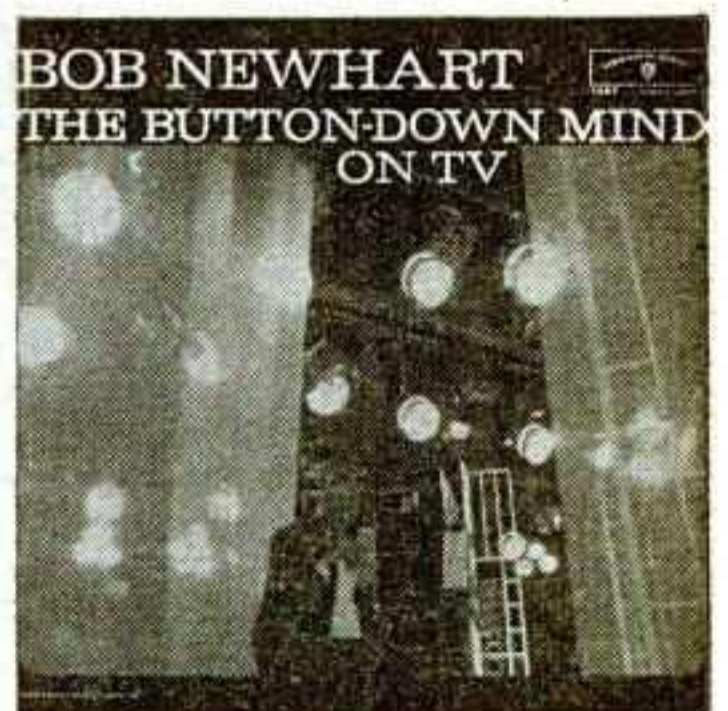
LET'S DUET



HANK MANCINI



OH YOU KID



BOB NEWHART



GLENN MILLER



PASSPORT TO PLEASURE

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THE FIRST NAME IN SOUND

4000 Warner Boulevard., Burbank, California

WEEKLY MARKET ANALYSIS

Continued from page 1

Between Season or No, Miami OK

MIAMI—September is traditionally a slow record-business month in Miami, since it is the bridge between summer-vacation and winter-vacation periods.

Bobby Pickett's "Monster Mash," a chart-climber is getting solid Miami action, triggered in part by the arrival on the local radio scene of deejay Alan Freed.

Miami is a sort of "West Berlin" to Castro's Cuba, and there are now something like 200,000 former Cubans and other Latin Americans in the Greater Miami area.

The situation's different in two other record-business areas: coin phonos and radio. Latin-flavored tunes are getting a good play from Cuban expatriates in the city's juke boxes.

Dave Shedd, a well-known one-stopper, who heads Southern Record Service, gave BMW this enlightening thumbnail of the local record market: "Miami has become a good market, and is the country's newest area of a million population."

Though racks have never made it big in the Miami territory, Mershaw, a major Northern rack operator based in Albany, N. Y., is attempting a sales beachhead.

Pitt Turns to Chubby Flip Side

PITTSBURGH—Will Chubby Checker's next dance smash be the "popeye" or the "limbo"? So far, most markets have gone for the "Popeye" side of the Twist king's latest Parkway coupling.

"Limbo Rock," Checker's vocal version of the instrumental hit by the Champs, and flip of "Popeye," is making the grade here with "every station in Pittsburgh and surrounding areas" getting on the side.

On the deejay front, Neil McIntyre has moved here to KQV from WHK in Cleveland and all reports indicate he's grabbing his share of the audience.

A new exposure medium for pop disk talent has developed here with the opening of the Zanzibar Club in the downtown area. The club was opened two weeks ago on the site of the old Copa, once operated by Lenny Littman.

The Debonairs, who've been appearing at the Peppermint Lounge West here, have a locally active disk with "Hully Lynn," a side incorporating the rhythms of the "hully gully" and the "new Continental."

Benny Moscow Set Out Soon

NEW YORK—A mid-September release has been set by Victor for the two-disk, taped-on-location album showcasing "Benny Goodman in Moscow," according to pop a.&r. chief George Avakian.

Rights to the package, which will be in the manufacturer's nationally advertised list price category of \$9.98 (mono) and \$11.98 (stereo), were acquired by Victor from Goodman's Park Recording Company.

Cover for the package will portray Goodman standing before the onion-spired St. Basil's Cathedral in Moscow's Red Square. Avakian, who accompanied Goodman on the by-invitation Cultural Exchange Agreement junket to major Russian cities, has penned the liner notes.

F. & T. to Europe

NEW YORK—Ferrante and Teicher left Monday (17) for a two-week concert tour of the European continent. The piano team will play in Italy, Germany, France and England, with radio and TV shows lined up along the way.

"Abigail," by the Embers, are also among the brisk new contenders here.

Dealers Unworried Over Minny Dip

MINNEAPOLIS—Twin Cities sales have slowed down a bit, after a splendid summer, but the trade here isn't particularly worried about it. "It happens every year," one source said.

Discounting continued to be a factor in local business and LP prices range from \$2.79 up. A new Target Store is the latest addition to the growing discount outlet picture.

Among the fast climbers in the area among singles are Brian Hyland's "Warmed Over Kisses," "Torture," by Chris Jensen on Hickory, "Don't Go Near the Indians," by Rex Allen and Chubby Checker's "Popeye" side.

On the c.&w. side, Webb Pierce's "Cow Town," Hank Snow's latest and the new Kitty Wells side were all recording solid sales.

WDDY Radio here has instituted an unusual format. The station broadcasts 18 hours a day of talk, all news, with the only music coming during commercials.

NEW ON THE TOP LP'S

Continued from page 1

- 124. JOHNNY GET ANGRY... Joanie Sommers, Warner Bros. W 1470
133. ALWAYS YOU... Robert Goulet, Columbia CL 1676
138. NEW PIANO IN TOWN... Peter Nero, RCA Victor LPM 2383
140. SOUTH PACIFIC... Sound Track, RCA Victor LOC 1032
STEREO
39. DANCE AGAIN... Edmundo Ros & Ork, London SP 44015
45. I LEFT MY HEART IN SAN FRANCISCO... Tony Bennett, Columbia CS 8669
50. MR. PIANO... Roger Williams, Kapp KS 3290

NEWS REVIEW

Jazzmen as Seen by Whit Balliett

NEW YORK—Whitney Balliett, staff writer for The New Yorker, has a new book, "Dinosaurs in the Morning," that contains 41 short sketches, mostly of jazz musicians, which originally appeared in the magazine from 1957 through 1962.

The pieces are bright, vivid and highly imaginative explorations of the jazz scene and its cast of characters. Each of the pieces bears out Balliett's theory that though valid jazz criticism is doubtful "... some sort of running commentary on the music's ceaseless change has value ..."

The book contains pieces on Thelonious Monk, Red Allen, Joe Thomas, Johnny Hodges, Billie Holiday and Coleman Hawkins to mention a few. Writing is in Bal-

Mercury in Exec Shifts

CHICAGO — Mercury Records this week announced a number of executive appointments. Jack Tracy is now a.&r. recording director in charge of the Hollywood office. Eddie Mascari has joined the firm after an absence of five months.

To fill the post vacated by Don Gold, Mercury has named Lou Reizner as co-ordinator of imported music. Reizner, who has been with Stacy Records for the past year, will review and research foreign tapes for the Mercury, Philips, Fontana and Smash labels.

Balliett's usual colorful and controversial style and should appeal to all jazz fans — whether or not they agree with the author's basic premise—and should be a fine item for display and sale in jazz record shops.

Dinosaurs in the Morning, By Whitney Balliett, 224 pages, Lippencott, \$3.95. JACK MAHER

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Mantovani Illness Puts Off U. S. Tour

LONDON — Mantovani has called off his proposed American tour due to start September 26. The British maestro entered the hospital Sunday (9) for a serious internal operation and does not expect to work again for several months.

Before hospitalization Mantovani completed recording of an album for British Decca with Mario del Monaco.

Mantovani is under contract for American tours for five years. The postponed fall commitment, which was to run through December, will be added to the present contract.

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B/W THE ELEPHANT'S TANGO

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Si

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B/W THE ELEPHANT'S TANGO

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BOB NEWHART
THE BUTTON-DOWN MIND
ON TV



W/WS 1467



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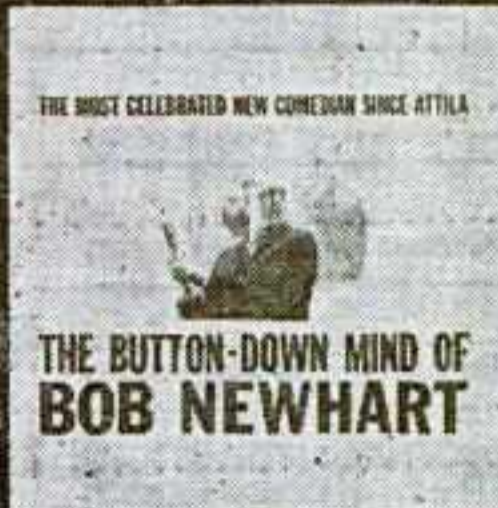
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THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPTEMBER 22

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1		1 SHERRY	By B. Gaudio—Published by Bobob (ASCAP)	4
2		2 SHEILA	By Tommy Roe—Published by Eager-Nitetime (BMI)	7
3	4	4 RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Comet (ASCAP)	5
4	6	6 GREEN ONIONS	By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)	3
5	7	7 TEEN AGE IDOL	By Jack Lewis—Published by Nelson (ASCAP)	4
6	17	17 LET'S DANCE	By Lee—Published by Rondell & Sherman-DeVorzon (BMI)	2
7	10	10 PATCHES	By Barry Mann-Larry Kolber—Published by Aldon (BMI)	3
8	5	5 SHE'S NOT YOU	By Pomus-Stoller-Leiber—Published by Presley (BMI)	7
9	13	13 YOU BELONG TO ME	By P. King-R. Stewart-C. Price—Published by Ridgeway (BMI)	4
10	3	3 LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	10
11	14	14 YOU BEAT ME TO THE PUNCH	By W. Robinson-R. White—Published by Jobete (BMI)	2
12	15	15 ALLEY CAT	By Bjorn—Published by Meteorion (BMI)	4
13	11	11 RINKY DINK	By Clowney-Winley—Published by Arc-Cortez (BMI)	6
14	—	MONSTER MASH	By B. Pickett-L. Capizzi—Published by Garpax (BMI)	1
15	—	IF I HAD A HAMMER	By Seeger-Hays—Published by Ludlow (BMI)	1
16	8	8 YOU DON'T KNOW ME	By C. Walker-E. Arnold—Published by Hill & Range (BMI)	8
17	20	20 VENUS IN BLUE JEANS	By Greenfield-Keller—Published by Aldon (BMI)	3
18	21	21 BEECHWOOD 4-5789	By Gaye-Stevenson-Gordy—Published by Jobete (BMI)	2
19	19	19 SEND ME THE PILLOW YOU DREAM ON	By Hank Locklin—Published by Four Star (BMI)	4
20	9	9 BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon (BMI)	12
21	—	RAIN, RAIN GO AWAY	By G. Shayne-N. Regney—Published by Regent (BMI)	1
22	22	22 A SWINGIN' SAFARI	By Bert Kaempfert—Published by Roosevelt (BMI)	7
23	24	24 SILVER THREADS AND GOLDEN NEEDLES	By Dick Reynolds-Jack Rhodes—Published by Central Songs (BMI)	3
24	27	27 WONDERFUL DREAM	By N. Margolies-C. Marshall—Published by Travis-Rittenhouse (BMI)	2
25	29	29 LIE TO ME	By M. Singleton-B. Benton—Published by Ben Day (BMI)	2
26	26	26 YOUR NOSE IS GONNA GROW	By J. Hooven-H. Winn—Published by Maravilla (BMI)	5
27	—	WHAT KIND OF LOVE IS THIS	By Johnny Nash—Published by Planetary-Doris Gee (ASCAP)	1
28	—	I REMEMBER YOU	By Mercer-Schertzing—Published by Paramount (ASCAP)	1
29	—	DO YOU LOVE ME	By Berry Gordy Jr.—Published by Jobete (BMI)	1
30	—	SURFIN' SAFARI	By Wilson-Love—Published by Guild (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **SHERRY**—The Four Seasons, Vee Jay 2570; Janie Ross, Twin Hits 2022.
2. **SHEILA**—Tommy Roe, ABC-Paramount 10329.
3. **RAMBLIN' ROSE**—Nat King Cole, Capitol 4804; Ray Garnett, Twin Hit 2021.
4. **GREEN ONIONS**—Booker T. & the MG's, Stax 127; The Downbeats, Twin Hits 2024.
5. **TEEN AGE IDOL**—Rick Nelson, Imperial 5864.
6. **LET'S DANCE**—Chris Montez, Monogram 505.
7. **PATCHES**—Dickey Lee, Smash 1758; Tony De Clo, Twin Hits 2021.
8. **SHE'S NOT YOU**—Elvis Presley, RCA Victor 8041.
9. **YOU BELONG TO ME**—The Duprees, Coed 569.
10. **LOCO-MOTION**—Little Eva, Dimension 1000.
11. **YOU BEAT ME TO THE PUNCH**—Mary Wells, Motown 1032.
12. **ALLEY CAT**—Beat Fabric, Atco 6226; Contrasts, Twin Hits 2027.
13. **RINKY DINK**—Dave (Baby) Cortez, Chess 1829.
14. **MONSTER MASH**—Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167.
15. **IF I HAD A HAMMER**—Peter, Paul and Mary, Warner Bros. 5296; Janie Ross, Twin Hits 2028.
16. **YOU DON'T KNOW ME**—Ray Charles, ABC-Paramount 10345.
17. **VENUS IN BLUE JEANS**—Jimmy Clanton, Ace 8001; Kit Fleming, Twin Hits 2023.
18. **BEECHWOOD 4-5789**—Marvelettes, Tamla 54065.
19. **SEND ME THE PILLOW YOU DREAM ON**—Johnny Tillotson, Cadence 1424; Chet Avery, Twin Hits 2026.
20. **BREAKING UP IS HARD TO DO**—Neil Sedaka, RCA Victor 8046; Shelley Fabares, Colpix 645.
21. **RAIN, RAIN GO AWAY**—Bobby Vinton, Epic 9532; Chet Avery, Twin Hits 2028.
22. **A SWINGIN' SAFARI**—Billy Vaughn, Dot 16374.
23. **SILVER THREADS AND GOLDEN NEEDLES**—Springfields, Philips 40038.
24. **WONDERFUL DREAM**—Majors, Imperial 5855.
25. **LIE TO ME**—Brook Benton, Mercury 72024.
26. **YOUR NOSE IS GONNA GROW**—Johnny Crawford, Del Fi 4181; Debbie Peters, Twin Hits 2022.
27. **WHAT KIND OF LOVE IS THIS**—Joey Dee & the Starlites, Roulette 4438; Chet Avery, Twin Hits 2025.
28. **I REMEMBER YOU**—Frank Ifield, Vee Jay 457.
29. **DO YOU LOVE ME**—The Contours, Gordy 7005; Billy Wade, Twin Hits 2025.
30. **SURFIN' SAFARI**—Beach Boys, Capitol 4777.

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Sweden First Nation to Ratify Int'l Treaty on Copyrights

WASHINGTON—Sweden is the first country to ratify the Neighboring Rights Convention which gives copyright protection to recordings, performances and broadcasts among members, the State Department has informed the Copyright Office. The Convention on Neighboring Rights, held in Rome in October 1961, was attended by delegates of 40 nations. Eighteen signed the agreement of mutual protection, in the manner of the Universal Copyright Convention, in which each adherent guarantees others the same copyright protection as it gives to its own nationals.

The United States did not sign the Rome document during the time span allowed for original signatories. However, if the international trend is strong enough toward mutual protection for performance rights, it is believed that U. S. copyright industries and government will unravel contract complexes sufficiently to join in the protection pool eventually.

The most controversial aspect of the Rome Convention was a clause entitling record companies to exact royalty from broadcasters who aired their records, with the money to be split between manufacturer and artists. However, any nation can exempt itself from this particular responsibility while adhering to the rest of the treaty terms.

Even with this safeguarding exemption, the U. S. is hesitant about committing itself to the performance protection agreement without long, hard study of all the aspects of copyright protection, however limited, for performance and recordings and broadcasts. In any case, the U. S. Copyright law would have to be amended to provide the kind of protection that would become reciprocal under the Rome convention.

The treaty would in no way affect domestic recordings and performances.

Disk Firms Doubt Retail Value

Continued from page 4

the teen-slanted disks to Seeburg to fill in officials of that firm. Last April, in private meetings held here, Seeburg officials first gave notice of their plan for a 50-cent Little LP play in their new line of juke boxes. At the time, they gave credit to Cadence for originating the type of record and its title.

After considering the concept as a retail entity, most diskers called last week were pessimistic. There were recollections of various experiments with new concepts in disks, such as RCA Victor's compact 33-speed singles, Columbia's stereo 33, introduced some time before, and others. In none of these cases, did the disks in question make a serious dent in the marketing picture. Fault, in most cases, was laid at the doorstep of Mr. Average Record Dealer, whose problems of inventory were already compounded by the necessity of stocking both stereo and monaural versions of the same LP titles.

Larry Newton of ABC-Paramount, said, "We see it strictly as a promotion for our albums. In that light I think it's great. And we give great credit to Seeburg for the idea. That's a fine outfit, believe me."

At London, which is making available both London and Monument disks for the Seeburg program, Joe Bott noted, "We feel it has good promotion potential for LP's and we hope it works out

that way. I don't see the records as a retail item at all until somebody comes up with a low-cost 33 player. And so far, I haven't seen one."

See Little Appeal

Spokesmen for both Columbia and Decca noted that the record now has little retail appeal. Neither company has any plans for retail sales of the disk. Jack Loetz, Columbia's national sales chief noted: "We have always co-operated, from way back, with the Seeburg people and we tried marketing 33 singles. We still feel that 33 will someday be the universal speed, but we were probably a little ahead of the game when we first started pushing that speed."

The Little LP's introduced last year by Cadence and Mercury carried a list of \$1.69. The distributor price was 81 cents with dealers paying about \$1.01. In the case of the new record for Seeburg, it's understood the company is paying about 90 cents a record for giveaway to operators with the purchase of one of the new coin phonographs. Later, ops are expected to pay about \$1.50 a record.

Current orders from Seeburg, for the kick-off portion of the program, call for approximately 1,500 copies of each of the 163 titles. Questions of royalty payments arrangements for disks for this special market are academic at the present quantity level. However, some traders posed the question as to how this might be handled when and if quantities on a Little LP might become substantial.

Some felt, that diskeries might well feel that such records would come under the category of promotion disks, while others saw a standard royalty arrangement obtaining. In any event, there is no secret about the fact that record companies in general see the disk as of primarily promotion value, with profit at a minimum at the 90-cent price tag.

Columbia Denies

Continued from page 4

sor agrees not to sell to other record clubs or sell direct to consumers itself.

Royalty Agreements

Contracts' royalty agreements allegedly excluded royalty from bonus or "free" records sent to club members; artists generally were to be paid only half the customary rate of royalty from club product.

Columbia denies that dealers selling over the counter and in competition for consumer sales must pay higher prices than club members for LP's manufactured by Columbia and other club labels. It also denies allegations that prices listed in club ads to members show higher than actual selling prices, so that members do not get claimed savings. Finally, Columbia says it is not the only record club selling the labels of other competitive record companies.

Celler Bill

Continued from page 4

span of 56 years, which would bring this country more into harmony with copyright laws of other countries.

Another bill introduced by Representative Celler to penalize counterfeiting of record labels has been passed by the House, but has not yet been reported out of the Senate Judiciary Committee.

A PROVEN HIT!!*

**“HELLO
OUT
THERE”**

#55488

**NICK
NOBLE**



A SUBSIDIARY OF AVNET ELECTRONICS CORP.



*** CHICAGO BREAKOUT: OVER 30,000 SOLD**

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	By special survey for week ending 9/22 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	3	YOU BEAT ME TO THE PUNCH, Mary Wells, Motown 1032	4
2	4	GREEN ONIONS, Booker T & the MG's, Stax 127	5
3	4	SHERRY, Four Seasons, Vee Jay 456	3
4	2	LOCO-MOTION, Little Eva, Dimension 1000	8
5	11	DO YOU LOVE ME, Contours, Gordy 7005	5
6	9	SHEILA, Tommy Roe, ABC-Paramount 10329	6
7	14	STOP THE WEDDING, Etta James, Argo 5418	8
8	5	TWIST AND SHOUT, Isley Brothers, Wand 124	15
9	8	PARTY LIGHTS, Claudine Clark, Chancellor 1113	11
10	10	BEECHWOOD 4-5789, Marvelettes, Tamla 54065	6
11	19	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	3
12	26	SOMEDAY, SOMEWAY, Marvelettes, Tamla 54065	2
13	22	RINKY DINK, Dave (Baby) Cortez, Chess 1829	8
14	18	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352	5
15	6	LIE TO ME, Brook Benton, Mercury 72024	3
16	27	HANDFUL OF MEMORIES, Baby Washington, Sue 767	2
17	17	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220	14
18	13	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	3
19	12	BREAKING UP IS HARD TO DO, Neil Sedaka, RCA Victor 8046	4
20	7	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	6
21	—	PATCHES, Dickey Lee, Smash 1758	1
22	15	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	14
23	23	YOU CAN'T JUDGE A BOOK BY THE COVER, Bo Diddley, Checker 1019	5
24	20	LOOKIN' FOR A LOVE, Valentinos, Sar 132	9
25	24	POINT OF NO RETURN, Gene McDaniels, Liberty 55480	2
26	21	ROSES ARE RED, Bobby Vinton, Epic 9509	13
27	—	HIDE & GO SEEK, Bunker Hill, Mala 451	1
28	16	WHAT'S A MATTER BABY, Timi Yuro, Liberty 55469	4
29	25	BROKEN HEART, Fiestas, Old Town 1122	2
30	30	LET'S DANCE, Chris Montez, Monogram 505	3

ALBUM COVER OF THE WEEK



MILHAUD: LA CREATION DU MONDE—Boston Symphony Orchestra (Munch), RCA Victor LD 2625. This is a most attractive cover with a striking reproduction of a costume design created by Fernand Leger for the ballet when it was originally performed in 1923. It is in vivid colors of yellow, orange, gray, black and white, and an excellent display item for classical sections. The LP will be available to dealers in October. Review will appear at a later date.



CAL TJADER PLAYS THE CONTEMPORARY MUSIC OF MEXICO AND BRAZIL—Verve V-8470. A striking cover design in hot colors of red, orange and pink on a white background, created by Blake Hampton. The jacket aptly portrays the mood of the album. Prime display material for windows and counters.

Flatt and Scruggs Set for New TV-er

MADISON, Tenn. — Country entertainers Lester Flatt and Earl Scruggs will be heard on a new program which premieres on the CBS-TV network Wednesday, September 26. They will play the musical portion of the main title theme in the first of the "Beverly Hillbillies" series, starring Buddy Ebsen.

Paul Henning created the story and wrote the lyrics for the theme, "The Ballad of Jed Clampett." Perry Botkin, musical director, will also compose and play special show music during the run of the series. The Flatt and Scruggs group will also be heard on the musical portions of the commercials for Winston cigarets and Kellogg Corn Flakes.

Flatt and Scruggs will play their first campus concert of the season October 6 at Oberlin College, Oberlin, Ohio. They will also headline a Martha White package show at Panama City, Fla., September 27; Pritchard, Ala., September 28, and Dothan, Ala., September 29.

Stu Phillips Leaves Colpix

NEW YORK—Stu Phillips has exited his post as a.&r. chief for Colpix Records. He had been with the label for two and a half years, initially as a free-lance producer, later as an artist and finally as the a.&r. head.

Phillips' contract with the firm expired September 1 and it was understood he and Colpix were unable to arrive at mutually satisfactory contract renewal provisions. Phillips said he expects to announce his plans shortly.

Esmond Edwards Shifts to Argo

CHICAGO — Esmond Edwards has been named as director of Argo's jazz operations. Edwards will be headquartered in Chicago, but will record sessions in New York and on the West Coast.

Edwards was responsible for much of the strong selling jazz material released at Prestige Records, where he was jazz a.&r. director for five years. While at Prestige, he recorded Gene Ammons, John Coltrane, Red Garland, Shirley Scott and Eddie (Lockjaw) Davis, along with many other artists.

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	By special survey for week ending 9/22 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	DEVIL WOMAN, Marty Robbins, Columbia 42486	8
2	2	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	21
3	6	I'M GONNA CHANGE EVERYTHING, Jim Reeves, RCA Victor 8080	4
4	3	MAMA SANG A SONG, Bill Anderson, Decca 31404	9
5	4	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	7
6	5	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	13
7	12	WILLIE THE WEEPER, Billy Walker, Columbia 42492	4
8	20	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	6
9	22	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	5
10	7	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	13
11	29	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	8
12	11	THE COMEBACK, Faron Young, Capitol 4754	15
13	13	I'VE BEEN EVERYWHERE, Hank Snow, RCA Victor 8072	2
14	17	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	3
15	9	SUCCESS, Loretta Lynn, Decca 31384	12
16	8	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	8
17	10	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	18
18	24	SHAME ON ME, Bobby Bare, RCA Victor 8032	2
19	—	PRIDE, Ray Price, Columbia 42518	1
20	14	SO WRONG, Patsy Cline, Decca 31406	5
21	19	OPEN PIT MINE, George Jones, United Artists 462	10
22	23	SILVER THREADS & GOLDEN NEEDLES, Springfield, Philips 40038	5
23	27	SALLY WAS A GOOD OLD GIRL, Hank Cochran, Liberty 55461	4
24	—	I'M THE GIRL FROM WOLVERTON MOUNTAIN, Jo Ann Campbell, Cameo 223	1
25	26	I'M LOOKING HIGH AND LOW FOR MY BABY, Ernest Tubb, Decca 31399	6
26	15	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	9
27	28	TROUBLE'S BACK 'IN TOWN, Wilburn Bros., Decca 31363	20
28	—	STAND UP, Ferlin Husky, Capitol 4779	1
29	18	PRIDE GOES BEFORE A FALL, Jim Reeves, RCA Victor 8080	3
30	25	UNDER COVER OF THE NIGHT, Dave Dudley, Jubilee 5436	2

First Album Recorded at Hall On Sale as Philharmonic Opens

NEW YORK—The long-awaited opening here of Philharmonic Hall, the first building of the Lincoln Center for the Performing Arts, will take place next Sunday (23), with the inaugural concert featuring Leonard Bernstein and the New York Philharmonic.

To celebrate the occasion, Columbia Records is releasing the first album recorded in the hall simultaneously with the hall's opening. The disk features Bernstein conducting Brahms' "Symphony No. 2 and carries the title, "The Sound of Lincoln Center."

The remainder of the first week's program features some of the nation's top classical talent. The Boston Symphony will make its initial appearance on Monday, September 24, under the leadership of its new music director, Erich Leinsdorf, with John Browning the piano soloist. On Tuesday (25), Van Cliburn will be the soloist with the Philadelphia Orchestra conducted by Eugene Ormandy.

Noah Greenberg and the New York Pro Musica will give a late afternoon concert on Wednesday

(26) and the Philharmonic will take over the hall again that evening with four outstanding violinists, four pianists and organist E. Power Biggs as soloists. The Cleveland Orchestra, led by George Szell, will perform on Thursday (27) with Isaac Stern as violin soloist. The Juilliard School of Music will have both an afternoon and evening concert on Friday (28), with the Juilliard String Quartet featured in the early event and the Juilliard Orchestra in the latter.

Duo pianists Gold and Fizdale will give a matinee concert on Saturday (29), and the Metropolitan Opera Association takes over on both Saturday and Sunday evenings with the American premiere of de Falla's cantata, "Atlantida." Bernstein with the Philharmonic give their final opening week concert on Sunday afternoon (30), an educational program for young people.

The first solo recitals in Philharmonic Hall will be given by Pianist Jose Iturbi on Tuesday and Friday, October 2 and 5.

Four Star Film

Continued from page 5
opening New York offices for its music publishing firms indicating its interest in generating activity on its numerous copyrights.

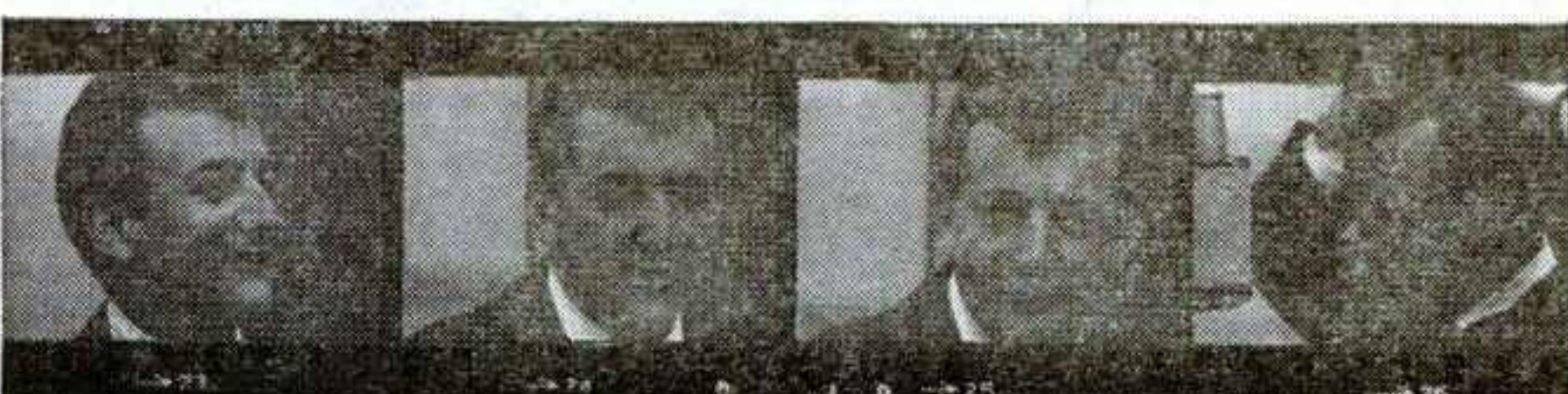
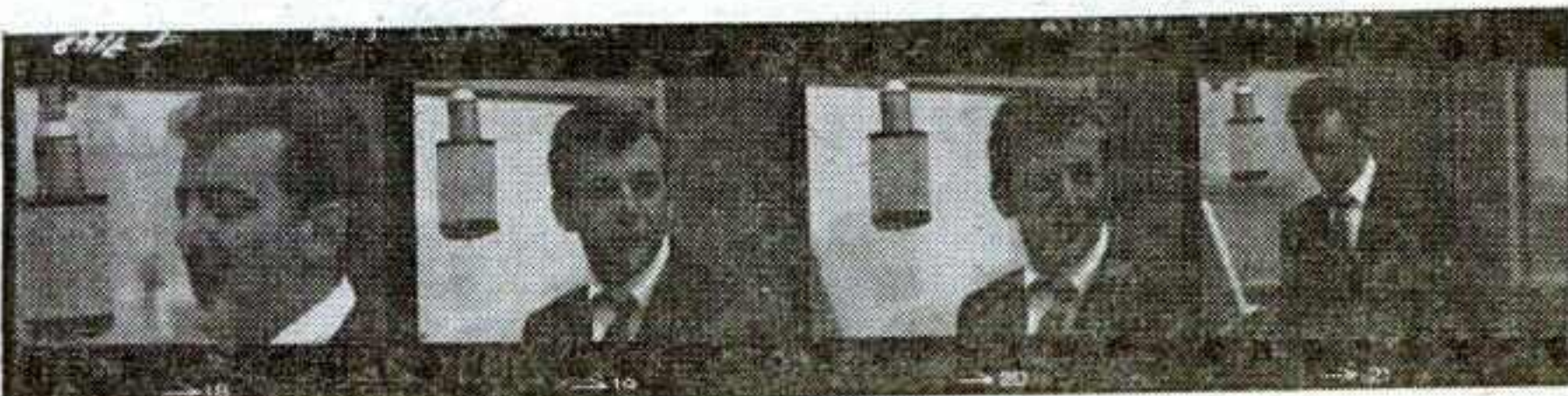
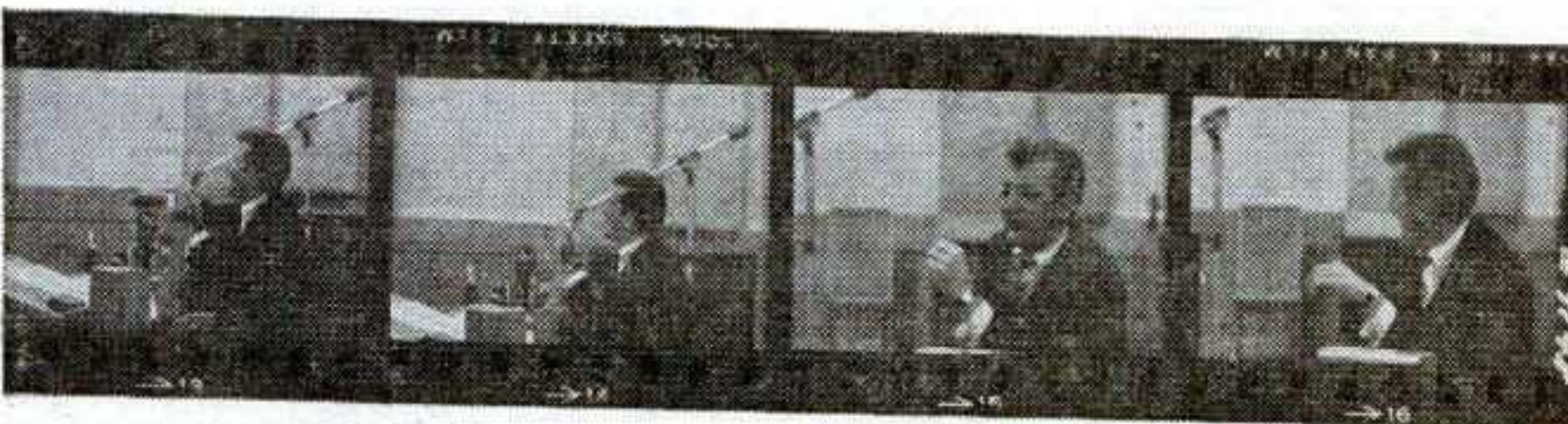
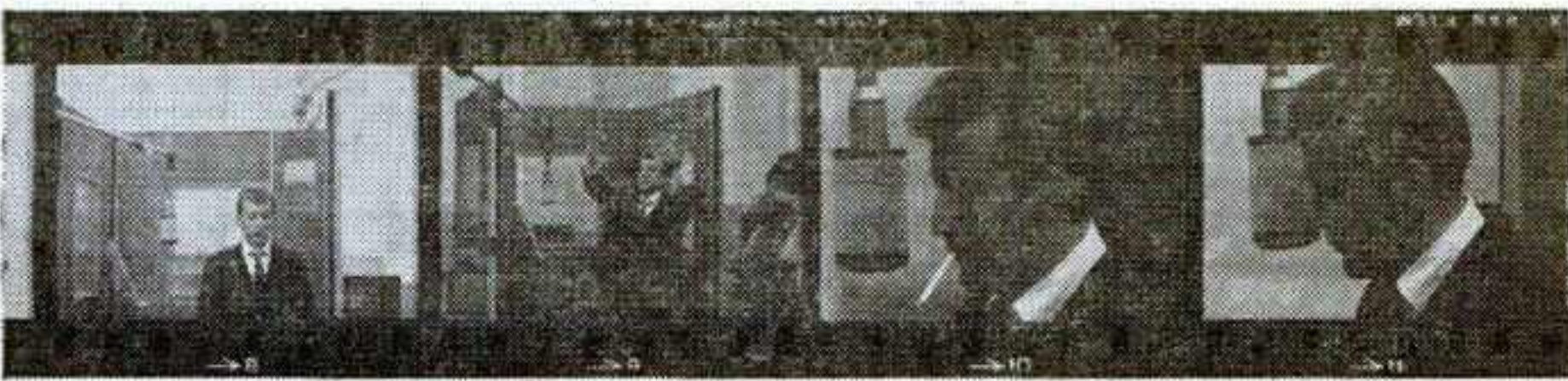
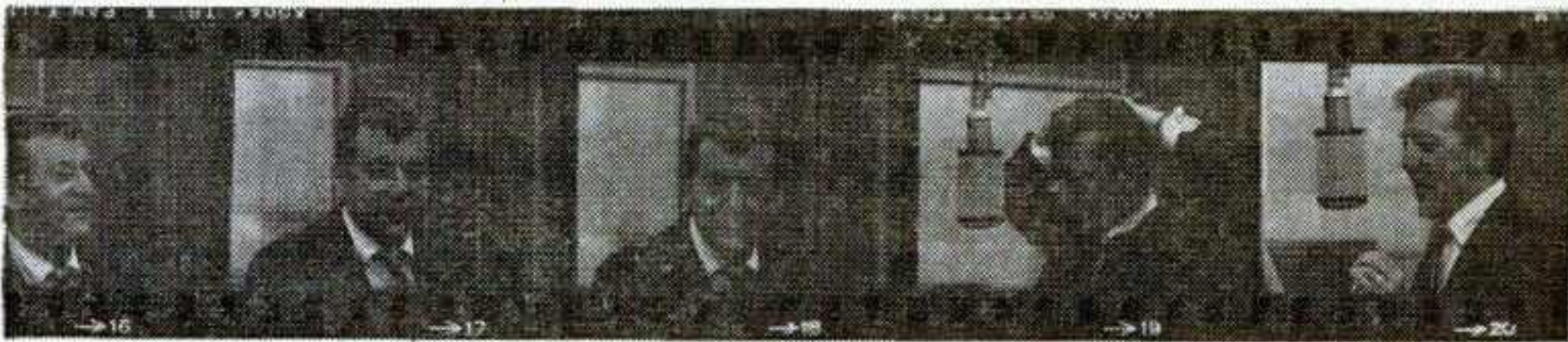
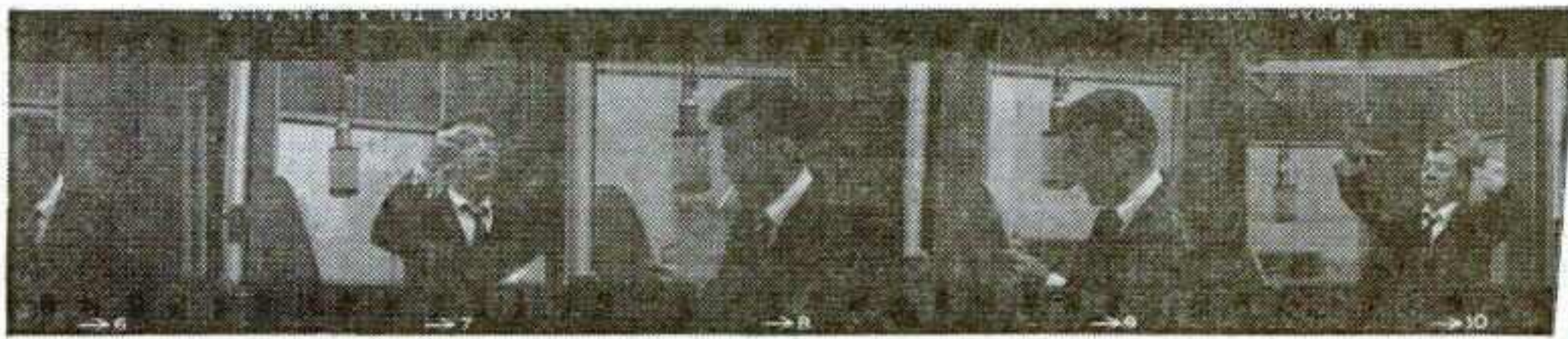
It is believed that McCall's refusal to permit the TV production company to use the Four Star name in the music realm has temporarily blocked the film from coming up with a record label name it really wants. In view of this, it has postponed final decision on the label name for several months. In the meantime is issuing its Dean Jones disk under the Liberty banner.

V. H. Anderson

Continued from page 5
for constructive work are now open to us."

In New York, Shapiro extended his personal congratulations to Anderson, adding, "I know Andy will give us good leadership in the many projects we have ahead and I expect to work closely with him on many of these."

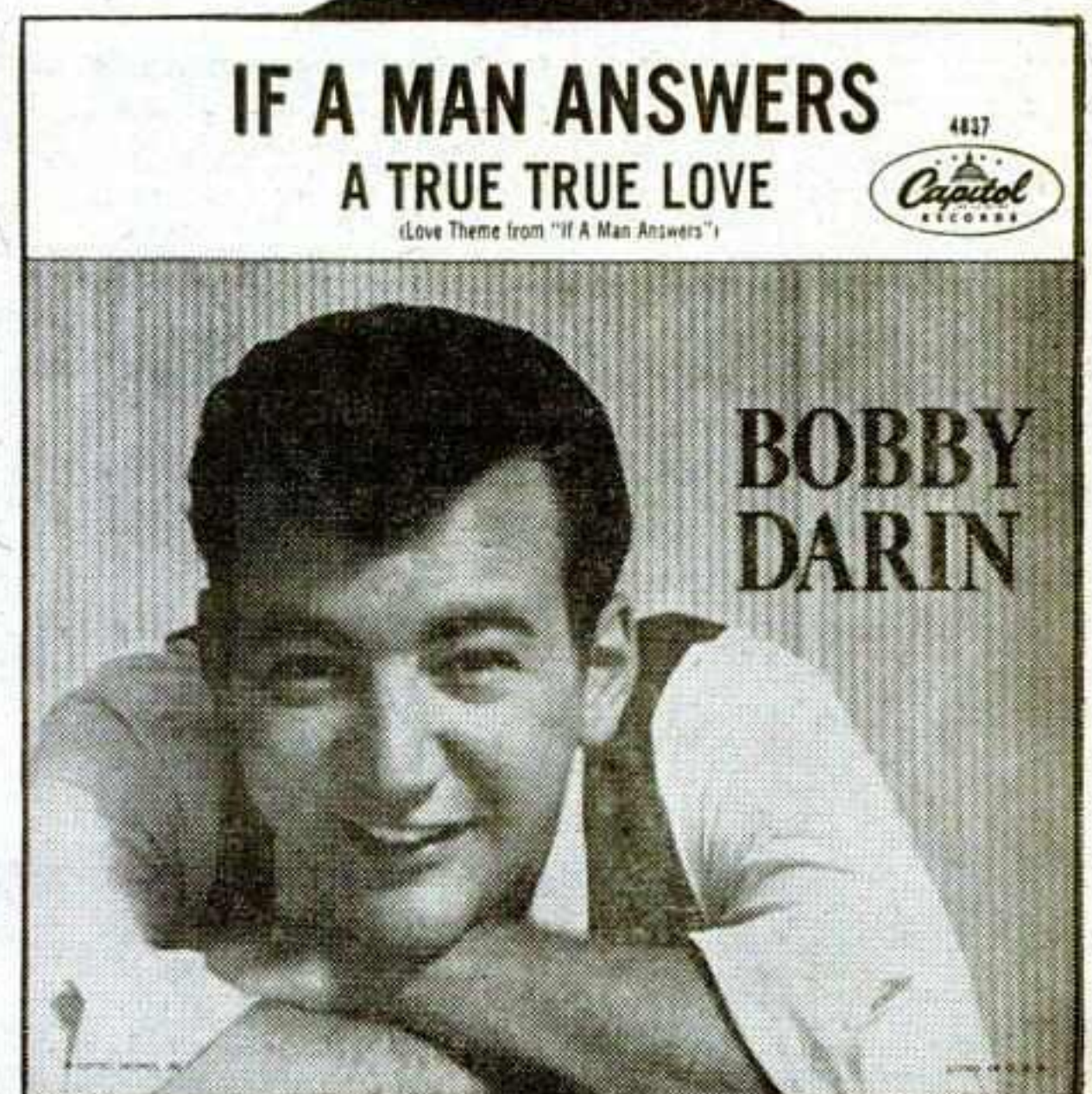
Shapiro is expected to maintain a close liaison with the Washington scene, particularly with the Federal Trade Commission.



Bobby's first single on Capitol! A smash ...naturally!

From the Ross Hunter color production, **IF A MAN ANSWERS** (a Universal-International Picture), co-starring Bobby Darin and Sandra Dee, comes the title tune of the year. Words and music by Bobby Darin. Single record #4837.

DEALERS, ONE-STOP & RACK-JOBBERS: contact your Capitol sales rep NOW for details on a sensational sales program for Bobby's first hit on Capitol.



BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

- (Courtesy Escalera a la fama)
This Last Week Week
1 1 PALOMA—Roberto Yanes (CBS); Quilla Huasi (Philips); Andariego (Tonodisc)—Korn

AUSTRALIA

- (Courtesy Music Maker, Sydney)
*Denotes local origin
This Last Week Week
1 — SILVER THREADS AND GOLDEN NEEDLES—The Springfields (Philips)—Boosey & Hawkes

BRITAIN

- (Courtesy New Musical Express, London)
*Denotes local origin
This Last Week Week
1 7 SHE'S NOT YOU—Elvis Presley (RCA)—Ronny Music

- 25 28 DANCIN' PARTY—Chubby Checker (Columbia)—Hill & Range
26 24 SOME PEOPLE—*Carol Deene (HMV)—Essex Music
27 19 SOME PEOPLE (EP)—*Valerie Mountain and the Eagles (Pye)—Essex Music and Erle Music

DENMARK

- (Courtesy Quan Musikbureau, Copenhagen)
*Denotes local origin
This Last Week Week
1 3 SPEEDY GONZALES—Pat Boone (Dot)—Imudico
2 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Scandia-Acuff Rose

EIRE

- (Courtesy Teenage Express, Dublin)
This Last Week Week
1 2 SPEEDY GONZALES—Pat Boone (London)—Keith Prowse
2 1 I REMEMBER YOU—Frank Ifield (Columbia)—Victoria

FLEMISH BELGIUM

- (Courtesy Juke Box Magazine)
Two Weeks Ago
1 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Acuff-Rose
2 2 SPEEDY GONZALES—Pat Boone (Dot)—Bens

HOLLAND

- (Courtesy Platennieuws, Amersfoort)
*Denotes local origin
This Last Week Week
1 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Intl. Music

- 8 8 LIKE I DO—Nancy Sinatra (Reprise)—Top Music
9 9 SPEEDY GONZALES—Pat Boone (London)—Metro Muziek
10 10 ROSES ARE RED—Bobby Vinton (Columbia)—Basart

HONG KONG

- This Last Week Week
1 7 AL DI LA—Kong Ling and the Fabulous Echoes (Diamond)
2 6 TEENAGE IDOL—Rick Nelson (Imperial)
3 8 MY BLUE HEAVEN—The String-A-Longs (Dot)
4 9 NEVER IN A MILLION YEARS—Linda Scott (CA)
5 3 SPEEDY GONZALES—Pat Boone (Dot)
6 4 SHE'S NOT YOU—Elvis Presley (RCA Victor)
7 2 AL DI LA—Giancarlo and his Italian combo (Diamond)
8 5 EVERY NIGHT—Paul Anka (RCA Victor)
9 — LIBERTY VALANCE—Gene Pitney (UA)
10 — VACATION—Connie Francis (MGM)

INDIA

- (Courtesy The Voice, Calcutta)
This Month
1 GUITAR TANGO—The Shadows (Columbia)
2 LITTLE MISS LONELY—Helen Shapiro (Columbia)
3 SECOND HAND LOVE—Connie Francis (MGM)
4 I'LL NEVER DANCE AGAIN—Bobby Rydell (HMV)
5 TEQUILA TWIST—The Champs (London)
6 I'LL SEE YOU IN MY DREAMS—Pat Boone (London)
7 LET'S TWIST AGAIN—Chubby Checker (London)
8 SLOPPY JOE—Michael Hill (Parlophone)
9 DON'T CRY ON MY SHOULDER—Connie Francis (MGM)
10 ANDORHINA PRETA—Nat Cole (Capitol)

ISRAEL

- (Courtesy Kol Israel Broadcasting)
*Denotes local origin
This Last Week Week
1 2 HERE COMES THAT FEELING—Brenda Lee (London)—K.P.M., Ltd.—Ilan Melody Press
2 3 THINGS—Bobby Darin (Atco)—Adams BMI
3 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Acuff-Rose
4 5 A STEEL GUITAR & GLASS OF WINE—Paul Anka (RCA)—Spanka-Ilan Melody Press
5 9 LITTLE MISS LOVELY—Helen Shapiro (Columbia)—Lorna Music—Ilan Melody Press
6 7 VACATION—Connie Francis (MGM)—Merna Music
7 4 SUMMERTIME—The Brothers Four (Columbia)—Chappell
8 10 BREAKING UP IS HARD TO DO—Neil Sedaka (RCA)—Aldon Music
9 6 STAY—*Esther Reichstat (Kol Israel)—Subar, Ltd.
10 — SPEEDY GONZALES—Pat Boone (London)—Budd Music

ITALY

- (Courtesy Musica e Disci, Milan)
*Denotes local origin
This Last Week Week
1 1 CUANDO CALIENTA EL SOL—Hnos Rigual (RCA); Marcellos Ferial (Durium); Lina De Lima (Primary)
2 2 STAI LONTANA DA ME/SEI RIMASTA SOLA—*A. Celentano (Cian)
3 3 ST. TROPEZ TWIST—*Peppino Di Capri (Carisch)
4 4 RENATO—*Mina (Italdisc)
5 7 OGNI GIORNO—Paul Anka (RCA)
6 5 ABAT-JOUR—*Henry Wright (GC); Petula Clark (Pye)
7 8 PINNE FUCILE ED OCCHIALI—*Eduardo Vianello (RCA)
8 6 EVELYNE—*Nini Rosso (Sprint)
9 9 IL FAUT SAVOIR—Charles Aznavour (Barclay)
10 14 IT'S SO EASY TO SURRENDER—Tony Williams (Reprise)
11 11 LA RAGAZZA COL MAGLIONE—*Pino Donaggio (Columbia)
12 13 LA VELA BIANCA—Gilbert Becaud (VdP)
13 12 SOGNO D'AMORE TWIST—*Peppino Di Capri (Carisch)
14 15 VIOLINO TZIGANO—Connie Francis (MGM)
15 — TRANI A GO-GO—*Giorgio Gaber (Ricordi)

JAPAN

- (Courtesy Utamatic, Tokyo)
*Denotes local origin
This Last Week Week
1 1 OUSHO—*Muraeta Hideo (Columbia)—Columbia
2 8 BUNGACHA-BUSHI—*Kitajima Saburo (Columbia)—Columbia
3 2 WAKAI FUTARI—*Kitahara Kenji (Columbia)—Columbia
4 4 YOGIRI NO BLUES—*Ishihara Yujiro (Teichiku)—Teichiku
5 6 AKASHIYA NO AMEGA YAMUTOKI—*Nishida Sachiko (Polydor)—Gram-mophon
6 5 LIMBO ROCK—The Champs (London)—King
7 9 HOUND DOG—Elvis Presley (Victor)—Victor
8 7 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Columbia
9 10 NANGOKU NO YORU—*Buckley Shirakata (Teichiku)—Teichiku; Ishihara Yujiro (Teichiku)—Teichiku
10 14 DAIGAKU KAZOEUTA—*Moriya Hirooshi (Columbia)—Columbia

MEXICO

- (Courtesy Audiomusica, Mexico)
*Denotes local origin
This Last Week Week
1 1 VEN QUE TE QUIERO—*Los Impala (Musart)—Marquez
2 — EL NIDO—*Sonora Santanera (Columbia)—Pham
3 3 OYE (Hey There)—*E. Guzman (Columbia)—Brambla
4 9 EL GRAN TOMAS (Norman)—*Mayté (RCA)—Brambla
5 5 VAGAR ENTRE SOMBRAS—*Javier Solis (Columbia)—Emml
6 4 JOHNNY EL ENOJON (Johnny Get Angry)—*Angelica Maria (Musart)—Pending
7 6 CAMINO DE LA NOCHE—*Jose A. Jimenez (RCA)—Emml
8 8 TRIANGULO—*Los 3 Reyes (RCA)—Grever
9 — EL PECADOR—*Miguel A. Mejia (RCA)—Campel
10 10 EDI, EDI (Steady Eddy)—*Angelica Maria (Musart)—Brambla

NORWAY

- (Courtesy Verdens Gang)
*Denotes local origin
1 1 SPEEDY GONZALES—Pat Boone (Dot)—Imudico
2 3 ROSES ARE RED—Bobby Vinton (Columbia)—Musikk-Huset
3 2 ADIOS AMIGO—Jim Reeves (RCA)—Egil Monn Iversen
4 4 I REMEMBER YOU—Frank Ifield (Columbia)
5 9 NO OL, NO VIN, NO DRAM—*Jack Dalley (Viking)—Viking Music
6 8 THINGS—Bobby Darin (Atlantic)—Belinda
7 6 CATERINA—Perry Como (RCA)—Egil Monn Iversen
8 — SHE'S NOT YOU—Elvis Presley (RCA)—Belinda
9 7 I CAN'T STOP LOVING YOU—Ray Charles (Karusell)—Egil Monn Iversen
10 10 GUITAR TANGO—Shadows (Columbia)—Bens Music
10 3 ZWEI KLEINE ITALIENER—Conny Froboess (Columbia)—Sweden Music

PERU

- (Courtesy La Prensa, Lima)
*Denotes local origin
This Last Week Week
1 1 LA GORDA—Los Llopis (Virrey)
2 3 MULATA SABROSA—Los Llopis (Virrey)—Niko Estrada (Odeon)—Lucho Macedo (MAG)
3 2 SENOR ABOGADO—Johnny Farfan (Smith)—Eddy Martinez (Odeon)—Lucho Barrios (MAG)
4 4 LIGADOS—Fausto Papetti (Durium)—Ricardo Roda (Columbia)—Eulogio Molina (Odeon)
5 5 LIMBO ROCK—Eulogio Molina (Odeon)
6 7 LA CALLE 13—Niko Estrada (Odeon)—Lucho Macedo (MAG)
7 6 LA CORONA DE MI MENTE—Johnny Farfan (Smith); Lucho Barrios (MAG)
8 8 MERECUMBE NO. 8—Sonora Sensacion (Sono Radio); Victor Durand (MAG)
9 — EL POETA LLORO—Gustavo (Hit) Moreno (Sono Radio)
10 — AMOR ETERNO—Los Kipus (Odeon)

PHILIPPINES

- This Last Week Week
1 1 AL DI LA—Emilio Pericoll (Warner Bros.)—Mareco
2 2 IN OTHER WORDS—Jane Morgan (Kapp)—Mareco
3 3 CALLIN' DR. CASEY—John D. Loudermilk (RCA)—Filipinas Record Corp.

- 4 8 FOLLOW THAT DREAM—Elvis Presley (RCA)—Filipinas Record Corp.
5 9 AS I LOVE YOU—Jennie Smith (Canadian-American)—Federal Manufacturers
6 7 THE CURE—Smitty Williams (MGM)—Mareco
7 4 I KNOW—Bobby Rydell (Cameo)—Dyna Products
8 10 WAH-WATU—The Orions (Cameo)—Dyna Products
9 — JUST TELL HER JIM SAID HELLO—Elvis Presley (RCA)—Filipinas Record Corporation
10 — EVERY NIGHT—Paul Anka (RCA)—Filipinas Record Corp.

SPAIN

- (Courtesy, Discomania)
*Denotes local origin
This Last Week Week
1 1 PERDONAME—Duo Dinamico (Voz Amo)
2 2 A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)
3 3 LOVE ME WARM AND TENDER—Paul Anka (RCA)
4 6 LOLITA TWIST—Duo Dinamico (Voz Amo)
5 7 ET MAINTENANT—Gilbert Becaud (Voz Amo)
6 5 BALADA DE LA TROMPETA—Los 5 Latinos (Philips)
7 — I CAN'T STOP LOVING YOU—Ray Charles (Hispavox)
8 — HIS LATEST FLAME—Elvis Presley (RCA)
9 4 LINDA MUCHACHITA—Connie Francis (Hispavox)
10 — DANCE ON LITTLE GIRL—Paul Anka (Hispavox)

SPAIN

Latin American Tunes Get Warm

After many years of local indifference to the Latin American material recorded by subsidiary labels here, a change may be in the wind with reports that RCA launched the Macke Macs, the Navarro Sisters, Antonio Prieto, Los 4 Del Embers, etc. Hispavox has taken the Music Hall material and launched Los Santos. Philips uses Argentinian Columbia material to promote Los Tres Sudamericanos in Europe. And most of the Spanish labels are trying to release Latin American stars.

We would say that the personal appearances of the big North American stars in Spain force high prices on night clubs. The impresarios didn't make money with Paul Anka, for instance, and they prefer to bring Latin American talent for less money but longer deals.

Howard Scott Leaves For 3 Weeks in Europe

NEW YORK — MGM album a.&r. chief Howard Scott left for Europe Friday (14) for a three-week tour of Spain, France and England. The trip is officially classed as being business and pleasure. Some of the business will occur in meetings with Norman Newell of EMI, ork conductors Manuel and Cyrill Orndel and folk singer Martha Schlamme.

Y'GOTTA KNOW THE TERRITORY

LONDON—Warner-Pathe, British distributors of "The Music Man" film, came up with an interesting stunt for the movie's British premiere. Exploiters discovered that in Harold Hill, a district of North London, there was a boys' band and booked it as part of a spectacular stage tableaux. Harold Hill is, of course, the central personality in the Meredith Willson musical.

MUSIC AS WRITTEN

SHERMAN BROTHERS DO COPA SHOW . . .

Joe and Noel Sherman, brother writing and indie production team and cleffers of Nat Cole's current "Ramblin' Rose" smash, have been packed to do the new production numbers for Gotham's Copacabana. Charlie Albertine will work with the Shermans on orchestrations.

BRADFORD MUSIC IN ASCAP . . .

Perry Bradford Music has been accepted as an ASCAP publishing firm. Company, headed by writer Perry Bradford, a catalog of over 800 songs, including "Crazy Blues," "A Thing Called Love," "You Can't Keep a Good Man Down" and "You've Been a Good Old Wagon But You Done Broke Down." Bradford, who has a long career in all aspects of the music business, was a pioneer in recording Mamie Smith and Bessie Smith and Louis Armstrong.

SILVER AWARD FOR EVERLYS . . .

NEW YORK — The British publication Disc magazine awarded a silver record to the Everly Brothers for the sale of more than 250,000 copies of "Cathy's Clown" in England. Bob Crabb of British Decca made the presentation on behalf of the magazine, Wednesday (12) in Hollywood.

New York

Ben E. King off on a tour of the Caribbean September 14. The tour began in the Dominican Republic and winds up October 12 in Mexico City. . . . "Jazz Scene U.S.A.," new TV series being produced by Jimmie Baker, filmed a session with the Phineas Newborn Trio. . . . Cannonball Adderley and group at the Jazz Workshop, San Francisco, to September 23.

Reopening of the Room at the Bottom in the Village brings back the Wilbur De Paris Dixie band and adds host Clarence Robinson. . . . Frank Sinatra playing his own Cal-Neva Lodge, Crystal Bay, Nev. . . . Irving Fields and ork playing the Latin Quarter. . . . Songwriter Alice Simms in Europe for talks on background music for the forthcoming film "Many Watta," produced by and starring Marina Vlady. . . . Woody Herman comes back to the Metropole September 21.

Philips Records has signed Teresa Brewer to an exclusive recording pact. . . . Canadian Broadcasting will feature two hour-long TV specs starring Jack Jones later this month. . . . The Kansom label has signed (Big) Al Downing and sides by the lad, "The Saints" and "Heartbreak Hill" are due soon. . . . John Lobo, writer with Beasley Smith of the Brothers Four "Land of the Midnight Sun," is out on a promo tour of the Midwest. . . . Troubadour Productions has listed a number of forthcoming concert dates. Dave Brubeck is scheduled for a Donnelly Memorial Theater show in Boston October 19, and Stan Kenton will headline at a concert in Town Hall here October 23. . . . The Talbot Brothers of Bermuda will give a series of performances at the Strollers Club here September 24 through October 4. The group is also playing a raft of private clubs throughout the Metropolitan area through December 2.

Teen Beat, a Pittsburgh publication published and edited by Pete Tambellini, is covering the record scene in that area. The sheet is given away free at supermarkets and record hops and can be bought on subscription. The paper caters to teens, natch, and is supported by disk advertising. It also works closely with local deejays. It also projects a Top 50 of the month.

JACK MAHER

Boston

Nat King Cole reportedly has signed for \$100,000 for four weeks at music tent theaters, including the Carousel here. He is on stage nearly two hours, sings about 50 songs—popular, blues, spirituals and Westerns. Cole is supported by 16 boys and girls in a choral group known as the Merry Young Souls. . . . If Tony Martin is being paid what is said to his asking price, he'll draw down \$12,500 for his week at Monticello, Framingham, September 20.

The Kingston Trio barely nosed out Johnny Mathis for the biggest business at the Salisbury Beach Frolics. . . . The big Frolics nitery paid out more than \$175,000 for talent this season, which closed September 2 with Patti Page, according to manager Denny Mulcahy. . . . Patti's husband, Charles O'Curran, who helped direct the Elvis Presley film, "Girls, Girls, Girls," says the fans don't care about the plot, just want to hear Presley sing.

Arthur Godfrey will bring a complete stagershow to Blin-strub's Village September 29 for eight nights. It's rumored he may bring his horse. . . . Hildegard has been signed for the Statler Terrace Room for two weeks in December. . . . The Music Hall, formerly the Metropolitan Theater, will add live talent to its movie shows starting next week. A line of 14 girl dancers and four chorus boys will perform with two resident singers and visiting stars. Denise Darcel will be the first.

CAMERON DEWAR

Hollywood

Frank Sinatra Jr. is not scheduled to sing on records in the foreseeable future, at least his father's Reprise label does not plan to feature the lad as of now. Reason: Dad wants him to concentrate on his school work and forego the music business for awhile. He is scheduled to do a TV walk-on, and has done some arranging earlier this summer on a Reprise single, but beyond that, pop says book-larnin' comes first.

Liberty sales manager, Don Bohanan, is adding 10 more LP's to the label's fall program, and is extending the sales drive to October 15. Payments are in one-third installments, running from November 10 through January 10. . . . Kingston Trio,

Martin Denny and Keely Smith will share the concert bill here at the Shrine Auditorium September 22.

Jim Aguirre, of Pamela Records, produced the "Gorilla Hunt" master and sold it to the Dore label. It features the Altees, a Hollywood teen group. . . . Chicago's Musictapes, Inc., will handle the Elektra label, according to terms of a contract signed with the label's president, Jac Holzman. . . . Nelson Riddle will pen the score for Paramount's "Paris When It Sizzles." Riddle had done the score for "Lolita." LEE ZHITO

Philadelphia

Joe Martin back on the bandstand at the Sheraton Hotel's Cafe Careme with the reopening of the room. . . . Do-Re-Me Trio returned to the Embers Lounge across the river at Pennsauken, N. J. . . . Ed Cotlar, independent record promotion man, has joined the sales staff of Spike's Trophies, local trophy and plaque dealer. . . . Pep's Musical Bar back in the swim as the town's major jazz room with Count Basie for the opening day and following with Charley Mingus. . . . Peter, Paul and Mary set for a November 9 concert date at Town Hall with Dan Rosen promoter. MAURIE H. ORODENKER

Chicago

Hugh Dallas, Midwest sales manager of Grand Award and Command, is in town from Detroit to promote four new Command albums with radio stations and dealers. . . . Local lad Chuck Lynn signed a personal management contract with Chicago producer Jack Barthel. Lynn's first release on Barthel's Cherry Lane Records is "I'll Never Learn" and "Only by Your Side." He is now on a promotion tour heading toward Richmond, Memphis, Nashville, St. Louis, Detroit, Minneapolis and Milwaukee.

Italian tenor Don Carini recently recorded a session at Universal Recording studios for Decora-Amphora and opens this week at a new Chicago club, Armando's. He'll work as a duo with guitarist Remo Biondi. . . . Playboy Club here starts a new talent line-up on September 20 consisting of Glenn Haywood, Bobby Sargent, Sir Richard Drake, the Danny Apolinar Trio, Doris Lee, Casey Anderson, Kiki Paige and Frank Rand.

The Oscar Peterson Trio is current at the London House and will be followed by the Gene Krupa Quartet featuring Charlie Ventura on October 9 for a three-week stint. Ray Stevens is on a p.a. swing that is taking him from the East Coast through the Midwest and on to the West Coast. The "Ahab the Arab" man returns to Nashville September 23.

Nashville

Chet Atkins, Floyd Cramer and Jim Reeves and the Blue Boys are back from a successful tour of South America. Reeves was in for only 24 hours before leaving for a tour which will end with a two-week engagement at the Mint Club, Las Vegas. . . . Skeeter Davis topped her successful self with a smash performance at the Coliseum, Houston, recently, where her current RCA Victor etching, "Something Precious," is No. 1 on pop and country charts.

Red Foley cut two sessions for Decca at the Bradley Studio here last week. Owen Bradley directed the sessions. . . . Patsy Cline had recent Decca sessions here, as did Goldie Hill, Bob Beckham, Roy Drusky, Billy Grammer and Jimmy Martin. . . . Canadian thrush Pat Hervey debuts on RCA Victor with her first release for the label, "Mr. Heartache" b/w "First Thing Tomorrow." Masters by Pat were purchased for RCA Victor by Chet Atkins, who heard the samples via Ralph Harding, of BMI of Canada.

New RCA Victor albums getting much local response are "Meet Jimmy Elledge"; "I Remember Hank Williams," by Floyd Cramer, and "Twelve Sides of Loudermilk," John D. Loudermilk. Also getting good response is a new Camden single by Lawton Williams, "Mama Pinch a Penny," c/w "Carpet Bagger." Williams penned both sides. . . . Rex Allen was at the RCA Victor Studios here last week for Mercury waxings, along with Clyde McPhatter, and Jerry Kennedy and Tom and Jerry record for the label this week. . . . Sammy Salvo and Kris Jensen are skedded for Hickory sessions at RCA Victor this week.

WSM Radio's Trudy Stamper reports that bigger plans than ever are getting under way for the station's upcoming Country Music Festival to be held here November 9-10. . . . Jim Reeves airmails from Johannesburg, South Africa, that he has been presented three gold records on his South African tour for "He'll Have to Go," "Adios, Amigo" and the RCA Victor LP, "Songs to Warm the Heart."

Louis Buckley was home in Guthrie, Ky., last week after recent surgery in Nashville. He hopes to return to his Nashville record interests this week. . . . Jim Denny is back at his Cedarwood Publishing Company and Jim Denny Artist Bureau offices after recent surgery. PAT TWITTY

Pittsburgh

The Music Guild of Pittsburgh, headed by Fay Olmsted, launches its eighth season October 4 with Victor Borge as the attraction. Other record names who will appear for the Guild in either Soldiers and Sailors Memorial Hall, Syria Mosque or Mt. Lebanon Auditorium during the season include Tito Schipa, the Modern Jazz Quartet, Fred Waring, Mischa Elman and Jose Iturbi.

Cee Cee Joy, local songstress, formerly under contract to Columbia, has signed a long-term contract with Warner Bros. Records. Miss Joy is now a sophomore in the New York University School of Music. . . . Al Martino is the current Holiday House attraction, to be followed by Bobby Rydell.

Gloria Lynne opened Tim Tormey's new Zanzibar (formerly the Copa) on Liberty Avenue on September 3, and was followed there for two weeks by the Contours and Aretha Franklin. LEONARD MENDLOWITZ

BETTER LATE

NARM Gives Golf Awards

PHILADELPHIA — Trophies have been sent to winners of the golf tournament sponsored by the National Association of Record Merchandisers (NARM) at its Miami convention last April.

It had first been planned to distribute the trophies at last week's NARM mid-year meeting in Chicago, but this idea was amended in view of the association's stated policy of "business only" at the meetings. Endo Corsetti, of Wambach Distributors, Harrisburg, announced the awards.

They went to: Class A low net: Bob Thompson, Columbia Records, winner; Bill Trister, Pickwick International, runner-up. Class A low gross: a first-place tie between Corsetti and Trister. Class B, low net: Red Schwartz, Vee Jay Records. Schwartz also won low gross in Class B.

Schwartz, well known in the industry as an athletic type, later regaled onlookers at a Miami Twist parlor with his antics of breaking into the act on the floor at the June convention of ARMADA.

Mt. Vernon Gets Oldtime Catalog

MOUNT VERNON, N. Y.—Mount Vernon Music here has acquired the catalog of the long defunct Muscraft label. The Muscraft line, which was originally on the market in the late 1940's, contains a number of collector's items by Artie Shaw, Mel Torme and the Meltones, Phil Brito and others.

The Mount Vernon firm is the result of the purchase of the former Treasure Records plant and masters earlier this summer by a group consisting of John Severino, president; Paul Livert, vice-president; Lou Capone, national sales chief, and Sam Klein, field sales manager. Capone and Klein were formerly with Jesse Selter's Ransel Trading Company.

The Treasure and Muscraft material will be released along with new items on MVM, Fortuna and Goosey Gander labels. All are budget lines and the last-named is in the kiddie field.

Balk, Micahnik Bring Back Twirl

DETROIT — Harry Balk and Irving Micahnik are reactivating the Twirl label. The pair, involved in independent production of lats with artists such as Del Shannon, Johnny and the Hurricanes and the Dream Girls, are splitting the executive chores at the diskery. Balk will handle a.&r., while Micahnik will be in charge of sales and promotion.

Their first dates feature the Young Sisters singing "Casanova Brown," and Patti Jerome performing "Lonely Little Mansion." The firm also has completed negotiations for a building here that will contain a recording studio and executive office space.

Hollywood NARAS Admits New Members

HOLLYWOOD — The National Academy of Recording Arts and Sciences, Los Angeles Chapter, has admitted the following to its membership rank: Connie Stevens, Rory Guy, Charles Sagle, Ward Kenney and Frank Capp. These members have been accepted in the active or voting classification. Others joining as associate members (non-voting) include Fred Martin, Mike Maitland and Howard Fox.

British Decca Deal Granting Label Credit Seen as Breakthrough for Indie Producers

By DON WEDGE

LONDON—For the first time British Decca has given a full label credit to a British independent producer. In an unusual deal with Bunny Lewis, Decca will issue on its main label all masters obtained from Lewis' new firm, Ritz Records. Under a separate deal, Ritz will become an American label distributed by Decca's American subsidiary, London Records Inc.

Most unusual aspect is that Bunny Lewis will be able to offer attractive terms to other producers to supply material for release in the Ritz series. He intends to negotiate with American independents for product. He has already set deals with Denis Preston,

Britain's most prolific independent producer—most of whose output, however, is in the jazz field. Two records are involved at this stage—a pop single by Gerry Reno and an instrumental by Archie Sempie which has already been issued in the U. S. on Kapp.

Lewis is a man of many parts. His early music career was in publishing, but he became head of Decca's exploitation until 1955, when he set up an artists' management firm. Since then he has branched out into publishing, his main interest being the Tin Pan Alley group with Fred Jackson, songwriting and independent production. With these activities, he has his own promotion services which will be at the disposal of Ritz Records.

Breaking Ground

Lewis feels that his new Decca deal marks a breakthrough for independent production in Britain. Preston has had his Lansdowne Jazz series issued by EMI-Columbia with logo credit, but the Ritz label is the first pop product to get this.

It has, he points out, all the merits of an independent production but the very things that are hard for a smaller firm to do—manufacture and distribute—are taken care of. What is more, as Ritz is being issued on the Decca label, there is no problem of distributor and dealer opposition to yet another new line.

Long Planned

The deal has been in the works for many months. It was initially set up with Decca group chairman Sir Edward Lewis—no relation—

labels will soon be moving into the A.R.C. catalog.

Smith, discussing the company's immediate plans, stated that Epic material, currently showing such strength and released here on the C.B.S. Coronet label, would henceforth be given local label identification.

He also said that A.R.C. was now going into the local recording market with strength and had recording schedules planned well ahead. The current success of "A Moi De Payer," he said, was particularly pleasing.

A. & r. producer Sven Libaek, also just back from U.S.A., has commenced auditioning and is reported to have found several artists. He is already preparing material for them to record and hopes to have the first single ready for release early in October.

Trade News

Viking Records of New Zealand closed the Sydney office and now conducts all business from the Wellington, New Zealand, office. Distributors have been appointed in all States of Australia and are handling all labels under the control of Viking. New labels acquired by this company include Choreo and the Tartan Records of Canada.

A. P. Sykes Pty., Ltd., distributor in the State of Victoria for the Festival group of labels, have stepped up their public relations division with the appointment of Bob McKean.

The Castle Music title, "We're Gonna Go Fishin'," has two versions now on the market. Local boy Johnny Coles has his out on Columbia, while the original by Hank Locklin is on R.C.A. Castle is also promoting titles from the film "Play It Cool" opening here October 5.

Bob Rogers, the Sydney disk jockey who recently resigned his position with Radio 2UE, is to have his own hour TV show with

and carried through with the firm's pop a.&r. chief Dick Rowe and Lee Hartstone of London Records in the United States.

Many of the musical artists represented by Bunny Lewis' agency and managed by him are expected to turn up on the Ritz series. First release, a cover of "Venus in Blue Jeans" on September 14, was by Ray Adams, male member of the Avons trio which Lewis manages and which is currently under contract to EMI-Columbia. The Mudlarks, who have been with Columbia for four years, are slated for an October Ritz release.

It was expected that the keystone of the deal would be Craig Douglas, Lewis' most successful singing talent who has been recording for EMI (for Top Rank until that label was closed down this spring and subsequently on HMV). But Lewis says this will not necessarily be so. For some time he has been discussing an American contract for Douglas and if this matures it will obviously exclude Ritz releases by him.

TCN, Sydney. His present contract with 2UE ends in about six weeks. However, his contract with TCN allows him to continue his disk jockey shows on radio. Rogers said that the TV show would have a general appeal and would not be aimed particularly at teen-agers.

... Norrie Paramor, English Columbia a.&r. manager with the E.M.I. group, is to tour Australia as musical director for the Helen Shapiro show due to open in Sydney October 12.

"The Sound of Music," which has had a successful 12-month run in Melbourne, is due to open in Sydney at the Tivoli Theater late September. The E.M.I. production of the locally produced album by Ron Wills, starring the Australian soprano June Bronhill, has been selling over the past eight months equal to any overseas album.

With Philips taking over the Mercury catalog from Radio Corporation October 27, it has now been announced by Radio Corporation the release of a new label Galleria Del Corso of Italy scheduled to hit the market September 6.

Radio 2UE is the first city station in Sydney to present a regular one-hour country and western radio program. Conducting the show is staff announcer Geoff Marshall. . . . Festival is rush releasing the American Decca version of the chart item "Till Death Do Us Part" by Bob Braun. At the moment the disk is receiving extensive air play via import sides.

E.M.I. has made another single deal, this time with the Monogram label, the number "Let's Dance" by Chris Montez for release on London. Also, from the Swedish Metronome company, Bent Fabric's "Alley Cat" was rush released September 13 on local Columbia.

BELGIUM

Madison Record Off & Winging

By JAN TORFS
Stuivenbergvaart, 37-Mechelen

Big Brown's newest single, "Hey Ba Ba Rebob" in Madison style, got a big start. The record is enjoying a very important radio and TV promotion and Palette is the label of origin.

The Cousins will again tour in

HUSH HUSH STUFF

Philips Gets RCA Studio In Madrid as Major Step

By RAUL MATAS

MADRID—Philips Records has acquired the RCA studio and pressing facilities here in a move to increase its importance in Spain. Negotiations have been top secret, but it is believed the terms will say RCA will continue to use the set-up for the present, and Philips will take over the large installation on

Sweden next November. They will stay in that country for the whole month. . . . Palette Records also discovered a new instrumental group called The Tiptops. Their first recordings are "Ducks" and "Litte Sally." . . . The No. 1 hit in Italy: "Quando calienta el sol" seems to have a big chance here too. A new recording has been added to the already long list by Digno Garcia.

Will Tura, who is having a big success with "Hey, hey" and "Lang was de dag," is by far the most popular Flemish artist at this moment. All through September, November and most of December he will be on the road, giving public performances every evening. That is why he is unable to participate, as most of the other outstanding Flemish artists are doing, at the TV program "Cansonissima." With this program, Flemish TV is hoping to find the Flemish song that will defend Belgium at the next Eurovision Song Festival next year. All the songs to be presented are newcomers and none of them have yet been recorded.

Another record that will be among the Top 10 in the next few weeks is Anneke Gronloh's "Brandend zand." This record, coming from Holland, is the Dutch translation of the German "Heisser Sand," by Mina, which figured for a long time on the first place of the German hit parade.

BRITAIN

EMI Buys Major Stake in Theater

By DON WEDGE
News Editor, New Musical Express

In a revolutionary move, Electric and Musical Industries—whose disk interests are the biggest in the world—has bought a major stake in a London theater, the Princess. . . . It will be used for staging musicals (as often in the past . . . currently it houses "Gentlemen Prefer Blondes") with the first being "How to Succeed in Business . . ." due to open March 28. EMI has a 50 per cent interest in a company which has bought the theater for a reported \$980,000 and will present the show (the other half is owned by property magnate Charles Clore).

The partnership will present Broadway shows in London and possibly British shows in the U. S. Capitol, EMI's big American subsidiary, has had many important stakes in the legit musical show field, but this is EMI's first theater participation here.

Several firms have had interests in shows tied in with London cast album rights, but it is the first time a disk manufacturer has entered the legit field so deeply. "How to Succeed" Broadway cast LP went to RCA Victor-EMI's main competitor in world disk market.

Because of his objections to any kind of gift trading, L. Robinson—

Airport Highway, only a few miles from here, in the near future.

Philips has also completed negotiations with Siemens in Germany and will handle Polydor, Coral and Brunswick and DGG labels in Spain. Julio Sampedro will continue as general manager with Jose Maria Quero and Ricardo F. del La Torre continuing as a.&r. execs.

Philips will also increase promotion and distribution of Mercury and affiliated labels, and its jazz titles acquired through the Interdisc organization. These include such American jazz independents as Blue Note, Riverside and Contemporary.

a founder and president of the Gramophone Record Retailers' Association—has resigned over GRRRA support for Pye Records' scheme which offers a saving of 56 cents on the retail price of its \$2.92 Golden Guinea LP line to consumers holding tokens distributed by a chocolate firm (BMW, September 15). Dealers opposing the scheme have become more vocal, but others have bought space in consumer media seeking customers for the tokens' redemption.

Trade Talk

In the High Court, September 5, Acker Bilk secured a 14-day injunction restraining Central Record Distributors and one of the firm's directors, Doug Dobell, from selling or distributing certain of the Bilk band's disks waxed in 1957. Bilk's counsel said that at the time it was agreed that not more than 99 records should be pressed without consent.

"Venus in Blue Jeans" is the center of a three-version battle. EMI obtained the Jimmy Clanton disk from Ace for issue on Stateside; Decca issued the song waxed by Londoner Ray Adams for Bunny Lewis' new Ritz series and Pye recorded Mark Wynter with the number.

Visitors

RCA Victor chief George Marek spent a week in London for talks with Decca and the label's European representatives. . . . Warner Bros. Records head Mike Maitland was also in. With International chief Bobby Weiss, he was having talks with Decca and EMI execs before the Warner label's European distributor meeting in Amsterdam. Pye general manager Louis Benjamin was leaving for New York September 13 on a planned two-week visit. . . . Joyce White, of EMI Records' educational division, has been transferred to the firm's Italian associate, La Voce del Padrone, Milan. . . . Pye's Norwegian singer Ray Adams was in London cutting sides for Laurie Records, which had some U. S. success with Adams' "Violetta."

Record Business

In deals with American independents, British Decca secured distribution rights for three current U. S. chart entrants for release last week on its London label—Booker T.: "Green Onions" (from Stax); Chris Montez: "Let's Dance" (Monogram), and Bobby Pickett: "Monster Mash" (Garpax).

Major classical issue on Decca was an album by the Moscow Chamber Orchestra, conducted by Rudolf Barshai—the first time the orchestra had been recorded by a British company. Unusual for Philips Records here to make a U. S. master purchase. Exception last week was the Victor Feldman Quartet's "Taste of Honey" from Infinity. It competes with Martin Denny's version on Liberty issued by EMI.

(Continued on page 80)

ARGENTINA

Brazil Disk Group In Buenos Aires

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

A Brazilian delegation, composed of Henri Jessen of Brazilian Odeon; Alberto Pitigliani, president of the Brazilian Record Company (Philips), and Jose Scatena, president of R.G.E., was in Argentina for a few hours. That delegation was met by Ricardo Tanturi, vice-president of the Argentine Society of Authors and Composers (SADAIC), and members of that institution. They began negotiations for an agreement to renew the recording of works by Argentine authors in Brazil, interrupted for a long time.

Visitors

Gerard De La Chapelle, international representative of ASCAP, was in Buenos Aires where he was met by Argentine publishers and the SADAIC directors. . . . There is much anticipation for the series of concerts that the Modern Jazz Quartet will perform. They will open September 20 at the Teatro Opera.

Several European records released here are: "Amame y besame," written by Adriano Celentano, published by Edami; "Esperanza" and "Il capello," published by Korn; "Stai lontana da me," from Del Prete, published by Fortissimo, and "La ragazza col maglione," "Daniela," "Un premier amour" (Eurovision 1962 prize) and "Renato," published by Femata.

AUSTRALIA

ARC Distributes Choreo & Tartan

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

A. W. T. Smith, A.R.C.'s managing director, arrived back this week from an extensive look at the record business in America and Canada. He advised that renegotiations with major labels currently under the A.R.C. banner were successfully concluded and promising new labels deals were under discussion. The Spanish label Hispavox was secured (first album is scheduled for early Australian release) and it is expected that other

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

ALBUM REVIEWS

Pop

SINGING THE BLUES



Brook Benton. Mercury SR 60740; MG 20740 (M)—Benton's current single hit is the lead item on this powerhouse LP. The lad sings "Lie to Me" in strong fashion and comes through with 11 other topflight performances, many of which have a touch of the blues mixed with a touch of the country. Strings, vocal chorus and other special instrumental effects enliven the ballad album which contains such potent material as "Chains of Love," "Valley of Tears," and "Got You on My Mind." Two big ones for Brook, "Send for Me" and "Looking Back," are also included.

TILL DEATH DO US PART



Bob Braun. Decca DL 74339—The recitation single by Bob Braun, "Till Death Do Us Part," has been on and off the charts for months and here's that hit side with a number of sincere new performances, three of which are in the same talk vein. One of these is a reprise of "Why I Love You," once done by Franklin McCormick with Wayne King's ork in an earlier day of radio. Also there is "Our Anniversary of Love," another effective talk item and some delightful, chanting tracks against good teen-styled ork backings. Set can grab much play.

THE BEST OF SAM COOKE



RCA Victor LPM 2625 (M); LSP 2625 (S)—This could be a smasher for Sam Cooke, because each of the tracks represents a legitimate hit in the singer's catalog. The material goes right back to his first big record (on an indie label), "You Send Me," and also includes "For Sentimental Reasons," "Chain Gang," "Havin' a Party," "Twistin' the Night Away," and others. The album is being pushed as a September special by Victor and it should do big business.

Jazz

COUNTRY MEETS THE BLUES



Ramsey Lewis Trio. Argo LP 701—Ramsey Lewis has a set here that should get him considerable pop as well as jazz recognition. The album is a tasteful potpourri of country, blues and standard tunes that are done with ork, strings and voices. Lewis' piano is featured and the set is nicely paced in ballad and medium tempo swing. "Your Cheatin' Heart," "High Noon" and "Blueberry Hill" are outstanding tracks.

THAT'S WHERE IT'S AT



Stanley Turrentin. Blue Note 4096—Turrentine continues to grow as a commercially appealing jazz artist. The tenor sax star is accompanied on this album by Les McCann, a top seller on the Pacific Jazz label, and, as a team, the two score with some swinging tracks. The album has the strong blue feeling which should get it sales in r.&b. as well as jazz circles. The hard-hitting rhythm section is also a decided asset. "Smile, Stacey" and "We'll See Yaw'll After While, Ya Heah" are two of the better tracks.

HEY THERE



The Three Sounds. Blue Note 4102—The Three Sounds have another album here that continues their string of effective, solid selling piano trio sets. Gene Harris is again the soloist and unifying instrumentalist on piano and he gets top work from Bill Dowdy, drums, and Andrew Simpkins, bass. The set has that bluesy feel with a beat that has been the group's trademark since its inception. Material is nicely paced. "You Are My Sunshine," "Stompin' at the Savoy," "Street of Dreams" and "Nothin' But the Blues" are tops.

Classical

THE HEIFETZ-PIATIGORSKY CONCERTS (3-12")



Various Artists. RCA Victor LD 6159—This three LP set, handsomely boxed in heavy book cover-like board, is a most distinguished package. It features an illustrious group of performers with Jascha Heifetz, Gregor Piatigorsky, William Primrose, Leonard Pennario and other selected and accomplished guests playing the Mozart "Quintet in G Major"; Mendelssohn "Octet in E Flat Major"; the Schubert "Quintet in C Major"; the Brahms "Sextet in G Major" and the Franck "Piano Quintet in F Minor." The music is brilliantly performed and this three-LP package should be a collector's item.

SCHUBERT: SONG OF GREEK ANTIQUITY; SONGS OF FRANZ LISZT



Dietrich Fischer-Dieskau. Deutsche Grammophon LPM 18 715 (M), LPM 18 793 (M); SLP 138 715 (S), SLP 138 793 (S)—Two stellar lieder attractions here by one of the more celebrated base-baritones on the current scene. Fischer-Dieskau has frequently been heard in full length and excerpt opera productions, and here he shows his ability with the lieder song, regarded as the true test of a singer's art. As in earlier recitals devoted to the works of Schubert, Schumann, Brahms and Debussy, among others, the singer here demonstrates his full command of the material. In both sets he is accompanied eloquently by Jorg Demus at the piano. Both sets constitute solid merchandise for full catalog outlets.

WAGNER: DIE WALKURE (5-12")



Various Artists. RCA Victor LD 6706—An elegant addition to Victor's red seal Soria Series. Few are the full-length versions of this lengthy member of Wagner's "Ring" cycle of operas, most disk firms preferring to offer a two-LP package of excerpts. However, the label has gone all the way here, with this elaborate five-LP production, featuring such standout names as Birgit Nilsson, Rita Gorr, Jon Vickers, George London and Gre Brouwenstijn. Included is an equally elaborate 74-page book, full of fascinating text and pictures on Wagner in general and "Walkure" in particular.

BERLIOZ: ROMEO AND JULIET (2-12")



Boston Symphony Orchestra (Munch); Various Artists. RCA Victor LD 6098—One of the less celebrated works from the Berlioz catalog, the musical recitation of Shakespeare's romantic tragedy represents, nonetheless, one of the notable innovations of his career. Not an opera, it does, however, require voices and employs a mezzo, tenor and bass for purposes of sung narration and setting the mood. It's a remarkable experiment, rich in mood and texture, as performed by the Boston Symphony. Accompanying the two-LP set is a handsome booklet of program notes and script and including prints of the characters, which are pasted in. Cover, too, has a delightful medieval painting, pasted in place.

BARTOK: SIX STREICHQUARTETTE (3-12")



Ungarisches Streichquartette. Deutsche Grammophon SLP 138 650-52 (S)—A truly distinguished packaged for the serious-music trade. The six string quartets are, in effect, a "profile" of Bartok's musical creativity, 1908-1939. Performances by the Hungarian Quartet are impeccable, even though some portions of the Bartok cycle (particularly the Third Quartet) are among the most difficult in chamber works. Recording is splendid, with beautiful stereo balance and no-noise pressings. Liner notes are in German, English and French, with an extensive analysis in booklet form (in English) by John S. Wissmann as a bonus.

(Continued on page 72)

BEST TRACKS FROM THE SPOTLIGHT LP'S

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

POPULAR

TILL DEATH DO US PART—Bob Braun (Decca DL 74339) "Our Anniversary of Love" (ASCAP) (2:16); "Why Do I Love You" (ASCAP) (2:35)

OFF BEAT PERCUSSION—Don Lamond and his Orchestra (Command RS 842 SD) "I Won't Dance" (Harms, ASCAP) (2:45)

THE BIG BAND'S BACK IN TOWN—Doc Severinsen (Command RS 837 SD) "Love for Sale" (Harms, ASCAP) (2:29)

SINGING THE BLUES—Brook Benton (Mercury SR 60740) "Valley of Tears" (Travis, BMI) (3:16)

COUNTRY AND WESTERN

FAR EAST GOES WESTERN—Tak Shindo (Mercury PPS 2031, PPS 6031) "San Antonio Rose" (Bourne, ASCAP) (3:04)

JAZZ

HEY THERE—The Three Sounds (Blue Note 4102) "You Are My Sunshine"

COUNTRY MEETS THE BLUES—Ramsey Lewis Trio (Argo LP 701) "Blueberry Hill" (Chappell, ASCAP) (2:45)

THAT'S WHERE IT'S AT—Stanley Turrentine (Blue Note 4096) "Smile, Stacey"

★ ★ ★ ★ STRONG SALES POTENTIAL

★ ★ ★ ★ **WALTZING STRINGS**
 Knightsbridge Strings. Riverside RLP 7531 (M); RLP 97532 (S)—Fine string work is featured on this album of old favorites. The set contains some of the most beloved of waltz music of yesteryear played in wide, lush style by the Knightsbridge Strings. "I Love You Truly," "I'll Be With You in Apple Blossom Time," "Remember" and "Always" are a few of the nostalgia-filled melodies.

★ ★ ★ ★ **SENTIMENTAL JOURNEY**
 Lookofsky Strings and Voices. Phillips PHM 200-037 (M); PHS 600-037 (S)—Lovely romantic music for the most part here. The accent is on the lush sound of strings and voices and the repertoire is bound to stir a nostalgic note in the minds of many listeners. The material consists mostly of ballads that scored well in the golden era of the big bands. Les Brown's "Sentimental Journey," Benny Goodman's "Goodbye," Glenn Gray's "Smoke Rings," and Glenn Miller's "Moonlight Serenade" are all typical examples of the tasteful music.

★ ★ ★ ★ **DIG THESE DANCES**
 The Tornadoes. Mercury MG 20725 (M); SR 60725 (S)—There've been other sets like this, but in its class, the Tornadoes' guitar-based combo versions of a host of the most popular recent dances, rates high. The group has a bright, toe-teasing sound, and they

(Continued on page 72)

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 GRIEG—Peter Katin
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 Tchaikovsky: NUTCRACKER, *Fistoulari*
 Chopin: LES SYLPHIDES, *Désormière*
 Delibes: SYLVIA, *Désormière*
 Delibes: COPPELIA, *Désormière*
 Stravinsky: PETRUSHKA, *Ansermet*
 Ibert: DIVERTISSEMENT, *Désormière*

RICHMOND

Division of London Records, Inc.
 140 West 22nd St., New York, N. Y.

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

SINGLES REVIEWS

★★★★ STRONG SALES POTENTIAL

Pop
TOMMY ROE



SUSIE DARLIN' (Chancellor, ASCAP) (2:17)—**PIDDLE DE PAT** (Low-Twi, BMI) (1:53)—The young chanter has had a smash with "Shielah," and here he's back with another fine girl's name tune. It's a ballad and it's handled with much style. Flip is more along the rhythmic lines of his current hit. Both are solid entries and the action could go either way. **ABC-Paramount 10362**

SAM COOKE



NOTHING CAN CHANGE THIS LOVE (Kags, BMI) (2:33)—**SOMEBODY HAVE MERCY** (Kags, BMI) (2:17)—Sam Cooke brings home two more winners to continue his streak. The first is a strong ballad sung against smart flowing string background. The second is a solid medium beat tune in the blues vein. Both have the sound and the feel of a Cooke hit. **RCA Victor 8088**

CLAUDE KING



THE BURNING OF ATLANTA (Conrad, BMI) (2:32)—Here's a solid outing to follow up King's "Wolverton Mountain" smash. The side is sung in the Johnny Horton saga style with strong martial backing, but the lyric has an amusing as well as rousing twist. Flip is "Don't That Moon Look Lonesome" (Peer Int'l, BMI) (2:48). **Columbia 42581**

JOANIE SOMMERS



WHEN THE BOYS GET TOGETHER (Tod, ASCAP) (2:13)—**PASSING STRANGERS** (Admont, ASCAP) (2:23)—Two touching sides here from Miss Sommers. The first has an unusual theme with the lass asking what her lad tells his friends about her. The flip is a soft ballad sung with much simplicity against lush backing. Both sides feature strings and chorus and should garner many plays for the lass. **Warner Bros. 5308**

FATS DOMINO



STOP THE CLOCK (Travis, BMI) (1:58)—**DID YOU EVER SEE A DREAM WALKING** (Henderson, ASCAP) (1:44)—Fats is back with two sides, one new, one familiar. The first is a walking blues-flavored tune that has a weeper lyric. The flip is a mighty strong item that has been issued by the artist before, but there's no reason why it shouldn't score again. Both feature the singer's inimitable vocal and piano magic. **Imperial 5875**

THE MARKETTS



CANADIAN SUNSET (Meridian, BMI) (2:25)—**STOMP-IN' ROOM ONLY** (Lock-EDM, ASCAP) (2:03)—Here are two swinging instrumental sides by the group. The first is the Eddy Heywood hit of years ago given an up-to-date treatment with strong organ sound. The second features smart drumming and tenor sax work. Both have that teen dance beat sound and should score with the youngsters. **Liberty 55506**

MITCH MILLER



THE LONGEST DAY (VOCAL VERSION) (Spanka, BMI) (2:20)—Here's the tune Paul Anka wrote for the World War II film, "The Longest Day," in which he also stars. It's the pic's theme and it's done throughout the track by Mitch Miller's ork and chorus. A stirring rousing item, ideally suited to the classic Miller style and the side could be a smash. Flip is an all-instrumental version of the same tune (2:04). **Columbia 42585**

VINCE EDWARDS



SAY IT ISN'T SO (Berlin, ASCAP)—**I GOT IT BAD** (Robbins, ASCAP) (3:23)—TV's Ben Casey comes through with two more romantic readings of top standards. The Dick Jacobs big band era backings are smooth accompaniment for the actor's dreamy style. Either or both sides here. **Decca 31426**

JOE DOWELL



POOR LITTLE CUPID (Tree, BMI) (2:10)—A cute, bright novelty from Dowell on this side that tells of momma and poppa cupid and their offspring with the broken bow. Dowell sings in front of chorus and smart arrangements. Flip is "No Secrets" (Sure Fire, BMI) (2:05). **Smash 1786**

DON AND JUAN



MAGIC WAND (Hill & Range-Nancoz, BMI) (2:12)—**WHAT I REALLY MEANT TO SAY** (Vicki-Wilkay, BMI) (2:25)—The boys had a big one one awhile back with "What's Your Name," and they could have another here. Both are in the rockaballad vein with a lot of enthused vocalizing. Second side has an interesting Latinish beat, reminiscent of some of the Drifters' hits. Two good ones and either could happen. **Big Top 3121**

C. L. AND THE PICTURES



MARY GO ROUND (S-P-R, BMI) (2:19)—Here's a tragic tale of love gone wrong, and now the gal is out on the loose. The lead man gives it a real agonized kind of teen sound and it's all done to a smart arrangement with girls' chorus. Good wax. Flip is "Afraid" (S-P-R, BMI) (2:20). **Dunes 2017**

PAUL EVANS



GONNA BUILD A MOUNTAIN (Ludlow, BMI) (2:13)—There've been a number of versions of this tune from the new Anthony Newley musical, "Stop the World," already out, but this is easily the smartest. The lad is in strong voice and the arrangement for ork and chorus builds neatly. This could go. Flip is "D-Darling" (Esses, ASCAP) (2:22). **Kapp 486**

JIMMIE McGRIFF



I'VE GOT A WOMAN, PART II (Progressive, BMI) (2:17)—Here's the great tune by Ray Charles done up in a swinging organ rendition, somewhat in the Jimmy Smith style. McGriff really rocks this one out with great combo support. Side Two has the biggest excitement. Flip is Part I of the same tune (2:27). **Jell 190**

THE CASTELLS



ONLY ONE (Bamboo-Nasta, BMI) (2:34)—**ECHOES IN THE NIGHT** (Pattern, ASCAP) (2:26)—Two mighty pleasant ballads, done in the smooth harmony styling that's the group's trademark. First side features a Spanish touch with castanets and clever guitar and organ work. Flip is an equally listenable romantic effort. Both have a chance. **Era 3089**

SOUPY SALES



MY BABY'S GOT A CRUSH ON FRANKENSTEIN (Bayer, ASCAP) (1:57)—The TV hero of the West Coast kiddies has a mighty cute, novelty side here. His gal goes for the monster type and he tells the tale effectively. Backing features girls' chorus and a rockin' combo sound. Watch it. Flip is "Doggone Doggie" (Bayer, ASCAP) (1:52). **Reprise 20108**

(Continued on page 77)

BOB CONRAD
 ★★★★★ The Great Magician—WARNER BROS. 5306—A neat croon-type job by Conrad on a mild rocker. Chorus and ork again abet the performance. Tune has a good lyric line. (International, BMI) (2:13)

★★★★ I Just Gotta Have You—A pleasant medium-paced rocker by the Warner Bros. TV performer. The chanter has a nice, easygoing style here and he gets the benefit of a good ork and chorus background. (Sherman-DeVorzon, BMI) (2:07)

BILL FULLER
 ★★★★★ Everybody But Me — CHALLENGE 9163—Nice ballad here is teen-slanted and with a country touch. Everyone has a gal except the boy and he does a nice singing job against chorus and piano with rhythm and guitar. (Jat, BMI) (2:00)

★★★★ I Can't Get Angry—The gal has the habit of testing the lad and it doesn't get him angry, but it does get him blue. The boy sings the tune, which is something of an answer to "Johnny Get Angry," in strong style against solid country-like backing spotlighting good piano and guitar work.

LOU MONTE
 ★★★★★ What Did Washington Say—REPRISE 20106—Monte has another historical-type comedy tune here that swings in an Italian language groove. He is backed by a chorus of singers and ork. (Romance-Ding Dong, BMI) (2:30)

★★★★ Pepino the Italian Mouse—Here's the tale of an Italian-speaking mouse. Monte sings in Italian, too, and the chorus and band join in, in this folksy Italian-type tune. (Romance-Ding Dong, BMI) (2:39)

HASH BROWN
 ★★★★★ Dear Addy — PHILIPS 40061—Touch of country comedy in this side that's built around the advice-to-the-lovelorn column. The side has a good sound and a number of the dialogs that outline the people and their problems add humorous touches. (MRC, BMI) (2:24)

★★★★ Stringy Mashed Potatoes—This is a dance instrumental that might get a good deal of play. The side has some whooping and hollering from the chorus along with easy beat, repetitious figure and strong string and harmonica work. (MRC, BMI) (2:02)

CLYDE McPHATTER
 ★★★★★ Maybe — MERCURY 72025—Chanter turns in a strong performance on this gospel-styled tune over warm backing by the gutty combo—which also features a gospel piano. Side could become a big one—watch it. (Tree, BMI) (2:33)

★★★★ I Do Believe—Bright novelty is handed a sock reading by the chanter over a hand-clapping and enthusiastic backing. It swings and the singer sells it with feeling. Watch both sides. (MRC, BMI) (1:59)

PAT HERVEY
 ★★★★★ Mister Heartache — RCA VICTOR 8090 — Here's a new gal with touches of both Brenda Lee and Sue Thompson. (Continued on page 77)



The disc discovery of 1962

Louise Cordet
I'M JUST A BABY
 B W
IN A MATTER OF MOMENTS
 9560

Getting big play in Philadelphia, Baltimore, New York and Los Angeles



HOME-GROWN VARIETY

Radio Spectaculars Catching on All Over

NEW YORK — Audience reaction to KHJ's home-grown Hollywood radio spectacular, "The Magical World of Walt Disney" (BMW, September 8), was so strong that station officials scheduled a September 16 repeat of the three-hour show.

Written by KHJ deejay Perry Allen, the 180-minute salute to cartoon-creator Disney and his Hollywood studio contained a cross-section of music taken from Disney albums and singles and covering Disney's progress from vintage Mickey Mouse to the current Disney feature, "Summer Magic." Also featured in the station-produced show were live interviews with Disney himself, Hayley Mills, Fred MacMurray and Burl Ives.

In New York, WHN's 120-minute special saluting Sammy Davis Jr. on September 6 wound up neatly

in the black. Holland House Coffee, a major regional air advertiser, bought the entire show, which featured deejay Dick Shephard as host of a recorded panorama of Davis' career. Shephard, incidentally, has been since named WHN's 6-10 a.m. "morning man," replacing Ted Brown.

Other radio stations are in the local spectacular act. KITY, San Antonio, an FM station which describes itself as having "the adult sound," told BMW it was scheduling a special Gershwin salute as an all-day venture on September 26.

The format, according to Program Director E. D. Isaacs: "Every hour from 6 a.m. to 9 p.m. we are going to air two or three of his (George Gershwin's) popular hits. From 9 p.m. to midnight will be a three-hour pop concert devoted exclusively to the longer works. This idea is not new to KITY's listeners. We celebrated Richard Rodgers' 60th birthday in this same general manner a couple of months ago."

STUDENTS CALL OWN AIR TUNES

WASHINGTON — WWDC radio is having high school students make up its Record Rack for programming new tunes on the Earl Robbin show Friday nights.

Three teen-agers are selected from high schools each week to give their opinions on new record releases. The teeners select 10 records they feel WWDC should feature during the following week. Selecting is done on the air in the teen-age disk-judging show.

Sponsors Don't Shy at Mention Of Longhair LP's

NEW YORK—There's sponsorship gold in them thar classical LP's and live shows. Of the 19-and-a-half hours of WQXR, New York's evening program schedule this fall, Monday through Saturday, 74 per cent has been sold (not including station breaks, which are also in a strong sales position). That's the word from Robert Krieger, WQXR sales manager.

In WQXR's prime-time schedule, such music showcases as broadcasts of the Boston and Philadelphia orchestras, "Symphony Hall," "Music Magazine," "Stereo Time" and others are sold to sponsors like Ampex, Japan Air Lines, Steinway & Sons, General Electric, RCA Victor, London Records and Chemical Bank. August sales at WQXR ran 25 per cent above the same month last year, reported Krieger.

The station has some new music-and-news plans, too. Starting October 1, reporters and correspondents of The New York Times will augment the station's regular newscast schedule with special feature radio commentaries from U. S. and overseas locations.

Colpix Woos DJ's With Air Stunts

NEW YORK—A series of new promotion stunts are planned by Colpix Records on behalf of current sound-track albums from a trio of new Columbia Pictures releases—"Damn the Defiant," "The War Lover" and "Barabbas." For the most part, the promotions are designed to spotlight the albums with deejays in a number of major cities.

For "Defiant," Colpix is arranging a series of shipboard screenings on various historical vessels anchored in such cities as Houston and Boston. A "Defiant" cup is scheduled to be offered at a model-boat regatta in New York's Central Park.

For "War Lover," Colpix will give its promotion an aeronautical twist, treating deejays to short rides in a B17 Flying Fortress used in the picture. For "Barabbas," Colpix plans to stage "a series of man-made eclipses" in major cities, using special electronic devices.

As an added feature for deejays, Colpix is launching a new service wherein short bios and pictures of artists new to the label will accompany all new releases distributed to jockeys.

VOX JOX

By JUNE BUNDY

PANEL NOTES: Bill Western, KSIN, Portland, Ore., one of this week's Programming Panel participants, chalked up a first during his recent marathon Roller Coaster ride. According to Western, other jocks participating in Roller Coaster marathons, got off the cars and took five-minute breaks. But not intrepid Western. He rode a total of 327 times for 40 hours and 40 minutes and never once got out of the car. . . . Stan Roberts, WTRY, Troy, N. Y. (also a panelist this week), has just completed a 13-week TV comedy series on a local video outlet. Entitled "Wack's Works," the five-minute program was aired twice a week. Roberts said it "was patterned after my morning radio show, where I inserted comedy lines into just about everything I do. For TV I made up a series of lines which enabled me to hold 'phone conversations' on camera. The reaction was quite good."

1939 REVISITED: Ed King, KDKA, Pittsburgh, celebrated Labor Day with a special show recalling the Labor Day period of 23 years ago. The 30-minute program was aired September 2 and repeated September 3 on "Program PM." King recreated 1939—era of swing, the New York World's Fair, Chinese checkers and Neville Chamberlain—through excerpts from broadcasts of the day (featuring the voices of Hitler, Goering and other ominous portends of World War II), along with 12 tunes of the era, including "Beer Barrel Polka," "My Prayer" and "Three Little Fishes." King, who wrote the show in addition to narrating it, plans several similar features covering other aspects of "The War Years."

CHANGE OF THEME: Jim Turner has moved from WJAB, Portland, Me., to CKGM, Montreal. . . . Ray Odis, formerly with WHK, Cleveland, has replaced Shad O'Shea at KXOK, St. Louis. . . . Kal Rudman, ex-WIBG, Philadelphia, has taken over the noon-to-3 p.m. time slot at WAAT, Trenton, N. J. Also new at WAAT is deejay-newscaster Al Kelly, who now has the 5:30 a.m.-12:30 p.m. time slot at WAAT on Saturdays and Sundays. . . . Rick Housely, formerly with KLO, Ogden, Utah, is now spinning 'em at KGW, Portland, Ore., from noon to 4 p.m.

GAB BAG: John F. Ewan, chairman of All-Star Promotions of Australia and New Zealand, writes: "We are producing a rapidly growing amount of recordings of the South Pacific Islands, in addition to locally produced pop recordings and shall be pleased to place on our mailing list for complimentary copies any deejays and/or station librarians who write to us (P. O. Box 5593, Auckland, New Zealand) on their station letterhead." . . . Lee Lyons, p.d. of WKYO, Caro, Mich., needs pop disks. . . . Also in need of pop disks is Don Weston, who emcees a two-hour nightly "Top 40" show on WKLK, Cloquet, Minn., which has a coverage area of 165,000.

REGIONAL DANCE FADS: Larry Kane, KTRK-TV, Houston, Tex., would like to set up a system whereby he and other TV jocks around the country can keep their audiences up on regional dance fads in other parts of the country. He writes: "I feel it would be a wonderful feature on our individual local 'bandstands' if we could, from time to time, run video tapes of kids in other cities performing their current dance crazes, introduced on the tape by the 'bandstand' host in that city." He would like interested deejays to write him at KTRK-TV, Box 12, Houston. Kane's video record hop becomes a daily, Monday through Saturday, two-hour show, starting October 1 on KTRK-TV.

(Continued on page 22d)

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

THE CONTOURS (Gordy)



NAMES: Billy Gordon, Billy Hoggs, Joe Billingslea, Sylvester Potts, Hubert Johnson and Huey Davis. **AGES:** All are in their 20's. **BACKGROUND:** About three years ago, four of the boys (Gordon, Hoggs, Billingslea and Potts) formed a vocal group. The fifth man, Hubert Johnson, was found when he ran into one of the boys while both were job hunting. Johnson turned out to be the connecting link to the group's first audition with Barry

Gordy Jr., president of the Motown Record Corporation. Though the group practiced hard and rehearsed long hours to polish the act, their beginning auditions were not promising. But convinced of their talent, the Contours called upon a distant cousin of Johnson's to listen to their sound. The "distant cousin" turned out to be popular recording star Jackie Wilson, who called Motown chief Barry Gordy to urge him to work with the group. The Contours' first release was "Whole Lotta Woman" on Motown. About six months ago, guitar player Huey Davis was added to the act, and their current wax spinning on the Gordy label has proved to be the Contours' key to recording success.

LATEST SINGLE: "Do You Love Me" leaps into the No. 28 deck as a Star Performer this week on BMW's Hot 100.

FRANK IFIELD (Vee Jay)



BIRTHDAY: November 1937. **HOME TOWN:** Coventry, England. **HOBBIES:** Painting, song-writing, fishing, golf and tennis. **BACKGROUND:** This British recording artist began his career at the age of 15 in Australia, where his name grew popular. Eager to further his career, Ifield traveled to England in 1959, and within a few months signed a recording contract with Columbia Records, one of the labels of the EMI group. Since then the young man's career has steadily advanced, with a number of record hits, TV, radio and personal appearances to his credit. Early this year Ifield achieved further success by winning second place in the popular "Song for Europe" contest sponsored by BBC-TV. His entry, "Alone Too Long," was released in Britain by Columbia. Then, in July, Ifield's waxing of "I Remember You" topped the British charts and won a coveted Silver Disk, representing more than a quarter-million sales. This is the tune, released in America on the Vee Jay label, that is currently scoring for Ifield on BMW's Hot 100.

LATEST SINGLE: "I Remember You" soars into the No. 26 slot this week as Star Performer.

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—5 Years Ago September 23, 1957

1. That'll Be the Day, Crickets, Brunswick
2. Tammy, D. Reynolds, Coral
3. Diana, P. Anka, ABC-Paramount
4. Honeycomb, J. Rodgers, Roulette
5. Whole Lotta Shakin' Goin' On, J. Lewis, Sun
6. Teddy Bear, E. Presley, RCA Victor
7. Mr. Lee, Bobbifos, Atlantic
8. Rainbow, R. Hamilton, Kapp
9. In the Middle of an Island, T. Bennett, Columbia
10. Remember You're Mine, P. Boone, Dot

POP—10 Years Ago September 20, 1952

1. You Belong to Me, J. Stafford, Columbia
2. I Went to Your Wedding, P. Page, Mercury
3. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
4. Auf Wiederseh'n, Sweetheart, V. Lynn, London
5. Half as Much, R. Clooney, Columbia
6. Jambalaya, J. Stafford, Columbia
7. High Noon, F. Laine, Columbia
8. Meet Mr. Callaghan, L. Paul, Capitol
9. Botch-A-Me, R. Clooney, Columbia
10. You Belong to Me, P. Page, Mercury

RHYTHM & BLUES—5 Years Ago—September 23, 1957

- Diana, P. Anka, ABC-Paramount
That'll Be the Day, Crickets, Brunswick
Honeycomb, J. Rodgers, Roulette
Whole Lotta Shakin' Goin' On, J. Lewis, Sun
Mr. Lee, Bobbifos, Atlantic

- Happy Happy Birthday Baby, Tuno Weavers, Checker
Farther Up the Road, B. Bland, Duke
Send for Me, H. Cole, Capitol
Think, Five Royales, King
Rainbow, R. Hamilton, Kapp

THE FOUR FRESHMEN

CAPITOL FULL
DIMENSIONAL



STEREO



THE SWINGERS 12 jazz favorites by THE FOUR FRESHMEN

ARRANGED AND CONDUCTED BY BILL HOLMAN

DO NOTHIN' TILL YOU HEAR FROM ME / LET'S TAKE A WALK AROUND THE BLOCK /
WHEN MY SUGAR WALKS DOWN THE STREET / DYNAFLOW / SATIN DOLL / LULU'S BACK
IN TOWN / LULLABY OF BIRDLAND / I'M GONNA GO FISHIN' / TAPS MILLER / THIS COULD
BE THE START OF SOMETHING / LI'L DARLIN' / SPRING ISN'T SPRING WITHOUT YOU



T 1753

is great for programming & sales!

may not win
this year's
**DISK
JOCKEY
POLL**



album

Personal Management:
BILL WAGNER
6047 Hollywood Blvd.
Hollywood 28, Calif.

Pre-Recorded Tape Takes Big Price Dip for Fall

New Lines Enter Field and Drive Consumer Cost Down Low as \$3.95

By REN GREVATT

NEW YORK — Pre-recorded tape, once widely regarded as an item with a premium price tag, is now entering the low-price field in a substantial way. In recent weeks, several important lines have entered the field, while another new entry, though announced, has not yet delivered actual product.

At one time, two-track stereo tapes brought as high as \$14.95 per unit. In this case, the high-priced tape produced the same amount of material as a standard LP disk. Now, tapes with similar playing time, and many of them offering name talent, are available to the consumer at as little as \$3.95.

Only three weeks ago, RCA Victor introduced a new Camden line of reel-to-reel, four-track tapes to sell at \$4.95. The initial Camden release contains eight tapes from the cream of the Camden stereo catalog, including items by the top-selling Living Strings ensemble. An all-out dealer push is already under way, with special browser boxes, streamers and hangers all a part of the program.

Though Columbia has not as yet created a low-price tape line as such, the company recently announced two special full-length tape samplers, containing selections from leading items in its vast tape catalog. The samplers carry a suggested list price of \$2.95, one of the lowest ever in the tape field. One of the tapes contains classical tracks, while the other is strictly pop. In all cases, big names are the rule.

Meanwhile, in Chicago, Music Tapes, Inc., operated by Pete Fabri, formerly of Bell Sound, has announced two new \$3.95 releases for fall promotion. These include "Roaring Twenties Cha Cha Cha" and "The Original Ray Charles." These are both promoted as being in stereo and are available in 3 1/4 i.p.s. speed only. This is one-half the normal speed of pre-recorded tape and by its use a saving in actual tape consumption can be effected.

Bestway Products, of which Amy and Mala Records are corporate subsidiaries, has just introduced a new line of low-price tapes under the High Life tag. This line, which includes such names as Billy Daniels, Perez Prado, the Three Suns, Sarah Vaughan and Ruby Braff, is being marketed at \$3.95. Though the line has not yet been delivered, one distributor is reported to have sold a healthy quantity in the Detroit area, just from slick-stock cover reprints of the sets. There are expected to be 30 tapes in the first release.

On the West Coast, the well-known Bihari Brothers, once identified with the Modern and RPM singles lines, and now operators of Crown Records, have also brought out a new line of 20 budget-priced tapes. These tapes, also pegged at \$3.95, contain versions of Crown disk product already available, such as salutes to Glenn Miller, Tommy Dorsey and Charlie Barnett.

Twin-Pak in Favor

United Stereo Tapes has enjoyed
(Continued on page 83)

Borge Series 1st Network Showcase For Stereo Disks

• Continued from page 4

from occasional selections from his albums). Instead, he'll function somewhat in the manner of a tongue-in-cheek Leonard Bernstein, "analyzing" musical performances. His commentary portions will be recorded at his home.

Station schedule for the series calls for an initial "network" of 40 QXR affiliates. More than half of these will carry the show in stereo; the remainder will air it as a monophonic FM series. However, sponsor General Electric and QXR officials are pressing for an all-FM-stereo lineup within six months, BMW learned.

General Electric, which placed the initial 26-week contract through Young & Rubicam in a purchase which recalls nostalgically the heyday of network radio, thus becomes the first stereo network advertiser. Commercials will feature GE's FM and phono stereo sets and combinations, TV sets, home music systems, intercoms, as well as toys and education kits. GE's air selling is expected to be in the form of stereo commercials produced by Y&R.

Local Action

Local General Electric dealers and distributors will be very much in the act with local-level store promotions, window displays, tie-in radio commercials, newspaper ads, according to present plans.

A sizable audience reach is anticipated for the Borge stereo series. QXR officials estimate that the 40-station line-up will cover "about two million FM homes," with most of them drawn from the upper-income levels. James Sondheim, QXR president, places the annual spending power of the network's audience at \$14.7 billion.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3% or more of the total dealer points are listed below.

PHONOS LISTING OVER \$500

Pos. This Issue	Pos. 6/23/62 Issue	Pos. 3/24/62 Issue	Brand	% of Total Points
1	1	1	Magnavox	49.2
2	2	3	Fisher	14.7
3	3	2	Pilot	6.2
4	4	—	Curtis-Mathes	6.0
5	6	—	Motorola	4.8
6	6	4	RCA Victor	4.0
			Others	15.1

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

6/23/62 Issue: Zenith (5).
3/24/62 Issue: Zenith (5).

New Japanese Transistor May Be Tiniest

NEW YORK—What is believed to be the world's tiniest transistor radio, a Japanese import, was unveiled here last week by Standard Radio Corporation, sole U. S. agent and distributor for Standard Radio of Tokyo. The unit, "Micro Ruby," about the size of a book of matches, was demonstrated by Hiroshi Miyazawa, president of the American firm.

"Ruby" weighs less than three ounces and has dimensions of 1 3/4 by 1 1/8 by 3/4 inches. The set, claimed to have better tone quality than many of its larger competitors, contains seven transistors. It carries a list price of \$39.95, which includes gift case, ear phone and batteries.

The new transistor is first of a broad range of models planned for the American market.

A keynote of distribution will be tight control on prices. Every effort will be made, according to Miyazawa, to maintain the list price and avoid discounting. Only prime

Glide-On Spindle Adapter: Price 19c

CINCINNATI — King Records has devised a plastic 45 single record center-holed adapter to be called a Glide-On. The unit may be slipped over the spindle of any type of phono player. The adapter is being packaged on display cards containing 12 to a card. The suggested list price is 19 cents each.

The Glide-Ons are being offered to the trade in three different pre-packs: 10 cards containing 120 adapters at a dealer price of \$10; 18 cards containing 216 adapters for \$17, and 28 cards containing 336 adapters which sell to dealers for \$25.

dealer accounts will be employed with selection limited to a very few dealers in each market area. Initial outlet for the unit will be Liberty Music Shops of New York. Outlets in other cities are to be announced shortly. Liberty was set to kick off a sizable advertising campaign on the new sets.

NEW MAN ON 3M'S PROJECT

ST. PAUL — Minnesota Mining and Manufacturing Company here moved a step closer to the marketing of its long promised, slow-speed tape cartridge player, with the announcement last week of the appointment of Darrell H. Boyd as project manager for the cartridge unit.

The unit, it was noted, is now in its final pre-production stages at the Revere plant in Chicago. It will be market-tested in a major U. S. city before the end of the year. National distribution is scheduled for 1963. Boyd, according to Revere general manager, G. W. Sandell, will direct the test market program and will mount the promotional offensive now planned for next year.

Report July Big For Radio Sales

WASHINGTON—July was the second best month of 1962 for distributor sales of radios, according to a current Electronics Industries Association report. Sales on the distrib level were 921,089 for the month as against 1,040,598 for June, the year's peak.

On a yearly basis, distributor radio sales for 1962 so far are some 600,000 ahead of 1961. The figures stand at 5,721,663 for this year against 5,125,813 for 1961.

Production of radio is also above last year by some 1,500,000. Cumulative production totals stand at 10,398,695 for 1962 against 8,567,698 for last year.

SOLD


The Consumer-Proven Line




THE PALMER III
DP-416 (Mah.) DP-417 (Walnut)
DP-418 (Fruitwood)
AM/FM VERSION—Including COMPLETE FM/FM Stereo (Multiplex) **\$229.95**

THE ALLEGHENY VII
DP-316 (Mah.) DP-317 (Walnut)
DP-318 (Fruitwood)
SELF-CONTAINED FULL STEREO HIGH FIDELITY CONSOLE. **\$149.95**

DECCA PHONOGRAPHS FOR 1963



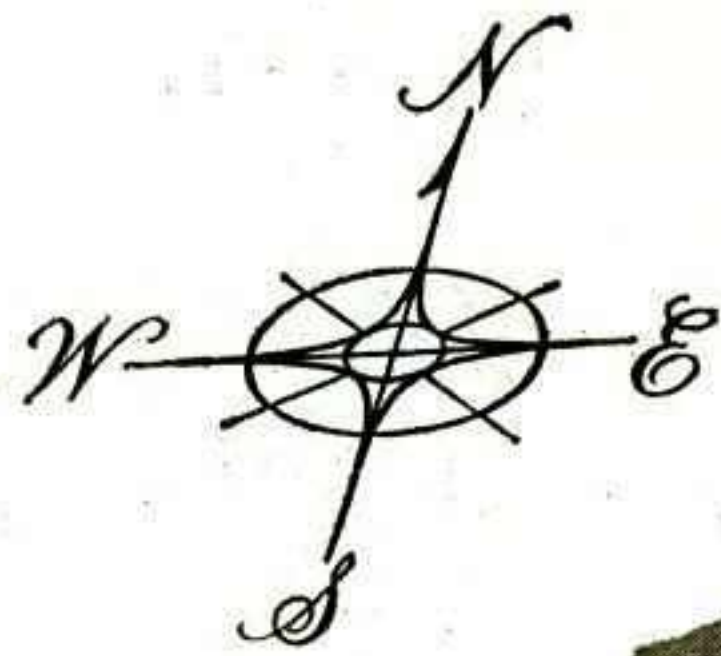
THE SHELBY II DP-638
THE NEW HOME MUSIC SYSTEM... COMPACT, SELF-CONTAINED HIGH FIDELITY FULL STEREO PORTABLE. **\$129.95**



THE MONROE DP-670
HIGH FIDELITY FULL STEREO AUTOMATIC... FOUR SPEAKERS—TWO IN EACH OF THE SEPARATE ENCLOSURES. **\$99.95**

All prices Suggested List—Plus 45 RPM Spindle—Slightly Higher in South, Southwest and West.

**EVERYWHERE
IN EVERY TOWN, IT'S**



**“Somewhere
In This Town”
by BRUCE CHANNEL**

S-1780



Pick of the Week

“SOMEWHERE IN THIS TOWN” (2:24) [LeBill BMI—Walding, Pike]
“STAND TOUGH” (2:09) [LeBill BMI—Grossman, Morrison]
BRUCE CHANNEL (Smash 1780)

The “Hey Baby” man, Bruce Channel, can head back to chartsville with the change-of-pace offering. It's a heartbreaking, martial beat-ballad opus, tagged “Somewhere In This Town,” that builds along the way a la the Roy Orbison dates. Superb ork-choral (Stephen Scott Singers) backing on this powerful date. Bright rock-a-shuffle performance as Bruco offers a bit of romantic advice on the “Stand Tough” portion. Also has that healthy chart outlook.

**MUSIC
VENDOR
SINGLE**

45's OF THE WEEK

SOMEWHERE IN THIS TOWN (Le Bill, BMI) - Bruce Channel - SMASH S-1780.
● Bruce puts plenty of pathos into this songsaga of unrequited love; a forceful weeper with Top 10 earmarks.

The pick of the new releases:
**SPOTLIGHT SINGLES
OF THE WEEK**

Strongest sales potential of all records reviewed this week.

BRUCE CHANNEL



SOMEWHERE IN TOWN (LeBill, BMI) (2:24)—This side builds and builds, Channel emotes the lyric in high weeper style against a Tex-Mex backing that adroitly employs potent guitar and strong work from a vocal chorus. Flip is “Stand Tough” (LeBill, BMI) (2:09).
Smash 1780

**the music
reporter
SINGLE
SCOOP
best single**

BRUCE CHANNEL

“SOMEWHERE IN THIS TOWN”

(LeBill, BMI) 2:24
Walding, Pike

“STAND TOUGH”

(LeBill, BMI) 2:09
Grossman-Morrison

SMASH 1780

35 E. Wacker Dr., Chicago, Ill.

If it's a hit...it's a

**SMASH
RECORDS**

SMASH RECORDS • DIVISION OF MERCURY RECORD CORPORATION • 35 EAST WACKER DRIVE • CHICAGO 1, ILLINOIS

RADIO-TV BRIEFS

Must Support Code—Swezey

HIDDEN VALLEY, Mich.—Strong industry support of NAB's Radio-TV Codes are the only real alternative to stricter government regulation. This familiar warning was reiterated September 14 before a convention of Michigan broadcasters by Robert D. Swezey, a former broadcaster, and now director of the NAB's Code Authority. "There are instances too numerous to mention of the excesses and malpractices of an industry leading to strict legislation and controls," Swezey said.

McClay Moves to New Post

ROCHESTER, N. Y.—John L. McClay, assistant to the president of Westinghouse Broadcasting Company, has been named to a new post as manager of the Broadcast Division of Gannett Company Inc. McClay will supervise management of the existing Gannett stations, which include radio-TV outlets in Rochester and Binghamton, N. Y., and a radio station in Danville, Ill. Gannett is also in the process of acquiring WAVY and WACY-TV, Norfolk.

WAVY-Radio All at Sea

NORFOLK — WAVY - Radio can now claim a seagoing "captive audience" that doesn't seem to mind the idea at all. As a promotion project, WAVY has arranged to tape-record short messages from families and dependents of Navy men aboard the nuclear-powered aircraft carrier, U.S.S. Enterprise. The master tapes are then sent to the Enterprise at sea for playback on the ship's sound system. Portions of WAVY deejay segments and local newscasts are also being taped and sent to the Enterprise, currently on fleet duty in the Mediterranean, to provide a "home port" flavor to the ship's own sound-system programs.

Air Syndication Shows Grow

NEW YORK—New syndicated radio shows, mostly of a musical nature, now offered in the Programmatic services of Telesynd now total 812 hours, according to the firm's president, Hardie Frieberg. These represent five different series, including the hour-long "Sammy Davis Show," "Johnny Green Show" and "Steve Allen Show."

PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

THE QUESTION:

What was your favorite promotional stunt?

THE ANSWERS:

BILL WESTERN
KISN, Portland, Ore.

I did the roller coaster marathon bit here—likened it to an astronaut shot; used words like "coasternaut," "Cape Jansen" (Jansen Beach Amusement Park) "all systems are go." Had a two-day count-down complete with humorous



"holds." Used two-way radio installed in the car for live reports. Gave away several thousand free ride tickets. Called it "Fun Day." Found it to be most successful promotion as well as the best personal publicity I have ever had.

KEN GRANT
KNUZ, Houston

The KNUZ Gents basketball team. Our deejay staff—playing against faculty teams—pack every school gym in which they appear. Though each game is more like a show than an athletic competition, the involvement creates a strong bond between KNUZ and school that results in increased listenership of parents and faculties as well as students. The station basketball team has the right ingredients. It's full of action, excitement and comedy. Serves a good purpose since moneys collected go to vital school needs. Involves adults as well as youngsters. Displays station personalities in a favorable light—friendly, fun, good sports. And keeps KNUZ deejays off the streets.



STAN ROBERTS
WTRY, Troy, N. Y.

My favorite promotion was a hypnotism bit. I bet John Moun-ter, our afternoon man, that I could hypnotize him. He said I couldn't. Days of argument and insult followed. Then a secret meeting was supposedly set up to settle the issue. Next morning I said I had succeeded and could prove it. I had subjected John to post-hypnotic suggestion. Every time he heard our time tone he'd say "Merry Christmas." During John's show that afternoon he said things like, "Stan Roberts failed! He did not hypnotize me!" (tone) "Merry Christmas, it's 4:15."



BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	RAMBLIN' ROSE, Nat King Cole, Capitol 4804.....	8
2	3	TEEN AGE IDOL, Rick Nelson, Imperial 5864.....	7
3	2	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041.....	8
4	6	ALLEY CAT, Bent Fabric, Alco 6226	9
5	5	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424.....	7
6	8	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532.....	5
7	4	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345.....	9
8	7	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374.....	10
9	12	I REMEMBER YOU, Frank Ifield, Vee Jay 457.....	3
10	—	I'M THE GIRL FROM WOLVERTON MOUNTAIN, Jo Ann Campbell, Cameo 223....	6
11	13	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332.....	7
12	17	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022.....	2
13	19	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529.....	2
14	18	A TASTE OF HONEY, Martin Denny, Liberty 55470.....	11
15	10	BABY ELEPHANT WALK, Lawrence Welk, Dot 16364.....	16
16	15	LONG AS THE ROSE IS RED, Florene Darlin, Epic 9529.....	5
17	—	WHAT KIND OF FOOL AM I, Sammy Davis Jr., Reprise 20048.....	4
18	11	TILL DEATH DO US PART, Bob Braun, Decca 31355.....	10
19	—	THE SWISS MAID, Del Shannon, Big Top 3117	2
20	20	NO ONE WILL EVER KNOW, Jimmie Rodgers, Dot 16378.....	4

VOX JOX

Continued from page 22

New staffer at WINS, New York, is Perry Cooper, working under director of WINS music Don Owens. . . . Richard Newton is the new director of public relations at WIND, Chicago. . . . Walter O'Keefe is now airing a remote from the Villa Capri restaurant over KHJ, Hollywood, on Fridays. . . . Frank William Crane has joined Broadcast Clearing House as the centralized billing company's western manager. . . . Don Howard, KGWA, Enid, Okla., is hosting a new 60-minute nightly live jazz show from the Club Zahara. Program features the Barry Kelsey Quartet.

Chuck Camroux resigns as production manager of CJFX, Antigonish, N. S., Canada, September 17, and moves to CKCL, N. S., Canada, as a full-time deejay. Camroux needs wax for his new CKCL shows. . . . Veteran deejay Paul Brenner has been named program director of WJRZ, Newark, N. J., marking his first management stint. Brenner has been with WJRZ (formerly WNTA) for more than 25 years. He will continue to emcee his two-hour daily show. . . . Other new appointments at WJRZ include the upping of Sid Sirulnik to director of operations and naming of Norman Roslin, director of music. Roslin will supervise the selection of all records played on WJRZ. . . . Jack Hurrell returned to Detroit last week with an all night program on WJLB, Detroit, from 1-4 a.m., Tuesday through Saturday. . . . Gary Stevens has returned to WIL, St. Louis, after an eight-week active duty tour with the Missouri Air National Guard. . . . Alan Boyd has joined KLTR, Blackwell, Okla., after three years with Armed Forces Radio. . . . Wes Pidcock, formerly with KUDI and KRTV, Great Falls, Mont., has joined KBTR, Denver. He takes over KBTR's morning time slot, while Lee Harris moves into the outlet's midday time period.

Charlie Jenkins, WJCD, Seymour, Ind., writes: "We simply don't get the latest single releases from the major record companies. I exclude from that only Dot, Liberty and possibly Decca. Even when we had contracts with companies for album services, we still didn't get those labels' latest single releases. I like to play the latest good music records from the 'Hot 100,' but it certainly is difficult to do when the companies don't send sample copies. Could this be the reason that so many medium and small stations are switching to a format of good music?"

4 BIG WINNERS!
BETTY LAVETT
SHUT YOUR MOUTH
b/w
MY MAN — HE'S A LOVIN' MAN
ATLANTIC 2160

THE VAN DYKES
STUPIDITY
b/w
KING OF FOOLS
ATLANTIC 2161

THE MAR-KEYS
SACK O WOE
STAX 129

RUFUS THOMAS
IT'S AW'RITE
STAX 126

distributed by
ATLANTIC RECORDS
1831 Broadway, New York 73

Wanda Jackson
"THE GREATEST ACTOR"
b/w
"YOU BUG ME BAD"
Capitol 4833

GENERAL SONGS, INC.
1483 NORTH VINE STREET
HOLLYWOOD 28, CALIF.
HO. 9-2239

WINSOME FOURSOME!
(Her name is . . .) **SUZANNE**
Richard Hayman • Mercury

CORRINE CORRINA
Pete Fountain • Coral

BLACK & TAN FANTASY
David Rose • MGM

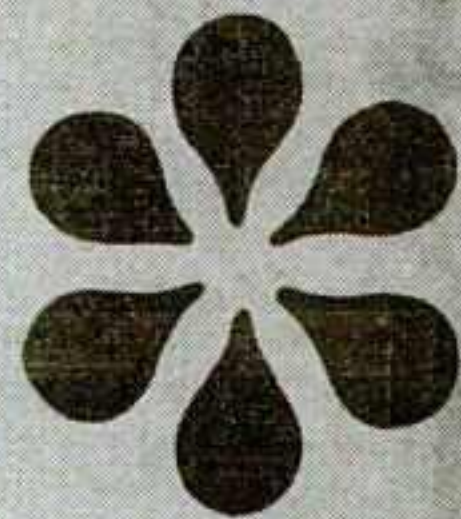
ST. JAMES INFIRMARY
Francos Faye • Bethlehem

MILLS MUSIC, INC.
1619 B'WAY, N.Y.C. 19, N.Y.

the **FUTURE** with a promise

NAVY

Mr. Dealer: Millions of T.V. viewers will be exposed to Annette this month and from now on - We urge you to be ready with Annette records - Contact your VISTA distributor - SOONEST!



1

BV3312

THIS ALBUM
INCLUDES

16

Annette Hits
plus

An 8 Page
Full-color
Book

Telling Her
Exciting Story
From Mouseketeer
To Movie and T.V. Star

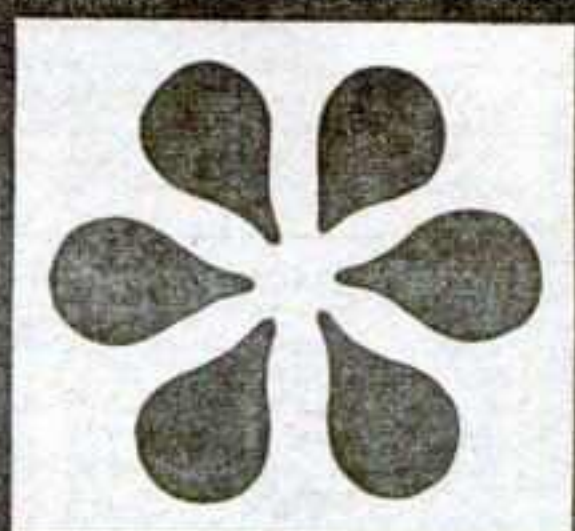
2 "Italiannette" BV3304

includes - "DREAM BOY"
AS PERFORMED BY ANNETTE IN
'ESCAPADE IN FLORENCE' N.B.C. T.V.

3 "MISTER PIANO MAN"
FROM 'GOLDEN HORSESHOE REVUE'
ON N.B.C.-T.V.—VISTA F405

and two
new singles

4 THE MUSIC FROM
"ESCAPADE IN FLORENCE"
ON N.B.C.-T.V.—VISTA F407



Yes, MILLIONS WILL SEE AND HEAR ANNETTE ON **T.V.!!**

including WALT DISNEY'S 'WONDERFUL WORLD OF COLOR'

1ST SHOW - NEW SERIES - N.B.C. COLOR T.V. **SEPT. 23**

2ND & 3RD SHOWS **SEPT. 30 - OCT. 6** 'ESCAPADE IN FLORENCE'

Plus MICKEY MOUSE CLUB on the air 5 Days EVERY WEEK
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SPOTLIGHT ALBUMS OF THE WEEK

The pick of the new releases:

Strongest sales potential of all albums reviewed this week.

Continued from page 20

STRAUSS: ALSO SPRACH ZARATHUSTRA
Chicago Symphony (Reiner). RCA Victor LM 2609 (M); LSC 2609 (S)—One of those rare albums that's likely to score strongly with both music fanciers and audiophiles who like to rattle the rafters with big sound. A replacement for the 1954 monophonic Reiner-Chicago "Zarathustra" in the Red Seal catalog, the new version has an opulent, shimmering performance, and the advantages of up-dated sound engineering. A striking cover painting, based on a Rodin statue, is eye-catching.

WEBER: DER FREISCHUTZ HIGHLIGHTS
Various Artists. Deutsche Grammophon LPM 19 221 (M); SLPM 136 221 (S)—A splendid "condensed version" of von Weber's opera containing what is generally regarded as the "best" moments. The cast is talent-studded, notably in the vocal performances of Irmgard Seefried, Rita Streich and Curt Bohme, with Eugen Jochum conducting. The recording is rich in a "theater" feeling, with a lustrous, echoing sound. A German-English libretto and simple-but-attractive cover round out the package.

THE ORGAN OF THE PHILADELPHIA ACADEMY OF MUSIC
William Whitehead. Cameo C 4009 (M); SC 4009 (S)—Pipe-organ records have long been among the great "show-off" platters in stereo, and this album joins these sonic ranks. Organist William Whitehead has a fresh, fluid touch in such organ standards as "Toccato and Fuge in D Minor" and "Trumpet Voluntary." Sound of the Philadelphia's 200,000-pound new pipe organ was recorded on 35-mm. film, giving the album lots of dynamic range and "big" sound.

PAGLIACCI AND CAVALLERIA RUSTICANA HIGHLIGHTS
Various Artist. London 5700 (M); OS 25334 (S)—A well-performed coupling of highlights from two of the best known short operas, long paired together as a sort of operatic "double feature." Mario Del Monaco, as the love-tortured Canio in "Pagliacci," is in fine voice in the famous arias. In "Cavalleria," Giulietta Simionato and Del Monaco are a splendid team. Recording work and packaging are good, and it's sure to please opera fans.

STEAM RAILROADING UNDER THUNDERING SKIES
Stereomonic MF 8—A real "must" for model railroad buffs, sound fanciers and collectors of stereo specialties. Recorded on location in Mississippi, the record has a "story" of sorts—a dash by a steam-hauled train through a roaring thunderstorm, complete with huge thunder growls, steam whistles, etc. Disk process is "Stereomonic"; i.e., a compatible stereo record usable on mono players as well. It works nicely, too.

SONGS CHILDREN SING: ISRAEL
Tom Glazer. Wonderland RLP 1465—A well-performed, internationally flavored children's package, in which Glazer sings a collection of Israeli songs, first in Hebrew, then in English. The songs ("Shana Tova," "La Aviron," etc.) have a swinging lilt moppets are sure to enjoy. Glazer is nicely backed by a small group (accordion, bass, flute, banjo, etc.) on nearly all tracks. Cover is cute, and package should be of particular interest to schools, language students, and community centers.

SPECIAL MERIT ALBUMS

LEOPOLD STOKOWSKI CONDUCTING THE HOUSTON SYMPHONY ORCHESTRA
Everest LPBR 6070 (M); SDBR 3070 (S)—Stokowski's large following should be well pleased with this set. It features the maestro and the Houston Orchestra playing selections from Wagner, Chopin and Thomas Canning. Although the Houston Symphony may not be the polished organization some might prefer, it breathes fire and spirit under the Stokowski baton. The conductor also arranged the Wagner and Chopin selections for the orchestra. The three Chopin pieces come off best. They were all written originally for piano and Stokowski's transcription for orchestra is masterful.

Reviews of New Albums

Continued from page 20

run the gamut of recent terp fare, including "Hully Gully," "Mashed Potato," "The Stroll," "Madison Time," "Popoye," "Bristol Stomp" and numerous others. A great party album for the teenagers.

MR. TRUMPET DICK RUEDEBUSCH REMEMBERS THE GREATS
Jubilee JGM 5015—Trumpeter Dick Ruedebusch leads his Dixie-based combo through a selection of tributes to earlier great trumpet men, and tunes closely identified with them. The maestro's horn takes the familiar solo spots with its own interpretations backed by the swinging combo. "What's New" (Butterfield), "Wild Man Blues" (Armstrong), and "I Can't Get Started" (Berrigan) are samples of the fare. Good listening and some of the bands could find good jockey play.

SPANISH INFERNO
International Pop Ork. Cameo C 4015 (M); SC 4015 (S)—Here's another in Cameo's budding line of sound albums. The International Sound Orchestra, a gigantic ensemble of 110 men, has turned out good sounds before and they do again in this listenable concert of Spanish melodies. There are but seven tracks but each is colorful and flavorsome and definitely styled for sound fanciers. "Lady of Spain," "Malgueña" and "The Maids of Cadiz," are samples. A smartly recorded package with lots of great sound.

THE STORY OF MY TEENS
Annette. Vista BV 3312—Here's a full-dress pictorial and sound biography of one of Walt Disney's favorite personalities. There's a booklet bound inside full of color photos and a running commentary by Annette herself on her career. The disk contains 16 tunes, including all of her big hits on singles. The gal will be seen regularly again by kiddies this fall, with the rerunning of the older Mickey Mouse Club TV segs and the album can, accordingly, come in for a good play.

AFRICAN SOUNDS
Carl Stevens. Mercury PPS 2630 (M); PPS 6630 (S)—An off-beat collection of instrumentals which have the flavor of (if not always their direct origins from) the bouncy rhythms of "Afrikaan" music. Lots of novelty percussive effects are used by Stevens and tracks like "Afrikaan Beat" and "King Kong" have deejay possibilities.

MODERATE SALES POTENTIAL

JUST YOU 'N ME
Johnny Walker. Playgirl P 500

THE MAGIC FINGERS OF CAESAR GIOVANNINI
Mercury MG 28735 (M); SR 60735 (S)

STRONG SALES POTENTIAL

CLASSICAL LP'S

VIDA CHENOWETH
Epic LC 3818 (M); BC 1153 (S)—Miss Chenoweth has drawn many good reviews for her classical interpretations on the marimba, traditionally regarded as a non-classical instrument. For the set she has chosen two works by Bach, one by Telemann and a variety of other material, all of which is played with moving sensitivity. There is much to recommend this album to those seeking the unusual and distinctive in classical music.

DEBUSSY: 12 ETUDES
Charles Rosen. Epic LC 3842 (M); BC 1242 (S)—The high artistry of Charles Rosen is once again centered upon the piano music of Debussy. Like his album of Debussy piano music, "Etudes" some time ago, this set showcases the artist's amazing affinity with the French composer's fluid and fertile musical flow. Books I and II are contained in their entirety on this LP and the set should prove a valuable adjunct to any piano music collection.

DVORAK: CELLO CONCERTO
Pierre Fournier; Berlin Philharmonic (Szell). Deutsche Grammophon LPM 18 755 (M); SLPM 138 755 (S)—George Szell conducts the Berlin Philharmonic in a stirring reading of the Dvorak Cello Concerto. The cello soloist is Pierre Fournier, who accomplishes his featured role with dexterity and insight. The music has all the dramatic intensity associated with Dvorak—it has majesty and a brooding quality that should be of significance to many collectors.

HANDEL: CONCERTI GROSSI, OP. 6
Handel Festival Orchestra of Halle (Margraf). Epic LC 3843 (M); BC 1243 (S)—The final three of the Concerto Grosso Opus 6 are given a magnificent performance here by the Handel Festival Orchestra of Halle (in Saxony) under the baton of Horst-Tanu Margraf. The performances are of the highest and each of the works, which are: "No. 10 in D Minor," "No. 11 in A Major" and "No. 12 in B Minor," are masterpieces

of execution in their own right. Lovers of Baroque music will be delighted with this set.

BACH: EASTER ORATORIO
Baroque Chorus and Ensemble of Stuttgart (Couraud). Epic LC 3844 (M); BC 1244 (S)—This album should be of particular interest to collectors of the great master's music. The album contains Bach's Easter Oratorio with Marcel Couraud conducting the Stuttgart Baroque Chorus and Ensemble. Friederike Sailer sings soprano, Margarete Bence is the alto soloist, Werner S. Braun is the tenor and August Messbacher is the bass. The accompanying liner contains a text which has both the German and English translation of the arias and recitatives.

THE OPERATIC WORLD OF RITA GORR
Angel S 35795—Belgian soprano, Rita Gorr sings a broad selection of familiar soprano arias in this recital. Her singing is alternately touching and delicate and powerful and passionate. Her selections are taken from such works as "Tristan and Isolde," "Il Trovatore," "Don Carlo," "Cavalleria Rusticana" and "Samson and Delilah," among others. A compelling performance.

WILHELM KEMPF PLAYS MOZART
Deutsche Grammophon LPM 18 707 (M); SLPM 138 707 (S)—Two of Mozart's best-known piano sonatas, the 8th and 11th, and two piano fantasies are here performed with feeling and authority by Kempff, one of Europe's distinguished interpreters of the classic and romantic composers. Recording is up to the label's de luxe standards, although the sound may be a trifle "dry." A strong item for specialist collectors.

RITA STREICH
Deutsche Grammophon LPM 18 716 (M); SLPM 138 716 (S)—A melodic, well-selected program of "lieder," by Schumann, Brahms and Richard Strauss provides a fine showcase for the coloratura talents of Europe's Rita Streich. She's at ease and in fine voice throughout, and the performance is sure to rate highly with her admirers. A German-English libretto is included. Cover portrait of the singer practically glows with luminous pinks and is striking.

MILHAUD: LA CREATION DU MONDE; SUITE PROVENCALE
Boston Symphony (Munch). RCA Victor LD 2625—An intense piece of writing, close to the jazz idiom, and inspired by American jazz of the 1920's, this is easily one of the French modernist's most colorful works. It's available in two other versions, but Boston Symphony followers, of which there are many, will want this handsome new addition to the Victor Soria series. The second work, in contrast, has strong European roots and is here given one of its few recorded versions.

LOW-PRICED CLASSICAL
BERLIOZ: SYMPHONIE FANTASTIQUE
Minneapolis Symphony Orchestra (Dorati) Mercury Wing (MGW 14005 (M); SRW 18005 (S)—Berlioz' stirring and dramatic "Symphonie Fantastique" is given a powerful and exciting reading by the Minneapolis Symphony here with Antal Dorati drawing much enthusiasm from his orchestra. It's a fine example of the broad romanticism for which Berlioz is so noted, and this particular work is a favorite of many. The low price of the album, being reissued on Wing, should get it a good long-run sale in racks and low price shelves.

MEYERBEER: SYMPHONY NO. 4 "ITALIAN"; MOZART: SYMPHONY NO. 40
Minneapolis Symphony Orchestra (Dorati) Mercury Wing MGW 14006 (M); SRW 18006 (S)—Dorati and the Minneapolis give a spirited reading of the Mendelssohn and Mozart works on this fine low price LP reissue. The album is a natural for those looking for either an adjunct to their already complete collection or for those only building their classical catalog. The orchestra is proficient and well-disciplined and maestro Dorati elicits much from its depths.

BRAHMS: SYMPHONY NO. 4
Detroit Symphony Orchestra (Paray). Mercury Wing MGW 14003 (M); SRW 18003 (S)—The low price and impressive reading of the Brahms warhorse could get this reissue good sales. It's perfect for those young adult building a collection and should pick up sales from racks and low price houses. The record is good, and the orchestra is a powerful vehicle under the baton of Paul Paray.

SCHUMANN: SYMPHONY NO. 4; LISZT: LES PRELUDES
Detroit Symphony Orchestra (Paray). Mercury Wing MGW 14004 (M); SRW 18004 (S)—Some excellent music for the price here. Paul Paray and the Detroit Symphony re-create the magic of Robert Schumann's Fourth Symphony with intensity and warmth. The broad passages are touchingly presented and there is much inner tension in the interpretation. "Les Preludes" is also handled with deep understanding and the coupling should prove an attractive item to

(Continued on page 74)



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Reviews of New Albums

Continued from page 72

those who are interested in broadening their present collections.

although melodies are carried on U. S. style guitars and other instruments. Almost any track is a dandy change-of-pace "surprise" item for c.&w. stations.

★ ★ ★ ★ STRONG SALES POTENTIAL

JAZZ LP'S

★ ★ ★ ★ ROYAL FLUSH
Donald Byrd. Blue Note 4101—Another strong album from trumpet star Donald Byrd and his constant instrumental companion Pepper Adams, on baritone sax. The two play much swinging jazz on the set and there are deep reflective moments on ballads. "I'm a Fool to Want You" features some beautiful Byrd trumpet. Also of an unusual nature is "Jorgie's," which has a bittersweet quality that's most attractive. Another side that catches the listener is "6 M's," which has an easy six-four blues feeling.

★ ★ ★ ★ PLAYBACK
Sam Lazar Trio. Argo LP 4015—Jimmy Smith has been doing a lot of swinging lately in both pop and jazz areas and Sam Lazar, who admits that Smith was a strong influence, is much in the same groove. The organ work has a lot of blues and soul and Lazar works well with his colleagues, Miller Brisker, tenor; Phil Wilson, drums, and Joe Diorio, guitar. "Deep" and "Please Send Me Someone to Love" are among the better tracks. Lazar has the touch to do very well for himself.

★ ★ ★ ★ SNAP YOUR FINGERS
Al Grey and Billy Mitchell. Argo LP 700—Al Grey and Billy Mitchell (trombone and tenor respectively) simply swing through this fine series of eight tracks. The Basic alumni put together a solid group for the date, of which several variations are heard. There's much of the blues sound here and not a little touch of gospel expression on the varying tempos heard. "Nothing But the Blues" and "Three Fourth Blues" are both solid outings. Donald Byrd's trumpet also is heard to advantage.

★ ★ ★ ★ FOR THE FIRST TIME
Shelley Moore. Argo LP 4016—Newcomer (to U. S. audiences) Shelley Moore's thrumming style is something like the purring intimacy of Julie London. Accordingly, this showcase platter will be of interest to programmers of easy-listening stations, and to record buyers who like soft, close-miked vocals. Selection of numbers ("The Thrill Is Gone," "Twilight," etc.) is tailored to the singer's style. Cover shot of the red-headed artist adds sales value.

★ ★ ★ ★ STRONG SALES POTENTIAL

SPECIALTY LP'S

INTERNATIONAL

★ ★ ★ ★ 39 ALL TIME GERMAN FAVORITES
The Rhinelanders. Cameo C 4012 (M); SC 4012 (S)—Long-standing German favorites are played by a German ork and sung by mixed chorus. The music should fit right into the sales pattern of stores specializing in German records. The set might also be used for sing-alongs.

★ ★ ★ ★ AN IRISHMAN IN NORTH AMERICA
Tom Kines. Folkways FG 3522—A fine, lilting collection of Irish-flavored folk tunes which are the Canadian and U. S. variants of original Irish songs. They're sung by Canada's Tom Kines, a featured artist on the Canadian Broadcasting Company's radio network, in a clear tenor with a nice touch of the Blarney. Kines provides his own guitar backing. Full lyrics are included, as is custom with this label.

COUNTRY & WESTERN

★ ★ ★ ★ THE BEST OF JAMES O'GWYNN
Mercury MG 20727 (M); SR 60727 (S)—O'Gwynn country fans will want to add this LP to their collections, for it contains some really excellent work. The set features the vocalist in a variety of material, most of it in the weeper vein, and he is backed by country ensemble and the Merry Melody Singers. The album contains many of the singer's successful tunes. "My Name Is Mud," "Losing Game," "Two Little Hearts" and "House of Blue Lovers" are representative.

★ ★ ★ ★ FAR EAST GOES WESTERN
Tak Shindo. Mercury PPS 2031 (M); PPS 6031 (S)—This is completely off-beat cow-country music, and sounds a little like the music score for a Japanese production of "Gunsmoke." The familiar, latter-day Western ballads ("High Noon," "San Antonio Rose," etc.) are dressed up with temple blocks, gongs, samisens, kotos, and such,

FOLK

★ ★ ★ ★ THE TIKIS
Philips PFM 200-043 (M); PHS 600-043 (S)—If it all sounds familiar—it is. This Boston-area, collegiate-type quartet has a solid, driving, youthful approach to folk favorites like "Banks of the Ohio" and "Boston Town" and a few novel touches in arrangements but the sound is mighty like Early Kingston Trio, with none of the group interplay that distinguishes a folk unit that's simply "good" and one that's a potential smash. Nice item for the folk and college trade and deejays on the watch for new acts.

★ ★ ★ ★ REVIVAL IN BRITAIN, VOL. 1
Folkways FW 8728—This album should prove of interest to those folk fans who delight in discovering the unusual. The set is composed of modern folk songs that have emerged as a result of the problems of the Twentieth Century. The singers are all of British origin and they sing of mine work during the war, atomic warfare, modern ghosts and race relations. The singers, and there are a few of them, sing both with and without accompaniment.

★ ★ ★ ★ THE BALLADEER
Hoyt Axton. Horizon 1601 (S)—Axton has had a certain success in the folk club circuit and on this, his initial LP for the World Pacific Records subsidiary, he shows a thoughtful touch for the authentic folk ballads. The accompaniment is furnished largely by Axton's own guitar on such items as "Greenback Dollar," "John Henry," "500 Miles," etc. Set was recorded live at a club known as the Troubadour, with Axton giving his own song intros.

SPECIALTY

★ ★ ★ ★ DROP DEAD!
Arch Oboler. Capitol T 1763 (M); ST 1763 (S)—"Drop Dead!" sets out deliberately to be an off-beat album, and falls somewhere between the spoken-word genre and a nostalgic visit to network radio horror shows for which Oboler was famed around 1940. Production is fairly good (most sound effects, gongs, etc., are old hat) and the cast is full of solid radio names like Larry Dobkin, Mercedes McCambridge, Harold Peary, et al. The album is likely to score sales with those older buyers who fondly recall Oboler's "Lights Out." Oboler himself narrates the playlet intros.

★ ★ ★ ★ INTERURBAN MEMORIES
Stereomonic MF 7—The electric "interurban," a sort of railroad-going trolley, is spotlighted in this on-location album. The first side features the sounds of Pacific Electric's Big Red cars near Los Angeles; the second showcases sounds of the Electro-liners of the North Shore Line's high-speed run between Chicago and Milwaukee. Dandy item for model railroaders and sound buffs. Stereomonic disk is compatible on mono players.

★ ★ ★ ★ SUNDAY ONLY
Stereomonic MF 9—A gasser for nostalgic railroad buffs. The sonic spotlight is on a big double-header of the Burlington Route, making a special run. Sound is from various perspectives—close alongside, on a mountain, near the tracks, on the tender during a mountain grade, etc. Sound is wide-range and spectacular, and disk is done in compatible Stereomonic process.

★ ★ ★ ★ SONGS TO CELEBRATE
Pete King Ork and Chorus. Kapp KL 1284—This is a collection of "stock" musical songs for social events in the home—birthdays, graduation, Mother's Day, weddings, New Year's Eve, etc. Arrangements for orchestra and small chorus are simple, and can be followed in sing-alongs. A useful addition to station music libraries.

POLKA

★ ★ ★ ★ THEY ALL DANCE THE POLKA
Stan Wolowic and the Polka Chips. Capitol T 1766 (M); ST 1766 (S)—Here's a sort of round the world tour, polka style, by the well-known polka maestro. There are polkas here with roots in Bohemia, Slovakia, Scandinavia, Germany, Croatia, Switzerland and even the U.S.A., with such a tune as "Baseball Polka." The band has a bright and cheery ring and the sound should please the dancers of many nationalities. There are 12 tunes in all.

LATIN AMERICAN

★ ★ ★ ★ ESTO ES CARNAVAL
Various Artists. Columbia EX 5083—Brimming with vitality, this LP features top Brazilian pop artists and bands in torrid sambas and marches, all performed at a brisk pace and rendered in a spirited manner reflecting the abandon that marks carnival time in Rio. The result is an attractive and unusual disk that will appeal to many Latin buyers and radio programmers.

BAND

★ ★ ★ ★ CURTAIN UP! SOUSA FAVORITES
Eastman Wind Ensemble (Fennell). Mercury MG 50291 (M); SR 90291 (S)—One of

the most stirring and best-played programs of marching band music on wax. The superb Eastman Wind Ensemble, under the precise direction of Frederick Fennell, delivers a dozen of Sousa's greatest in a manner that will have broad and lasting appeal. In the program are such perennial favorites as "U. S. Field Artillery," "El Capitan," "King Cotton" and "Washington Post."

★ ★ ★ ★ 120 CADENCE MARCHES
Cameo C 4011 (M); SC 4011 (S)—With the football season right around the corner, this set of college fight and marching songs should get a respectable number of calls. The stirring and familiar melodies of fight songs from Notre Dame, Yale, Wisconsin, Penn and Ohio State are represented. In addition, popular melodies like "Do Re Mi," "Seventy-Six Trombones" and "The Dance of the Siamese Children."

CHILDREN'S

★ ★ ★ ★ TOM GLAZER'S SECOND CONCERT FOR AND WITH CHILDREN
Wonderland RLP 1467—A live audience of young children reacting to his performance lends charm to this disk by Tom Glazer. The kiddies sing along on two selections, "This Old Man" and "Big Rock Candy Mountain." The other songs include folk and cowboy songs and novelties very apt to please young fry, especially those under 10. A good follow-up to Glazer's first effort along these lines.

★ ★ ★ ★ A YOUNG PEOPLE'S INTRODUCTION TO MOZART
Norman Rose. Wonderland RLP 1477, 1479—These two disks are worthy introductions to the lives and works of these great composers. Although the scripts could have been more sprightly, they do get across high spots in the careers of Mozart and Liszt, interspersed with musical excerpts. The album jackets summarize the biographies, list the musical selections included, and provide definitions of the musical terms used.

CHILDREN'S

★ ★ ★ ★ A CHILD'S INTRODUCTION TO SQUARE DANCING
Piute Pete and his Famous Freedomland Band. Wonderland RLP 2463—Here's a set that's the ideal answer for kiddie parties, and for various age groups at that. In the bound-in booklet, there are understandable explanations and drawings showing exactly how to do a whole flock of square dances. On the record is the required music. Wide appeal here and the appeal can last. After the lessons are learned, they can dance 'em over and over again.

★ ★ ★ ★ A CHILD'S INTRODUCTION TO JAZZ
Narrated by Julian (Cannonball) Adderley. Wonderland RLP 2435—There's an eight-page bound-in supplement to this popular set here, which details in original photos with text, much of the material discussed on the recording by Adderley, himself one of the great alto sax men. It all makes a fascinating audio-visual story for some of the hipper kiddies. By no means will this even reach the majority, but for those who have the interest, it's well worth the \$3.98 suggested list price.

★ ★ ★ ★ MOTHER GOOSE SONGS
Alec Templeton. Wonderland RLP 2409—Here's a new illustrated version of a favorite by Alec Templeton who has a remarkable ability indeed when it comes to story telling. This time, Templeton's entertaining performance is abetted by a bound-in full-size booklet containing lyrics to all the rhymes with old original illustrations of the stories in color. There are 42 rhymes in all, which should be enough to make most kiddies happy, even if mom or dad has to cough up, up to \$3.98 for the set.

★ ★ ★ ★ A CHILD'S INTRODUCTION TO ATOMIC ENERGY AND OUTER SPACE
Wonderland RLP 3402—A nicely packaged item for the gift market and the educational field. Barrett Clark's narration-plus-occasional-sound-effects cover the basics of nuclear physics and space travel, with no music bridges. There is a self-contained, four-page cartoon summary of the album's key points that's nicely done. Appeal will be mainly to 9-13 age group, since there's lots of "talk" and not too many "effects."

RELIGIOUS

TENNESSEE ERNIE FORD
★ ★ ★ ★ How Great Thou Art—CAPITOL
4838—A slow and meditative chant in the sacred groove by Ernie. Colorful arrangement for choir and ork is featured in the backing. (Manna, BMI) (2:35)

★ ★ ★ ★ Eternal Life—Ford makes this religious song come to life with his fine performance. Side is done with choir and organ accompaniment. A lot of feeling here. (John Church, ASCAP) (2:18)

CHRISTMAS

★ ★ ★ ★ CHRISTMAS IN THE OLD WORLD
Various Artists. Philips PFM 200-036 (M); PHS 600-036 (S)—An attractive round-up of Christmas choral numbers from nearly all the countries of Western Europe (France, Holland, West Germany, Denmark, Italy, etc.) and England. Gives the Christmas-in-many-lands feeling in one platter. Artists are drawn from various church, radio and other groups in countries showcased. A nice addition to dealer Christmas lines and a useful program record for stations.

★ ★ ★ MODERATE SALES POTENTIAL

COMEDY

★ ★ ★ DON SHERMAN GOES BACK TO COLLEGE (WITH LAUGHS)
Jubilee JGM 2042

INTERNATIONAL

★ ★ ★ RENDEZVOUS IN PARIS
Michel Legrand. Philips PFM 200-045 (M); PHS 600-045 (S)

JAZZ

★ ★ ★ IMPROMPTU
Billy Taylor. Mercury MG 20722 (M); SR 60722 (S)

LATIN AMERICAN

★ ★ ★ PERSONALITY APLENTY!
The Chiari Quartet. Jubilee JGM 5016

RELIGIOUS

★ ★ ★ HYMNS OF STRENGTH AND SENTIMENT
Northwestern Men's Glee Club. Mercury MG 20717 (M); SR 60717 (S)

CLASSICAL

★ ★ ★ SCHERCHEN CONDUCTS MUSIC FOR MULTIPLE ORCHESTRAS
Vienna State Opera Orchestra (Scherchen). Westminster XWN 19013 (M); WST 17013 (S)

★ ★ ★ THE ART OF LEON GOOSENS
Angel S 35794 (S)

★ ★ ★ WAGNER AND MENDELSSOHN DOUBLING IN BRASS
Musique Des Gardiens De La Paix (Dondyne). Westminster XWN 19014 (M); WST 17014 (S)

★ ★ ★ THE CLEMENTI PIANO
John Newmark. Folkways FM 3341

★ ★ ★ THE VIOLIN, VOL. 3
Hyman Bress. Folkways FM 3353

★ ★ ★ THE VIOLIN, VOL. 4
Hyman Bress. Folkways FM 3354

★ ★ ★ LISZT: FESTIVAL MASS, "GRANER"
Various Solists; Budapest Choral Society; Budapest State Orchestra (Fricsay). Deutsche Grammophon LPM 17 646 (M); SLPM 138 646 (S)

★ ★ ★ LISZT: EINE FAUST-SINFONIE; LES PRELUDES (2-12")
Radio Symphonie Orchestra Berlin (Fricsay). Deutsche Grammophon SLPM 138 647-48 (S)

FOLK

★ ★ ★ THE MUSIC OF KUNG BUSHMEN OF THE KALAHARI DESERT, AFRICA
Folkways FE 4487

★ ★ ★ SONG AND MUSIC OF TIBET
Folkways FE 4486

★ ★ ★ THROUGH STREETS BROAD AND NARROW
Karen James. Folkways FG 3547

★ ★ ★ WITCHES AND WARWHOOPS
John Allison. Folkways FH 5211

SPECIALTY THREE STAR
★ ★ ★ MODAL COUNTERPOINT
Alexandre Barta. Folkways FT 3606

★ ★ ★ TRADITIONAL HARMONY
Narrated by William Belb. Folkways FT 3604

★ ★ ★ SONGS BY LA RIVIERE
Banff RBS 1117

SPECIALTY

RELAXING BODY AND MIND
Narrated by Milton Feher. Folkways FX 6191

SPOKEN WORD

★ ★ ★ POETRY OF FRIEDRICH VON SCHILLER
Kinskl. Folkways FL 9916

★ ★ ★ SELECTIONS FROM CICERO
John F. C. Richards. Folkways FL 9966

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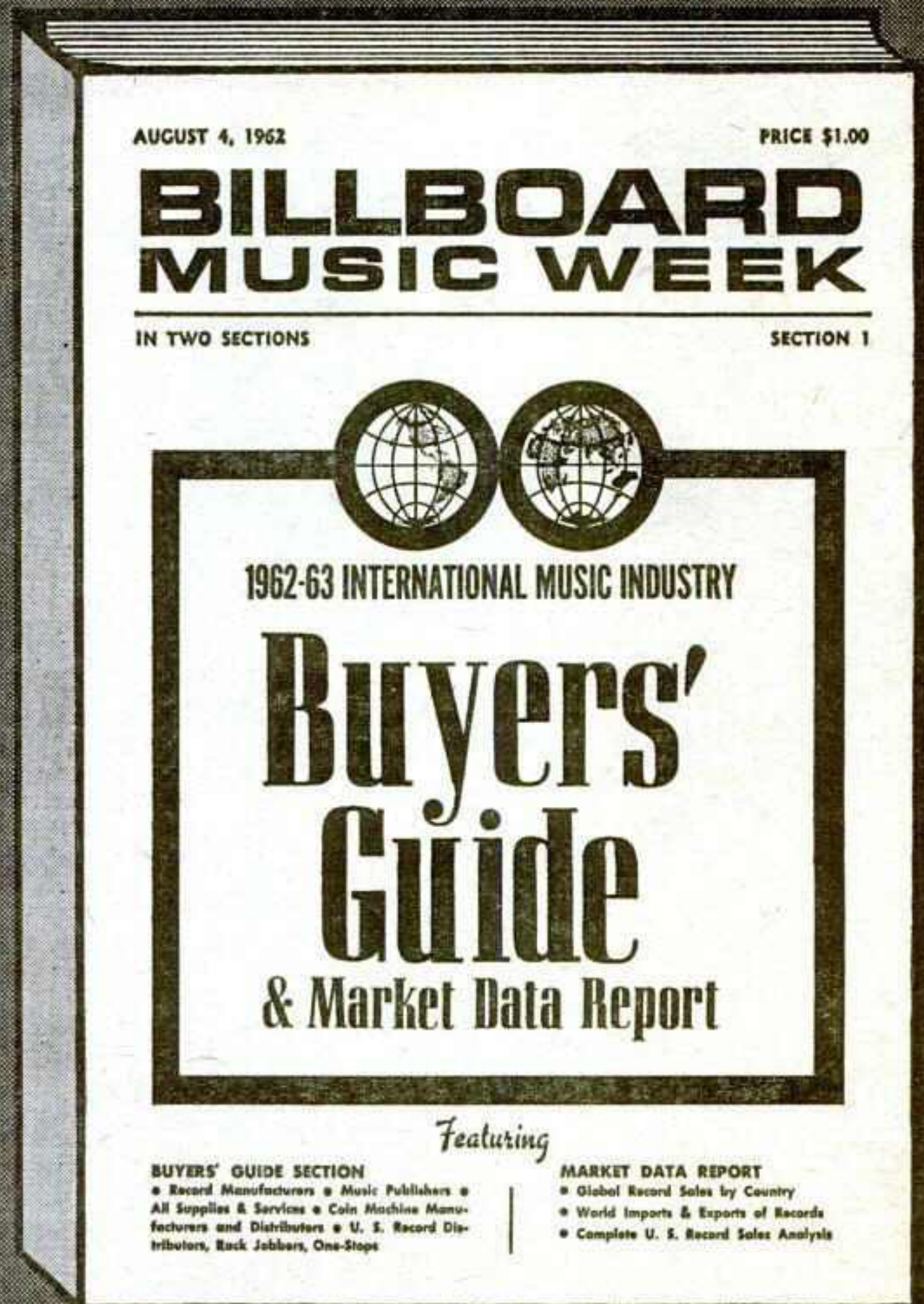
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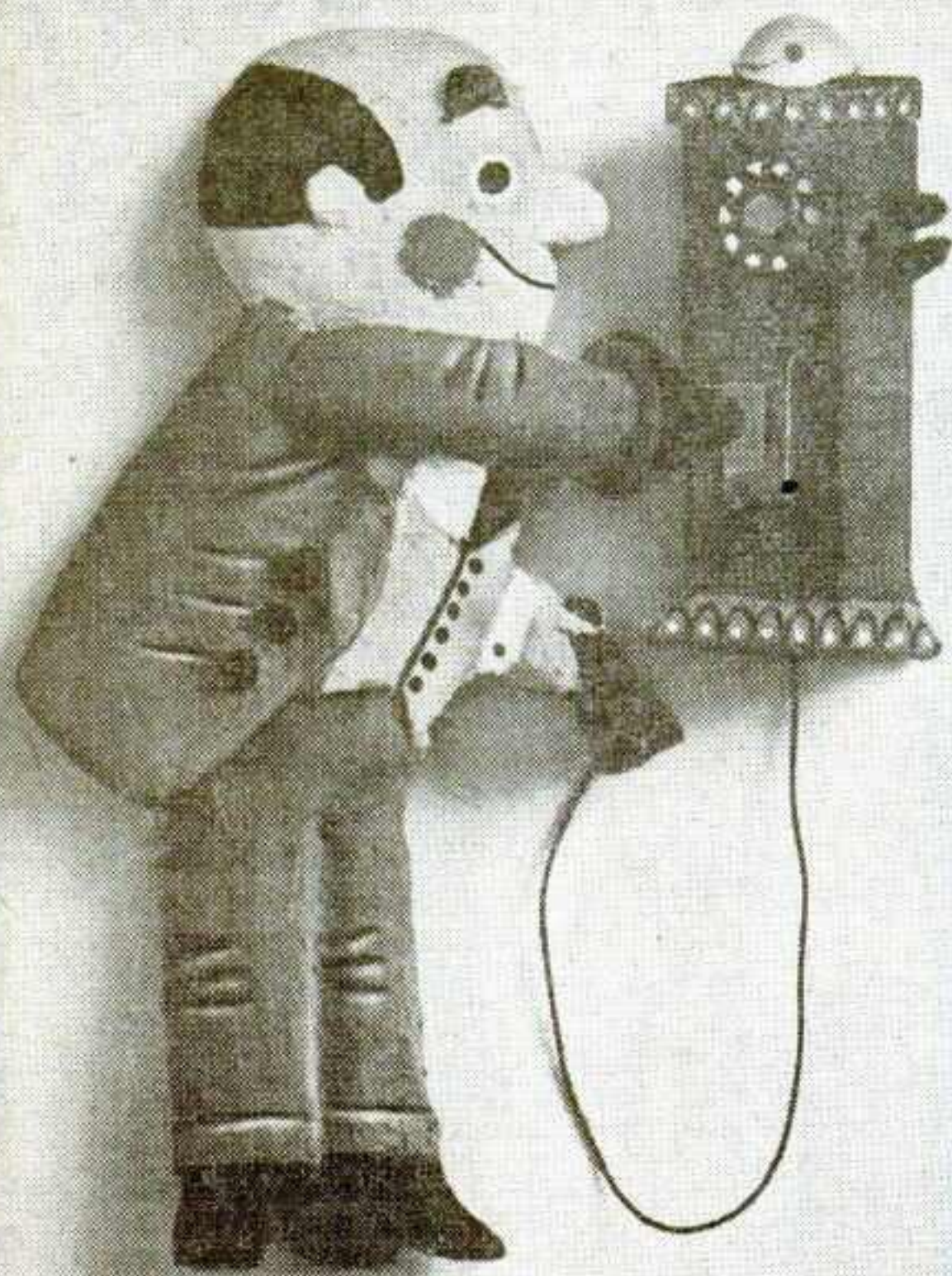
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The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 21

Country & Western

WYNN STEWART



DONNA ON MY MIND (Four Star, BMI) (2:30)—**ANOTHER DAY, ANOTHER DOLLAR** (Four Star, BMI) (2:25)—The fine chanter has two potential winners here. First up is a neat Tex-Mex kind of ballad with good multi-tracking and rhythmic beat. Flip is a work song styling done smartly against striking hammer and snappy guitar work. **Challenge 9164**

Rhythm & Blues

JIMMY REED



TOO MUCH (Conrad, BMI) (2:20)—**I'LL CHANGE MY STYLE** (Joy, BMI) (2:22)—The solid, down-home chanter turns in a hard blues job against fine rhythm guitar and harmonica backing here. The side is what the title suggests. Flip is a slow kind of gospel chant ballad, done for equal effect. Either way here. **VeeJay 459**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

HERBIE MANN

★★★★ **BOROQUINHO** (BIEM) (2:46)—Atlantic 5023

COOKIE CAMPBELL

★★★★ **FLEUGEL WALK** (Spare Rib, BMI) (2:30)—KAPP 487

NANA MOUSKOURI

★★★★ **WHAT NOW MY LOVE** (Remick, ASCAP) (2:30)

★★★★ **WILDWOOD FLOWER** (MRC, BMI) (2:25)—Fontana 1785

Pop Talent

★★★★ **MISTER HEARTACHE** (Cramart, BMI) (2:09)

★★★★ **FIRST THING TOMORROW** (Canada, Ltd., BMI) (2:11). RCA Victor 8090

Reviews of New Singles

Continued from page 21

The tune is a breezy, country styled up-beater and she hands it an enthused sound. Has chance in c.&w. and pop areas. (Cramart, BMI) (2:09)

★★★★ **First Thing Tomorrow**—The gal has a solid up-beat rock sound here. The arrangement doesn't do much to help but she's good enough to create interest even with this showcase. Gal should be heard from again. (BMI Canada, Ltd., BMI) (2:11)

HERBIE MANN

★★★★ **Boroquinho** — ATLANTIC 5023—A mighty smart instrumental job by Mann, who is already a hot property on the album charts. The flute is used in low register here in a tune with strong bossa nova touches and a fetching melody. The side definitely grows. (BIEM) (2:46)

★★★★ **Right Now**—A more up side here but the strong Latin roots persist. An off-beat melody here has a way of catching the ear and the flute work is tops, assisted by a solid piano. (Herbie Mann, ASCAP) (2:45)

COOKIE CAMPBELL

★★★★ **Fleugel Walk**—KAPP 487—Touch of jazz, touch of rock, touch of blues on this strong side. The instrumental features some torrid organ work against combo with two trumpets and tenor. This one could get strong play for it has a strong teen dance beat. (Spare Rib, BMI) (2:30)

★★★★ **Schnappsle**—Here's a highly unusual side that teams a somewhat German band and Dixie sound with trumpets and piano against a strong 'Twenties feeling. This side could get play as a result of its unusual character. (Spare Rib, BMI) (2:13)

JIMMY SOUL

★★★★ **Guess Things Happen That Way**—SPQR 3304—A breezy rocker by Jimmy Soul, in which he engages in some light banter with a fem colleague. Good sax work in the middle spot. Solid wax and the chick adds quite a touch. (Knox, BMI) (2:25)

★★★★ **My Baby Loves to Bowl** — His baby loves to bowl and keeps on making

those spares and strikes. A good novelty rocker by the chanter with shouts and help from wild fem group. Two good efforts. (Rock Masters, BMI) (2:05)

EVERLY BROS.

★★★★ **Lightning Express** — CADENCE 1428—Strong country material here. The boys sing the tune which shows once again the country predilection for trains, in soft easy folk style. The tune has strong country and pop potential. (Peer, BMI) (2:53)

★★★★ **I'm Here to Get My Baby Out of Jail**—Here's one out of the Cadence vaults. The lads sing this folksy melody with much style. Soft vocal has twangy guitar sound in the background. (M & M Cole, BMI) (2:47)

LENNY WELCH

★★★★ **A Taste of Honey**—CADENCE 1428—Here's a beguiling version of the current instrumental hit by Martin Denny and others. The side is sung with real feel by the lad, against simple backing that also features a fem vocal chorus. (Songfest, ASCAP) (2:37)

★★★★ **The Old Cathedral** — Here's a lovely weeper on the "she's getting married" theme. It has strong teen appeal and the backing is simple, soft and reverential, befitting such a side. The backing consists of vocal chorus, organ and simple guitar triplets (Luristan, ASCAP) (2:40)

KING CURTIS

★★★★ **Your Chestin' Heart** — CAPITOL 4841—The fine effort here is from King's current LP "Country Soul." The tune is sung by the lad in a rocking middle tempo style while a fem chorus and combo with organ accompany. (Fred Rose, BMI) (2:17)

★★★★ **Beautiful Brown Eyes**—The oldie folk song is given a strong rhythmic treatment in the rock groove. The side swings along at a meddum gait, while King sings against throbbing rhythm section and horns. Side is also from the "Country Soul" LP. (American, BMI) (2:02)

(Continued on page 78)

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"A TASTE OF HONEY"

(Cadence 1428)

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CADENCE RECORDS
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Reviews of New Singles

Continued from page 77

EMORISE KELLEY
★★★★ The Biggest Fool — PEACOCK 1919—The lad sings in high wide and handsome style on this drama-ballad that has a strong beat. The tune is touched with the magic "Fool" connotation and vocal chorus and strong supporting combo work assist. (Don, BMI) (2:18)

★★★★ Disappointed in Love—Strong singing by the lad on this side and the punching quality of the rhythm should make it a good item for teenagers. The tempo is in a medium groove while a vocal group fills in with authority. (Don, BMI) (1:50)

STANLEY PAUL
★★★★ The Phantom of the Opera—CORAL 62334—This lovely theme, from the currently playing flick, is given a soft but dramatic reading by pianist Paul with chorus and strings. The side should get a good deal of play. (Northern, ASCAP) (2:40)

★★★★ Washington Concerto—While this side isn't taken from a motion picture, it is still a pretty melody played with tenderness and embellished in a most tasteful style by the pianist, chorus and string ork. (Paris, ASCAP) (3:06)

MAR-KEYS
★★★★ Sailor Man Waltz—STAX 129—Another solid blues riff here is explored again in different ways. Organ is a big part of it all but a sax and trumpet duo handle part of the honors against an insistent percussive backing. Two smart sides and either can gather coin. (East-Bais, BMI) (2:24)

★★★★ Sack O Woe—A frantic side written by Cannonball Adderley, that seems to build all the way. It's all based on a simple blues theme, expressed in different combinations of instrumental voicings. Organ also is featured prominently. Watch this. (Upam, BMI) (2:25)

JUDY GARLAND
★★★★ Paris Is a Lonely Town — WARNER BROS. 5310—Here's a lovely side from Judy from her forthcoming WB pic "Gay Purr-ee." It has the moving Garland sound against sweeping ork backing. Jockeys should get on this one for varied programming. (Harwin, ASCAP) (3:30)

★★★★ Little Drops of Rain—Sweet, lush ballad here that's sung with much tenderness and a note of pathos by Miss Garland. Mort Lindsay conducts the ork. The side is from the sound track of the coming WB flick "Gay Purr-ee." (Harwin, ASCAP)

GEORGE GREELEY
★★★★ Love Song From "Mutiny on the Bounty" — WARNER BROS. 5311 — Tune from the forthcoming picture has a lush and exotic sound. Pianist Greeley is featured in front of a mighty impressive string ork. (Miller, ASCAP) (2:33)

★★★★ Theme From "Mutiny on the Bounty"—Pianist Greeley plays the moving theme from the picture in stirring style. It's an imposing melody done in wide production style and it could go. Both sides merit big play. (Miller, ASCAP) (2:34)

STRING-A-LONGS
★★★★ Replica—DOT 16393—This instrumental is much in the group's "Wheels" hit groove. There's a touch of Latin in the beat and some mighty interesting work by the guitars throughout. (Dundee, BMI) (1:58)

★★★★ Matilda—Here's an unusual sounding instrumental by the group that has some sharp guitar work and a moving middle tempo beat. Side has dance possibilities and could get play. (General, ASCAP) (2:21)

KIP KERR
★★★★ Measure My Love for You—CHALLENGE 9166—Fast-moving tune here is handled with power by the lad. His voice is multi-tracked and the vocal group adds the over-all sound. The combo roars right along which makes for an exciting disk. (Four Star, BMI) (1:55)

★★★★ Six to Midnight—(Jat, BMI) (2:04)

JOHNNY BROWN
★★★★ Snakehips — DUKE 342 — Sharp guitar work moves this instrumental blues along in good style. The tune is done at a walking tempo with strong combo work and powerful rhythm. (Lion, BMI) (2:16)

★★★★ Suspense—(Lion, BMI) (2:26)

RICHIE ALLEN
★★★★ Room 304 — IMPERIAL 5872—This is a good guitar instrumental. The tune has swing and style and the lad plays wide and handsome. The tune is done at a medium tempo and should appeal to teen dancers. (Travis, BMI) (2:22)

★★★★ Cave Man—(Travis, BMI) (2:20)

LLOYD MAYERS
★★★★ Desafinado — UNITED ARTISTS 509—This tune is out of the "Taste of Honey" pic. The side is also associated with the bossa nova style that's getting much attention in jazz circles through the Charlie Byrd-San Getz version. It's a sambalike tune played by big band with strong organ work out front. (Hollis, BMI) (2:25)

★★★★ Alone Together—(Harms, ASCAP) (2:37)

STAN KENTON
★★★★ Mama Sang a Song—CAPITOL 4847—Here's a truly unusual side for Stan Kenton. The band leader recites the story of this country, sacred type tune by Bill Anderson. The side features the Kenton narration against a vocal choir with simple ork effects. (Tree-Champion, BMI) (3:03)

★★★★ Whispering Hope—(Anton, ASCAP) (1:59)

CERF GLENDOWN
★★★★ There's Love — PIONEER 1784—Impelling beat of this side and strong multi-tracked singing give it a sound. The tune is sung with style while a Dixie combo makes the medium beat that's somewhat in the hully gully groove swing. (Catherine, SESAC) (2:30)

★★★★ Hey Night Owl—(Vanno, ASCAP) (2:00)

THE REV-LONS
★★★★ Boy Trouble—GARPAX 44168—An interesting, gospel-styled medium tempo rocker, with the lead gal explaining her difficulties of the heart. Gal group has a sound and they're a good bet for action on this side. (Garpax, BMI) (2:20)

★★★★ Give Me One More Chance—(Llo-Dan, BMI) (2:32)

THE CASTLE SISTERS
★★★★ Are You Happy Now, Mother?—TERRACE 7509—A pretty, crooning harmony vocal by the gals on a theme close to a teen girl's heart—the lover banished by parents. Smart but simple arrangement

helps put over the message. Watch it. (Jack Gold, ASCAP) (2:12)

★★★★ Forgive and Forget Me — (Greta, BMI) (1:58)

DODIE STEVENS
★★★★ Pink Shoe Laces—DOT 16389—Dodie sings her past hit with much conviction here. The lass adds a sprightly quality to the side and this should go with the juke boxes. (Pioneer, BMI) (2:20)

★★★★ Yes-Sir-Ee—(Melody Masters, BMI) (2:18)

MARILYN MONROE
★★★★ River of No Return—20TH FOX 311—From the current album, is this single by the late Marilyn Monroe. The tune is the theme from the former pic and features the late star singing in sotto voce tones. (Simon House, BMI) (2:13)

★★★★ One Silver Dollar—(Simon House, BMI) (2:17)

JIMMY RADCLIFFE
★★★★ (There Goes) The Forgotten Man—MUSICOR 1024—Side here has as one of the writers, Burt Bachrach, who has been responsible for the last two Gene Pitney hits. The tune has that drama-ballad sound that tells a story of loneliness. The lad sings well in a strong style against chorus and ork with strings. (Arch, ASCAP) (2:50)

★★★★ An Awful Lot of Cryin' — (Arch, swing. (Faire, Garcliff, BMI) (2:20)

ARTHUR ALEXANDER
★★★★ Anna—DOT 16387—Arthur Alexander steps out with a strong side here. The lad sings the sad lyric with style against very smart backing. The side has a ballad with a beat sound and strings and chorus assist. (Painted Desert, BMI) (2:48)

★★★★ I Hang My Head and Cry—(Western, ASCAP) (2:29)

BILLY STORM
★★★★ Educated Fool—INFINITY 023—Storm sings it up on this beat tune. The tempo is in the medium groove and the singer is backed by strong vocal chorus and thumping combo that makes the side swing. (Faire, Garcliff, BMI) (2:20)

★★★★ I Can't Help It—(Fred Rose, BMI) (2:25)

CAROL VENTURA
★★★★ I Am—CAPITOL 4840—Slow,

dramatic ballad here that spotlights the gal's strong vocal style against a backing of strings, chorus and triplets. (Joy, ASCAP) (2:20)

★★★★ I'm So Afraid of You—(Trio, BMI) (2:15)

THE TOKENS
★★★★ I'll Do My Crying Tomorrow—RCA VICTOR 8089—Tight, teen sound by the lads on this one. It's a fetching tune that features the lead and the rest of the boys against strong rhythmic effects and strings. (Bright Tunes, BMI) (2:15)

★★★★ Dream Angel Goodnight — (Bright Tunes, BMI) (1:55)

VAN DYKES
★★★★ Stupidity — ATLANTIC 2161—Another dance idea as explained by the shouting, blues-based lead man. Has a good rhythmic beat and the meesage could register with some teens. (Progressive, BMI) (2:08)

★★★★ King of Fools—(Sidney, BMI) (2:01)

TROY SHONDELL
★★★★ Gone—EVEREST 2015 — Ferlin Husky once had a sizable hit with this ballad in the country field, and young Shondell gives it an energetic pop whirl here, with help from a chorus. Could attract spins. (Dallas-Hill & Range, BMI) (2:22)

★★★★ Some People Never Learn—(Arrow-head, BMI) (2:02)

DORE ALPERT
★★★★ Tell It to the Birds—DOT 16396—Here's a clever novelty that might appeal to the pre-teens. The side has a good dance beat and is filled with gentle chirping both by birdie sound effects and by a young chick chorus. Lad sings nicely in a multi-tracked fashion. (Sharolyn-Irving, BMI) (2:28)

★★★★ Fallout Shelter — (Sharolyn-Irwin, BMI) (2:15)

★★★ MODERATE SALES POTENTIAL

JOHNNY APPALACHIAN
★★★★ A Mountain of a Man (Armada, BMI) (2:36)—**★★★★ Up in Smoke** (Armada, BMI) (2:00). **GOLDIE 1104**

THE VIRTUES
★★★★ Tel-Star Guitar (Tone-Craft, BMI) (Continued on page 81)



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International News

Continued from page 18

IRE

Elvis Leads Label To Green Fields

By KEN STEWART
Teenage Express, Dublin

Irish Record Factors is having a particularly good spell with Elvis Presley's new single, "She's Not You," as well as the singer's "Good Luck Charm" and the hot EP of titles from the movie "Follow That Dream," which is just beginning its Dublin run. The newly introduced CBS label has registered very well due largely to the Michael Mac Liammoir album, "The Importance of Being Oscar," and the LP track of "West Side Story," originally issued here on Philips.

I.R.F. is a trifle disappointed by sales figures for "The Music Man" track album—the movie lasted only a week at the Adelphi, Dublin, due to uncommonly heavy competition from musicals at two other city cinemas. They are doing brisk business, however, with the EP of songs from "Lovers Must Learn" (originally titled "Rome Adventure"). Emilio Pericoli's single from the movie, "Al Di La," is in demand. In fact, if supplies were available the Warner Bros. disk would be highly placed on the national chart. Other versions marketed are by Al Hirt (RCA) and Eddie Calvert (Columbia).

"Top Ten Tips," the Radio Eireann-sponsored program which, it is generally agreed, does a great deal for the Irish record industry, has been running for about 18 months. Come lunchtime every Friday, a large audience regularly tunes in to hear a panel consisting of two teen-agers and two adults discuss five new releases chosen by advertising executive Anthony Kennedy and played by radio and TV personality Niall Boden.

When extreme views are expressed by members of the panel (a fairly frequent occurrence), the result is often a flood of mail to the national press. Chart information for the program is supplied by the authoritative British paper, New Musical Express.

FRANCE

Public Resisting Move to Madison

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

The general public has not yet followed the Madison movement. Despite all the publicity afforded the Twist, the samba, the Madison, the mashed potato, the slop and the popeye, the slow fox trot and the cha-cha still remain favorite dance rhythms for the majority of the dancers, even in the snobbish circles of the Cote d'Azur.

Signings

Polydor's director, Wolfgang Zimmerman, has signed Les Compagnons de la Chanson, formerly with Pathe-Marconi, for four years.

Another important factor in this label's efforts to build up a strong French catalog is the renewal of Marcel Amont's contract for another five years.

Visitors

Due to his successful appearances in Paris and Antibes lately, Fats Domino is playing the Palais des Sports September 19-24.

Roger Maruani, formerly with Pathe-Marconi, is now with Festi-

val Records as an a.&r. man. He is in charge of creating a new international catalog.

GERMANY

Madison Twists In as New Fad

By BRIGITTE KEEB-ROSETT
Automaten - markt, Braunschweig

While the Twist is still running hot here among the teens and Twist recordings like Joey Dee's "Ya Ya" on Roulette or Peppino Di Capri's "St. Tropez Twist" on Italia, continue as hits here, a new dance craze sweeps over from France, Spain and the Riviera: the Madison. Three German record companies have just rushed out the first Madisons: "Madison Square" and "Madison Mady" by the Madison Kings on Ariola; "Madison" and "Hey Baby" by French singer Harold Nicholas on Barclay; "Madison" and "Dansez Madison" by French orchestra Guy Lafitte on Columbia; "Madison Time Part 1 and 2" by Ray Bryant on Philips and "Madison Twist" by French Twist king Johnny Hallyday on Philips, which is a hit in France.

Vaughn Visit

As reported earlier, Billy Vaughn came from Hollywood to Berlin September 6 to receive his third gold record from Germany for his million seller "Wheels," presented by Teldec's Gunther Braunlich. Vaughn made a TV show appearance and a radio show for SFB. He made many friends when he visited children stricken with polio in the Berlin Oskar-Helene Hospital and bought them a TV-record player. He also turned over money for the TV show to the Berlin Children's Benefit, and released his hit "A Swinging Safari," currently No 18 in the German charts, free of charge to a German film, made in the German capital.

Song Festival

According to the organizers of the third German Song Festival (Deutsche Schlager-Festspiele), next year's festival will be held June 15 in the Baden-Baden Kurhaus and will be broadcasted on German TV.

Distribution

Electrola took over distribution of various indie U. S. labels which up to now have not been represented in Germany. These will be issued on the new Columbia State-side label.

Visitors Here

S. Pivowitsche, sales manager of Scandia-Musiikki Oy in Helsinki and Ariola representative for Finland, met Ariola General Manager Rudolf Engleder in Guetersloh. . . . Paul Gyongy, director of the Hungarian Music Fund, and BMW Hungarian correspondent, will come to Munich October 2 to 6 and go to Switzerland for one week. In Munich, Vienna and Zurich he will meet different music publishers and will also visit Radio Zurich in order to promote Hungarian music.

Anniversary

Will Meisel, popular Berlin composer and music publisher, will celebrate his 65th birthday September 17. On this occasion Teldec issued an EP, "Barmusik im Rialto," featuring the most popular evergreens of the composer.

'My Fair Lady' Reaches Munich

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

Top event of this week's music

life in Munich was the opening of West Germany's first showing of "My Fair Lady" after its Berlin showing. The Munich Deutsches Theater was sold out for weeks. Sonja Ziemann and Wolfgang Luk-schy are the Munich stars of the musical.

Visitors

Swedish music publisher Felix Stahl and Brazilian music publisher Enrique Lebendiger met in Munich to discuss further music import and export. Stahl also met in Munich deejay Mal Sondok and lyricist Fred Rauch, who wrote the German lyrics for the Stahl tune "Ich Glaube An Dich," recorded by Martin Botcher on the Ariola label. For more talks on German-Bravilian music exchange, Lebendiger met his old partner Ralph Maria Siegel, who just returned from a trip to Italy to Munich.

The Oederland EP on French Decca is selling well in France. At the moment, negotiations are going on between Randy Wood, president of Dot records, and Paul Siegel for eventual release of Oederland records in the States. Siegel is screening vocal talent for a Teldec vocal record with the Oederland sound.

Talent Tours

George Shearing and his quintet are touring Europe from Sweden to England. . . . John Lewis recorded in Baden Baden, West Germany, an LP with the Zagreb Jazz Quartet and German trombone star Albert Mangelsdorff.

The eighth annual German Amateur Jazz Festival will be held October 5-7 in Duesseldorf. . . . The German Jazz Federation stages the "American Folk Blues Festival 1962" in October. Among the U. S. blues singers who will visit Bremen and other German towns for this festival, are Otis Spann, John Lee Hooker, Willie Dixon and T-Bone Walker.

HONG KONG

New 'Al Di La' Overtakes Old

By CARL MYATT
27 Estoril Court Garden Road

The Kong Ling and the Fabulous Echoes version of "Al Di La" has taken first place on the chart from the Emilio Pericoli disk on Warner Bros. The WB disk had led the Hong Kong best selling charts for the last three weeks, but stocks of the disk have been exhausted and the Kong Ling Diamonds Records version has taken over. WB reports that a shipment of Pericoli sides are being rushed to the Crown Colony.

Diamonds took advantage of the fact that until two weeks ago Warners was not represented here and rushed out a single of "Al Di La" by Giancarlo and his Italian combo and have now followed this up with yet another version of the big hit of the moment by Chinese thrush Kong Long, backed by the Fabulous Echoes. This is a bilingual recording and sure to find favor with the Chinese record buyers in Southeast Asia.

Plans have now been finalized for the First Asian Music Festival presented by the Impresarios Association of the Far East. Those taking part are the NHK Symphony Orchestra from Japan (October 2 and 3); Yu Chun Yee, a young pianist from Singapore (October 4); Rosie Farol, a young Filipino soprano (October 5); the Crescendo Choral Society from Hong Kong (October 6) and the Seoul Chamber Music Group from Korea (October 7).

It appears possible that Indonesia, India and Israel will become members of the association in the near future. The Australian Broadcasting Commission, a member of the association, is also expected to participate in the near future.

HUNGARY

Laszlo Sugar Visits Budapest

By PAUL GYONGY
Derekutca, Budapest

Laszlo Sugar, Italian publishing chief, was on a brief visit to Budapest. Sugar, a Budapest-born Hungarian, visited a few old Hungarian friends and had talks with the State Music Publishers director Bela Tardos.

Janos Kerekes, composer of operettas, instrumental music and pop songs, who is conductor at the Budapest State Opera House, visited London. Leeds Music, Ltd., will publish two of his instrumental compositions. One of these is a Hungarian-style instrumental, which Kerekes composed at the request of the Leeds people on the spot.

At the Bayreuth (West Germany) Ballet Festival, held simultaneously with the Wagner Festival, three Hungarian one-act ballets were presented by the Pecs Ballet Ensemble which scored remarkably well. The scores of the three ballets were penned by composers Rudolf Maros and Andras Szolossy, both professors at the Budapest Music Academy, and by Laszlo Gulyas, conductor of the State Folk Ensemble. All three composers were at Bayreuth.

ISRAEL

Cities Awaiting Helen Shapiro

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

Helen Shapiro (Columbia) is scheduled to appear in Israel this coming December. Miss Shapiro is going to give pop concerts in all major cities.

This teen-age princess is enjoying a growing popularity thanks to her permanent position, with one hit or another, on the Israeli Hit Parade. Her name is drawing for the English movie "Play It Cool," though she only sings two tunes in the pic. Helen Shapiro promises to sing two of her hits in a Hebrew translation (prepared for her by Ilan Melody Press), is only one of the names in the new season's rather crowded list of guest stars. Others, whose visits are scheduled for October and November, are Los Paraguayos, of Alberto del Parana, who three years ago started the "Los" fad in Israel, Juliette Greco, Hazel Scott and Los Diez Hermanos Zavala, who will perform their "Fiesta Mexicana."

To make room for all those visitors, Israel is exporting its local talent to Europe and the U. S. Esther Reichstat and her husband (Dou Ofarim) are exploiting their success at the Zopot Festival, in Poland (where Miss Reichstat got the second prize in the international competition). They had to delay their visit to the States until April, 1963, to meet all bookings and TV appearances planned for them in France, England, Switzerland, Italy and the Scandinavian countries (including repeat tours in Poland and Denmark).

Nehama Heniel, having won the first prize as a folk singer in the Helsinki International Youth Festival, is leaving for a tour of Europe and the West African countries, having been invited to appear there by President Tubman of Liberia and other dignitaries who have heard her during their recent visits to Israel.

ITALY

Italian Tongue Among Most Sung

By SAMPL STEINMAN
Piazza S. Anselmo, 1, Rome

Italian, along with English, is one of the most sung languages of the world, according to discussions at the First National Congress of Italian Song at Acqui. In the two days of discussions, under the lead of Giancarlo Testoni, composers and lyricists charged publishing houses with "selfishness," and there were complaints that too many different disks were being issued.

It was pointed out that 55 per cent of the composers and publishers have no income whatsoever, and only 6 per cent reach \$1,600 a year, with but a handful in a category of ten times that amount. Nilla Pizzi, Giorgio Consolini and other singers insisted that a TV system with no government control would take singers from under the existing monopoly. In this area it was pointed out that RAI had refused the song, "Quando, Quando, Quando," which went on to take third place at San Remo and became the hit of the year.

Disk News

Dean Martin will sing a sequence in the film, "Songs of the World," for director Vittorio Sala, who will go to Hollywood. . . . United Artists Records promoted "Bird Man of Alcatraz" as sung by the Highwaymen, with a distribution of the disk to 600 members of the press at the Venice Film Festival. . . . Fonit-Cetra has issued "Roses Are Red" as sung by Bobby Vinton on its International label.

Domenico Modugno, who has hit the top as a singer, composer, stage and screen artist, has won his greatest recognition with the announcement from Emme Film that he will co-star with Anna Magnani in "Who Thinks of the Moon," to be written and directed by Piero Tellini.

JAPAN

Weiss Arrives For Tokyo Push

By J. FUKUNISHI
108 Kakimokizaka, Meguroku,
Tokyo

Robert Weiss, Warner Bros. Records, arrived August 16 from trips to Singapore, Bangkok and Hong Kong and had a press interview. He was here to promote the label's business in close tie-in with the parent Warner Pictures' sound tracks and Toshiba Records which presses Warner disks in Japan.

Joanie Sommers and Connie Stevens appearances may be realized sometime in April next year.

New Publisher

Sid Parnes, of Aldon Music, New York, was also here for a week to solidify its tie with Taiyo Music, Inc., a new publisher. He is heading for Hong Kong and Australia this weekend. Taiyo represents, besides Aldon, Dominion, UA, Trio, Jobet, Morrow, Kallinan and others in Japan and is operated by Kyodo Enterprises and Watanabe Productions.

Talent Tours

Art Friend Association is reportedly negotiating to book Miles Davis for performances starting in coming January. . . . In conjunction with Gaspar Cassado's visit to his wife's homeland, Nippon Victor is releasing one LP containing cello concerti of Haydn, Bocherini and Vivaldi cut by the artist.

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Reviews of New Singles

Continued from page 78

(2:30) — **Jersey Bounce** (Louis, ASCAP) (1:50). SURE 1779

EARL BOSTIC
★ ★ ★ Deep In My Heart (Shubert, ASCAP) (2:07) — ★ ★ ★ Ducky (Armo, BMI) (2:18). KING 5663

RANDY LEE
★ ★ ★ Igmo (Cedarwood, BMI) (2:14) — ★ ★ ★ It Could Have Been Me (Vidor, BMI) (2:53). PHILIPS 40063

JIMMY TOLIVER
★ ★ ★ Hootchie-Kootchie-Koo (Pioneer, BMI) (2:45) — ★ ★ ★ Who Do You Love? (Pioneer, BMI) (2:45). T & T 001

JEAN PERRI
★ ★ ★ I'm Not Givin' Up (LeBHL, BMI) (2:30) — ★ ★ ★ Will You Love Me Tomorrow? (Aldon, BMI) (2:40). JOED 712

GEORGE McCANNON III
★ ★ ★ Sigma Alpha Lonely (Aldon, BMI) (2:27) — ★ ★ ★ Shy Boy (GH, BMI) (2:10). MERCURY 72021

THE ASCOTS
★ ★ ★ (Darling I'll See You) Tonight (Lola-Frederick, BMI) (2:25) — ★ ★ ★ I Don't Care One Bit (Lola-Frederick, BMI) (2:35). KING 5679

DICK CONTINO
★ ★ ★ Three Gons Mice Boogie (MRC, BMI) (2:40) — ★ ★ ★ My Dancing Bella Baby (MRC, BMI) (2:37). MERCURY 72023

CHET AVERY
★ ★ ★ What Kind of Love Is This? (Planetary, ASCAP) (1:57) — ★ ★ ★ Do You Love Me? (Jobete, BMI) (2:52). TWIN HITS 2025

KEVIN SHEGOG
★ ★ ★ Your Answer to Me (Beam-Jaspar, BMI) (3:03) — ★ ★ ★ Fall-Out Shelter

(Beam - Jaspar, BMI) (2:28). MELBOURNE 1469

CHET AVERY
★ ★ ★ Send Me the Pillow You Dream On (Four Star, BMI) (2:08)

DERBY PETERS
★ ★ ★ I'm the Girl From Wolverton Mountain (Painted Desert, BMI) (2:45). TWIN HITS 2026

THE CONTRASTS
★ ★ ★ Alley Cat (Metrolion, BMI) (2:21) — ★ ★ ★ It Might as Well Rain Until September (Aldon, BMI) (2:15). TWIN HITS 2027

JANIE ROSS
★ ★ ★ If I Had a Hammer (Ludlow, BMI) (1:57)

CHET AVERY
★ ★ ★ Rain, Rain Go Away (Regent, BMI) (2:51). TWIN HITS 2028

BUDDY SHEPPARD
★ ★ ★ Time to Dream (Abilene-Glendon, ASCAP) (2:36) — ★ ★ ★ My Love Is Real (Mirsula, BMI) (2:35). SABINA 506

SHORTY LONG
★ ★ ★ I'll Be There (Fugua, BMI) — ★ ★ ★ Too Smart (Fugua, BMI). TRI-PHI 1015

THE FISHER BROS.
★ ★ ★ Girls Cry Over Boys — ★ ★ ★ Thunder and Lightnin'. COLUMBIA 42522

VINCE EVERETT
★ ★ ★ I Ain't Gonna Be Your Low Down Dog No More (Hill & Range, BMI) (1:52) — ★ ★ ★ Sugar Bee (Tek, BMI) (2:40). ABC-PARAMOUNT 10360

ROB DANTE
★ ★ ★ Talk Is Cheap (Teresa, BMI) (2:37) — ★ ★ ★ Wonderful Guy (Teresa-Wrist, BMI) (2:21). MARCO 001

THE J. C. THREE
★ ★ ★ This Train (Riverside, ASCAP) (1:41) — ★ ★ ★ Lover's Farewell (Riverside, ASCAP) (2:15). SHASTA 172

THE TORNADOS
★ ★ ★ Scalping Party (2:10) — ★ ★ ★ 7-0-7 (Kirchstein, BMI). CUCA 1092

RUFUS THOMAS
★ ★ ★ Can't Every Let You Go (East, BMI) (2:30) — ★ ★ ★ It's A'w'rite (East, BMI) (2:45). STAX 126

DERBY PETERS
★ ★ ★ Your Nose Is Gonna Grow (Maravilla, BMI) (2:01) — ★ ★ ★ Sherry (Bobob, BMI) (2:22). TWIN HITS 2022

THE TROUBADOURS
★ ★ ★ Hully Gully Baby (Kalman, ASCAP) (2:38)

KIT FLEMING
★ ★ ★ Venus in Blue Jeans (Aldon, BMI) (2:02). TWIN HITS 2023

THE RAMROCKS
★ ★ ★ Pasha (Symbol, BMI) (2:11) — ★ ★ ★ Lasagna (Symbol, BMI) (2:25). PRESS 2804

JOYCE WEBB
★ ★ ★ Laughing to Keep From Crying (Ric Tic, BMI) (2:25) — ★ ★ ★ It's Easter Said Than Done (Rual, ASCAP) (2:00). GOLDEN WORLD 108

LARRY BRUMMETT
★ ★ ★ Time (Red Feather, BMI) (1:50) — ★ ★ ★ Hula (Red Feather, BMI) (2:50). RED FEATHER 1338

THE EAGLES
★ ★ ★ Johnny's Tune (Chappell, ASCAP) (2:34) — ★ ★ ★ Bristol Express (Chappell, ASCAP) (2:55). GALLANT 3002

PAUL WILLIAMS AND HIS ORK
★ ★ ★ I Can't Stand It (Merrimac, BMI) (2:15) — ★ ★ ★ I Don't Want to Set the World on Fire (Cherio, BMI) (2:10). ASCOT 2114

BETTY LAVETT
★ ★ ★ Shut Your Mouth (Progressive-Lupine, BMI) (2:32) — ★ ★ ★ My Man—He's a Lovin' Man (Progressive-Lupine, BMI) (2:40). ATLANTIC 2160

LOUIS CORDET
★ ★ ★ I'm Just a Baby (Francis, Day & Hunter, ASCAP) (2:00) — ★ ★ ★ In a Matter of Moments (Acuff-Rose, BMI) (1:55). LONDON 9560

REUBEN PHILLIPS
★ ★ ★ High-Low (Fayrene, BMI) (2:30) — ★ ★ ★ Uptown (Fayrene, BMI) (2:25). ASCOT 2112

THE SPINDLETOPPERS WITH CARL
★ ★ ★ It's Written in Your Eyes (Herb Reis, BMI) (2:10) — ★ ★ ★ Hey Moon (Herb Reis, BMI) (2:10)

WEBLEY EDWARDS' HAWAII CALLS SINGERS AND MUSICIANS FEATURING HAUNANI
★ ★ ★ Pearly Shells (Criterion, ASCAP) (1:59) — ★ ★ ★ Love Song From "Mutiny on the Bounty" (Follow Me) (Robbins, ASCAP) (2:34). CAPITOL 4839

VOCAL-AIRS
★ ★ ★ Dance-Dance (Stella-Lisa Angel, ASCAP) (2:07) — ★ ★ ★ Empty Arms (Stella-Lisa Angel, BMI) (2:45). HERALD 573

DONNA LEE-ANNE
★ ★ ★ I Could Just Die (Meadowlark,

ASCAP) (2:07) — ★ ★ ★ Fifteen Only Fifteen (Meadowlark, ASCAP) (2:01). DORE 750

CLARENCE WILLIAMS
★ ★ ★ Royal Queen (Clic-Clac, BMI) (2:13) — ★ ★ ★ Love Me (Clic-Clac, BMI) (2:10). CHANCELLOR 1118

BIG MAYBELLE
★ ★ ★ Candy (Leo Felst, ASCAP) (2:50) — ★ ★ ★ Cry (Shapiro-Bernstein, ASCAP). BRUNSWICK 55234

RICH AND JOHNNY
★ ★ ★ Page 77 (Calaban, BMI) (2:30) — ★ ★ ★ You're Never Satisfied (Calaban, BMI) (2:05). ABC-PARAMOUNT 10354

NANCY LOVE
★ ★ ★ Love Letters in the Sand (Bourne, ASCAP) (1:55) — ★ ★ ★ Prove It to Me (Lo-Ab, BMI) (2:20). VEE JAY 458

DALION & DALIAN
★ ★ ★ Lonely Girl, Lonely Boy (Arnel-Bethany, ASCAP) (3:00) — ★ ★ ★ Faded Gardenia (Arnel-Bethany, ASCAP) (2:30). BETHLEHAM 3028

ED-VIV-CHRIS
★ ★ ★ Land of Love (Croton, BMI) — ★ ★ ★ Lover's Strike (Croton, BMI). ARIS 804

ROSEMARY JUNE
★ ★ ★ Bad Girl Blues (BRB, ASCAP) — ★ ★ ★ All of Me (Bourne-Marion, ASCAP) (2:10). TALENT 1001

THE RAMRODS
★ ★ ★ Slouches (Lola, BMI) (2:00) — ★ ★ ★ Slee-Zee (Lola, BMI) (1:47). QUEEN 24014

THE QUAILS
★ ★ ★ Never Felt Like This Before (Birdsong, BMI) — ★ ★ ★ My Love (Fugua, BMI) HARVEY 116

SAMMY MARSHALL
★ ★ ★ Save a Little Drop For Me (Biernat-Dietz, BMI) (1:45) — ★ ★ ★ Leap Year (Biernat-Dietz, BMI) (1:59). HI-LO 2251

THE MYSTICS
★ ★ ★ Mash Potatoes With Me (Lola, BMI) (2:38) — ★ ★ ★ The Hoppy Hop (Lola, BMI) (2:25). KING 5678

CHUCK BENNETT
★ ★ ★ Seven Days (Are Made for Love)

(El-Vee & Florentine, BMI) (2:04) — ★ ★ ★ I Went to Your House (El-Vee & Florentine, BMI) (2:17). BONNIE 101

TONY DE CIO
★ ★ ★ Patches (Aldon, BMI) (2:57) — (Continued on page 84)

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COMPLETE RECONDITIONING SERVICE
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Have excellent painting and mechanical
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Co., 525 N. Noble, Chicago 22, Ill. Phone:
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Nobro Novelty Co., 142 Dore St., San Fran-
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Brand-New
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THE COMPANY THAT REALLY GOES
after more business can get more business.
Consistent advertising in this Classified
Mart is a proven economical way to arouse
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Billboard Music Week

MISCELLANEOUS

ATTENTION:
AMERICA'S TOP RECORDING ARTISTS
Our world needs God's help. You can
ask with this song-prayer
"DEAR GOD"

(A Prayer for Peace)
Dear God, please hear the prayers of
all your people.
Bring peace to the world you made.
Dear God, let freedom ring from every
steeples.
Don't let the light of your love ever fade.
Dear God, direct the hands of all our
leaders
To make them do right each day.
Dear God, bring understanding 'tween
all nations
And lift this fear from our laden hearts
today.
Copies on request. D. J.'s interested in
record, write. Record companies, write.
Vocal groups, write.
FANWOOD MUSIC, B. M. I.
35 Farley Ave. Fanwood, N. J.

COMEDY—"DAYS, DATES & DATA" IS A
monthly collection of patter, bits, one-line
yoks, promos and program ideas. Current
sample copy \$3. Show-Biz Comedy Service
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READ "SONGWRITER'S REVIEW" MAGA-
zine, 1650B Broadway, New York 19, N. Y.
17th year. News, contests, contacts. Sam-
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WANTED—COPY OF TONY MARTIN ON
Victor "I'll Take Romance" and "Silent
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ords; jazz, swing, bands, personalities. List
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28,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free
catalog. Robert Orben, 111 E. Carpenter St.,
Valley Stream, N. Y. mh15-64

EMPLOYMENT SECTION

HELP WANTED

WANTED—MARRIED MAN, AGE 25 TO 35
years old. Must be experienced in Seeburg
music, Bowlers and upright machines.
Write to Raney Music Co., 528 N. Carver St.,
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SITUATIONS WANTED

AVAILABLE FOR COCKTAIL LOUNGES,
cafeterias, etc., Electric Organ and Piano.
Have own organ. Prefer east and south
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Travel preferred. Resume and photo on
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Music Week, 2160 Patterson St., Cincinnati
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HELP WANTED

SELL RECORDS AT LOW PRICES—GOOD
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WANTED

Live-wire young man to write
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promotion copy. Mail order
experience desirable. Well-
established business paper
expanding into related ser-
vices. New York City office.
Some travel. State salary re-
quired, other details. Your
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available for manufacturers' rep. with
thorough knowledge record biz. Extensive
local contacts, all phases absolutely es-
sential. Suppliers proven hit-maker; high in-
come possible. Experience and references
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N. Y. C. 5, N. Y. se25

SITUATIONS WANTED

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30, recently employed as Assistant
Advertising Manager with established
electronics firm, seeking employment
with sound recording firm. Has thor-
ough knowledge and practical experi-
ence with much of equipment used in
sound field. Presently attending RCA
Institute nights for theory back-up.
Advancement opportunities, not salary,
main consideration. New York or
San Francisco.

BOX 445, Billboard Music Week
1564 Broadway New York 36, N. Y.

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Manufacturers & International Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If Box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.
- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.
- Billing only to rated firms and on orders of 4 insertions or more. All others, cash with order.

INTERNATIONAL EXCHANGE

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IN ENGLAND
Advertise in the
NEW MUSICAL EXPRESS

to reach your best
record buyers

For information write
NEW MUSICAL EXPRESS
23 Denmark Street
London, W.C. 2, England

GERMANY

PAUL SIEGEL (BERLIN-NEW YORK), Producer of Telefunken-Decca (Teldec) Records. Disc jockey: Radio Berlin (SFB). Music Publisher: HI-FI Musikverlag GMBH. Cable: Symphonix Berlin. Telephone: Berlin 247029. Address: Tauentzienstrasse 18 Berlin W30, Germany.

SWITZERLAND

THERE'S MONEY IN MUSIC IN SWITZERLAND, too! Contact one of the most active publishing companies with own record affiliation. Edition Coda, Postfach 153, Zurich 10/49.

UNITED STATES

RECORD EXPORT
OUR SPECIALTY
EXCELLENT PRICES
Prompt, Exact Service
Our Best Advertisement.
ALEX S. ROBERTS ASSOCIATES, INC.
99B Beekman Street, New York 38, N. Y.

RECORDS FOR EXPORT
All American brands combined in one shipment.
ELTRON EXPORT COMPANY
122 Broad St., New York 4, New York

YOUR ADVERTISING GETS RESULTS
ALL OVER THE WORLD
WHEN YOU USE THIS
INTERNATIONAL EXCHANGE...

Fred Norsworthy, Jazzline Records, says:
"From our advertisement in your November 20th issue, we were

CONTACTED FROM AUSTRALIA, JAPAN,
BELGIUM, GERMANY AND ENGLAND
WITHIN TWO WEEKS."

If You're Interested in World Markets,
Increasing Profits and International
Prestige, Why Not Prepare Your
Advertisement Now!!

Without Doubt,
The Most Important
Music Industry Publication!
BILLBOARD MUSIC WEEK'S
1963
WHO'S WHO IN THE WORLD
OF MUSIC

will be published December 29, 1962. It will document the successes of record manufacturers, music publishers and recording artists all over the world. Many firms were disappointed last year by not being represented.

Reserve your impressive advertising space now.

Contact your nearest representative or
Frank Luppino Jr., International Director
Billboard Music Week
1564 Broadway, New York 36, N. Y.

UNITED STATES

RECORDS

Manufacturers' representative. All American brands, low prices; speedy, accurate shipments. Special closeout offerings. Also television, phonographs, radios.

CARDINAL EXPORT CORPORATION
135 W. 29th St. New York City 1

AMERICAN RECORDS — LEADING SPECIALIZED EXPORTER OF PHONOGRAPH RECORDS and pre-recorded tapes offers all brands at competitive prices. Fast delivery. Efficient service. **Albert Schultz, Inc.**, 116 W. 14 St., New York 11, N. Y.

GENERAL



INTRODUCING IN 1962
CBS RECORDS
IN EUROPE,
LATIN AMERICA,
AFRICA, AUSTRALIA,
THE MIDDLE
AND FAR EAST.

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FOR INFORMATION

You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns. For information, contact:

★ ★ ★ EUROPE ★ ★ ★

Arthur Rosett, European Director
44 Curzon St., London, W. 1
GROsvenor 7496

BELGIUM: Jan Torts
Stuivenbergvaart 37, Mechelen

ITALY: Samuel Steinman
Piazza S. Anselmo 1, Rome

SPAIN: Jose Maya
Cea Bermudez 74, Madrid

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AUSTRALIA: Brian Nebenzahl
P. O. Box 418, North Sydney

HONG KONG: Carl Myatt
44 Mt. Kellest Road, The Peak

JAPAN: Robert Wynn
521-3 Chome, Sihimo Meguro
Meguro-ku, Tokyo

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P. O. Box 5051, Auckland

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264 Escolta, Manila

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Frank Luppino Jr., International Sales Director
Billboard Music Week
1564 Broadway, New York City 36

MEXICO: Dr. Otto Mayer-Serra
Apartado 8688, Mexico City

PUERTO RICO: Anthony Contreras
26 Gertrudis St., Santurce

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Asia! . . . Africa! . . . Australia! . . .
South America! . . . Europe! . . . Britain!

76 Countries of the World

All Individually Listed With the
NAMES and ADDRESSES
of each country's leading

- Record Manufacturers
- Music Publishers
- Trade Organizations
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All arranged by trade classification with complete address!

A Priceless Directory of
The World's Music Industry

Price: \$1.00 (for delivery in U. S.) —
ADD \$1.00 Extra for Overseas Orders.

Send Payment and Requests to:

Billboard Music Week,
2160 Patterson Street
Cincinnati 14, Ohio

when answering ads . . .

SAY YOU SAW IT IN BILLBOARD MUSIC WEEK INTERNATIONAL EXCHANGE

PHILLY HI FI SHOW IN 1963

PHILADELPHIA — Harry Bortnick, who staged the successful High Fidelity Music Show last September, announced plans to make the industry show a biennial affair. Instead of putting on a public show this year, he called on dealers to support the 1962 High Fidelity Promotion now being arranged within the industry by the Institute of High Fidelity Manufacturers.

As a result, the biennial Delaware Valley High Fidelity Music Show here will be held in the fall of 1963. Sponsorship again will be by Electronic Representatives of America, Inc. Bortnick will direct the show.

SEPTEMBER 22, 1962

BILLBOARD MUSIC WEEK 83

Pre-Recorded Tape

• Continued from page 22b

considerable favor with its series of Twin-Pak tapes, in which two popular older items are coupled on one tape and sold at normal price. In effect, this constitutes a low-price property in the sense that two items are offered for the price of one.

It is, of course, no secret that many full price tapes have become rather widely discounted in many markets. In addition, two-track stereo tapes have become virtual giveaways in some area, due to the increased popularity of the four-track version. Because of the two and four-track price-cutting, customers have been educated to lower prices on all tape product, thus paving the way for the successful entry of low-price lines.

Through it all, it is noted, there is virtually no promotion on cartridge tape. At one time, RCA Vic-

tor and Bell Sound, the only major firms which have brought relatively low-cost cartridge tape players to the domestic market, both had high hopes for the cartridge units. It has now been almost a year since both debuted compact portable cartridge players at popular prices.

Unsurpassed in Quality at any Price

Made in the famous studios and laboratories of James J. Kriegsmann

GENUINE 8"x10" GLOSSY PHOTOS

7¢ EACH IN 1,000 LOTS

\$9.88 per 100

GENUINE HIGH-GLOSS
POST CARDS, \$32 per 1,000
Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

Size: One: 2 or more:
20"x30" ..\$4.85 ..\$3.50 ea.
30"x40" ..\$7.50 ..\$4.85 ea.

KODAK COLOR PHOTOS
100 JUMBO SIZE \$22.50
100 8"x10" at 1.10 ea.

Plaza 7-0233

JJK COPY-ART Photographers

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 36, N. Y.

CHANGES IN BUYERS' GUIDE LISTINGS

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

● Record Wholesalers of the United States

DISTRIBUTORS

Melrose, 5953 Melrose Ave., Los Angeles 38, Calif.

Reflector Ent., Hager City, Wis.

ONE STOPS

Dealer One Stop, 210 S. Meridian St., Indianapolis, Ind.

IMPORTERS & EXPORTERS

Crown Records Exporters, 8701 Shore Rd., Brooklyn 9, N. Y.

● U. S. Services & Supplies

RECORDING STUDIOS

Sara Sound Studios, 123 Water St., Sauk City, Wis.

SLEEVES

Andrews-Nunnery Envelope and Paper Corp., P. O. Box 540, 205 Park Ave., Hicksville, L. I., N. Y.

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO

Box 1941 Bridgeport, Conn.

RELIABILITY—QUALITY RECORD PRESSING

Originators of the Patented rim drive, thick-thin type record

RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

COLUMBIA—Expires September 29, 1962. Started July 23, 1962.

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

EPIC-OKEH—Expires September 29, 1962. Started July 23, 1962.

Label is offering a 15 per cent discount to distributors on both complete catalogs.

ANGEL—Expires September 30, 1962. Started August 1, 1962.

Label is offering dealers a one-for-two discount program on the complete Otto Klemperer catalog of 35 albums, including the conductor's new releases.

ABC-PARAMOUNT—Expires September 30, 1962. Started July 2, 1962.

For distributors, 12 per cent off on all catalog items plus new releases on ABC-Paramount and Impulse

BIG TOP—Expires September 30, 1962. Started August 1, 1962.

See your local distributor for special deal on the "Mad Twists Rock 'n' Roll" LP.

CADENCE—Expires September 30, 1962. Started August 24, 1962.

Buy 20, receive three free. In order to qualify for plan, distributors must initially buy 15 mono titles plus three new LP's. Special discounts for distributors exceeding quotas. Plan covers entire catalog plus three new releases.

EVEREST—Expires September 30, 1962. Started August 15, 1962.

The program, on the label's complete classical line, offers distributors three free LP's for each five purchased.

KING—Extended through September 30, 1962. Started July 23, 1962.

Dealers receive five bonus singles for every 25 purchased on the King, Bethlehem, Federal, Deluxe and Queen lines. Dealers also receive three bonus LP's for every 10 purchased on the King or Bethlehem lines. Minimum purchase of 25 for singles and 10 for albums

LIBERTY-DOLTON—Expires September 30, 1962. Started August 1, 1962.

Both complete catalogs, including new releases and the Premier Line, are being offered at a 15 per cent discount on purchase of more than 15 packages. Chipmunk product is not included in the program.

PRESTIGE—Extended through September 30, 1962. Started July 1, 1962.

Buy seven, get one free on entire album catalog.

ROULETTE—Expires September 30, 1962. Started April 30, 1962.

A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.

RCA VICTOR—Expires September 30, 1962. Started July 23, 1962.

Label is offering its distributors a 10 per cent discount. This includes both the new releases and the complete catalog.

REPRISE—Expires September 30, 1962. Started July 30, 1962.

On the label's 20 new releases, it is offering a basic 10 per cent discount to its distributors, providing at least one of each of 10 selected, 10 releases are purchased, plus a graduated scale of extra discounts. For every two selections of the remainder of the new releases, of which distributors buy at least one, an additional 1 per cent discount is earned on the entire order, up to a total discount of 15 per cent

VANGUARD-BACH GUILD—Expires September 30, 1962. Started September 1, 1962.

Label is offering a 15 per cent discount on the Weavers and Joan Baez stereo LP's. Also, Odette LP's are specially priced at \$2.98 mono and \$3.98 stereo.

AUDIO-FIDELITY—Expires October 9, 1962. Started September 10, 1962.

Label's fall sales program carries a 15 per cent cash discount on its eight new LP releases. See page 5, September 15 issue, for details.

ELEKTRA—Expires October 15, 1962. Started August 15, 1962.

One album free for every seven purchased on catalog merchandise and 1-for-10 on three new releases.

MONITOR—Expires October 31, 1962.

Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Ostrakha, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Ostrakha playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann and Franck. Let's Dance the Pachanga and Cheranga

SMASH-FONTANA—Expires October 31, 1962. Started September 1, 1962.

Ten per cent discount is being offered on all Smash and Fontana merchandise.

SONODOR—Expires October 31, 1962. Started August 20, 1962.

Buy one, get one free on complete album line.

REQUEST—Expires December 1, 1962.

Buy 10, get two free on LP releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

LIBERTY—No expiration date. Started May 25, 1962.

All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.

PRESTIGE INTERNATIONAL-NEW JAZZ—No expiration date. Started August 15, 1962.

Buy seven, get one free on entire catalogs of both labels.

HARMON—No expiration date. Started August 20, 1962.

Two free LP's for every 10 purchased on "Theme From A Summer Place" by Dick Roman.

HORIZON—No expiration date. Started September 11, 1962.

Label is featuring an introductory offer of two LP's free for every 10 purchased. Offer covers the 10 LP's released so far in August and September.

Reviews of New Singles

Continued from page 81

- ★ ★ ★ Ramblin' Rose (Sweco, BMI) (2:39). TWIN HITS 2021
- THE DOWNBEATS**
★ ★ ★ Green Onions (East, BMI) (2:49)
★ ★ ★ Devil Woman (Marty's, BMI) (2:56). TWIN HITS 2024
- MIKI & GRIFF**
★ ★ ★ This Time I Would Know (Cedarwood, BMI) (2:18)—★ ★ Its Just the Idea (Cedarwood, BMI) (2:04). SPRUCE 102
- PINKY MILLER**
★ ★ ★ When My Teenage Days are Through (Tag, ASCAP) (1:50)—★ ★ Teach Me How (To Dance) (Tag, ASCAP) (1:40). STAR SATELITE 1012
- THE CLIENTELLES**
★ ★ ★ Church Bells May Ring (Maxwell, BMI) (2:52)—★ ★ My Love (Eastwick, BMI) (2:14). M.B.S. 07
- DORA HALL**
★ ★ ★ Oh How I Wish (Signature, BMI) (1:55)—★ ★ Baby Don't You Care No More (Signature, BMI) (2:02). PREMIERE 105-6
- BILLY MYERS COMBO**
★ ★ ★ Ten Little Indians (2:12)—★ ★ Ooo (2:12). PHARAOH 104

★ ★ ★ STRONG SALES POTENTIAL

- JAZZ**
THREE SOUNDS
★ ★ ★ Summertime—BLUE NOTE 1827

- Soul reading of the George Gershwin ballad from pianist Gene Harris here. The side builds in funky excitement and it should be a good juke box and radio item for the threesome. (Gershwin, ASCAP)
- ★ ★ ★ Broadway—Hard-punching rhythm in a medium-up groove on this side. The pianist again takes the spotlight and his outstanding work is tightly assisted by the rhythm section. (Rayven, BMI)
- STANLEY TURRENTINE**
★ ★ ★ Soft Pedal Blues (Parts 1 & II)—BLUE NOTE 1846—Slow earthy blues tune from Turrentine on this single. It is from his latest LP. The tenor saxist leans into the melody and pianist Les McCann is also featured in some strong improvisational work. (Groove, BMI) (4:05, 3:30)
- FRED JACKSON**
★ ★ ★ Easia' on Down—BLUE NOTE 1843—Here's one for jazz juke box and radio play. The tenor saxist wails nicely on the medium tempo tune that has swing and a strong blues feeling. Good guitar and organ solos are also evident. (Groove, BMI) (5:45)
- ★ ★ ★ Preach Brother—Same comment as above. (Groove, BMI) (5:45)
- MILES DAVIS**
★ ★ ★ Slow Samba (Aos Pes da Cruz)—COLUMBIA 42583—This side is in the new bossa nova style that has made such imposing strides in the jazz field. It's a quiet, lyrical style that has a good feel and strong ork backing. Davis blows warm and tender throughout. (Robbins, ASCAP) (2:35)

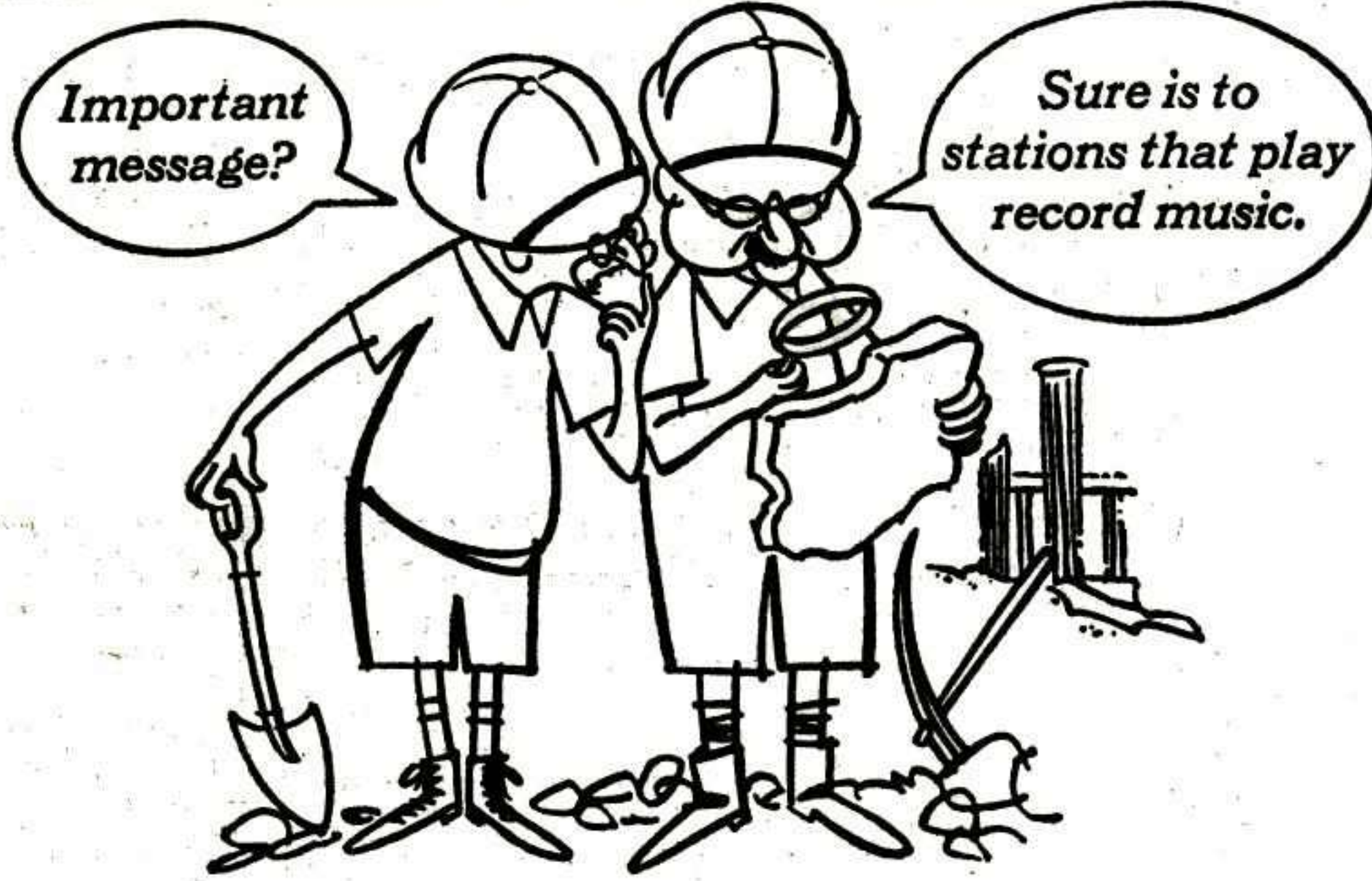
- ★ ★ ★ ★ New Rhumba—Trumpet star Miles Davis is backed here on this swinging instrumental by a big band under the baton of Gil Evans. The side has swing and style and should get much jazz jockey play. (Ahmad Jamal, BMI) (3:02)
- NAT ADDERLEY SEXTET**
★ ★ ★ In the Bag—JAZZLAND 45719—Cannonball's cornet-playing brother Nat has a solid jazz item in this middle tempo instrumental which acts as the title tune for his latest LP. (Upam, BMI) (3:15)
- ★ ★ ★ Sister Wilson—An up-tempo swinger is played with strong style by Nat and the group here. Side should make a solid item for jazz juke locations. It features good Adderley cornet. (At Last, BMI) (3:20)
- INTERNATIONAL**
NANA MOUSKOURI
★ ★ ★ What Now My Love?—FONTANA 1785—Miss Mouskouri is a top seller in Europe and this side might prove to be a solid change of pace programming disk for deejays. The side is built on a bolero sound and the lass sings in both English and French. (Remick, ASCAP) (2:30)
- ★ ★ ★ Wildwood Flower—The Greek lass sings a country tune here. The music is earthy and the vocalist does well with the c.&w. sound. Arrangement is fetching and the backing helps the side a lot. (MRC, BMI) (2:25)
- POLKA**
L'L WALLY
★ ★ ★ Od Krakowa Jade—JAY JAY 275—Here's a side with a Near-East, Israeli touch. It's a minor-flavored tune and it gets a chorus from the band lads. They sing it with a lot of hoop-la and excitement. (Sajewski, BMI) (2:45)
- ★ ★ ★ Nasza Marysia—A waltz by the band, backed up with a lot of hoots and howls by the bandmen. Vocal is taken harmony style by a male duo in the native tongue. (Jay Jay, BMI) (3:25)

- L'L WALLY**
★ ★ ★ Roses Are Red—JAY JAY 276—Here's the smash pop tune done polka style by Wally and the popular band. The whole band takes the gang vocal in English here and the side can garner play in the proper juke locations. (Jay Jay, BMI) (3:00)
- ★ ★ ★ My Darlin' I'm Leaving—A waltz on this side and the boys play it with plenty of feeling. Side features a vocal with accordion backing. Good wax both sides. (Jay Jay, BMI) (2:25)
- COUNTRY & WESTERN**
BUDDY MEREDITH
★ ★ ★ Secret Sin—STARDAY 603—A heartfelt weeper is sung with touching softness by the lad. The production is nicely put together with country guitar and piano, fitting tightly with vocal chorus. (Starday-Window, BMI) (2:16)
- ★ ★ ★ I Miss You All Over—(Starday-Window, BMI) (2:16)
- ★ ★ ★ MODERATE SALES POTENTIAL**
- COUNTRY & WESTERN**
JIM EANES
★ ★ ★ Riding the Roads (Hoedown, BMI) (2:12)—★ ★ Tears the World Can't See (Skidmore-McGraw, ASCAP) SALEM 503
- MCCORMICK BROS.**
★ ★ ★ Banjo Twist (Instrumental) (Fred Rose, BMI) (2:12)—★ ★ Lonesome For You (Natchez Trace, BMI) (1:55). HICKORY 1184
- GORDON TERRY**
★ ★ ★ Wild Honey (Acuff-Rose, BMI) (2:18)—★ ★ For Old Times Sake (Central Songs, BMI) (2:32). LIBERTY 55500
- SONNY MARCELL**
★ ★ ★ Ups and Downs (Shreve-Nash, BMI) (2:15)

- BMI) (2:15)—★ ★ ★ No Greater Love (Shreve-Nash, BMI) (2:35). DUB 2252
- RANDY KING**
★ ★ ★ Fool the World (Russell, BMI) (2:26)—★ ★ Hearts Entwined (Gaylo, BMI) (2:21). ENTERPRISE 104
- TED PATTERSON AND THE TUNESTERS**
★ ★ ★ Water Under the Bridge (Pleasant Ridge, BMI) (2:04)—★ ★ A Long Road To Travel (Pleasant Ridge, BMI) (2:50). KLUB 3107
- BASHFUL BROTHER OSWALD**
★ ★ ★ Black Smoke (Starday, BMI) (1:45)—★ ★ Beneath the Willow (Starday, BMI) (1:41). STARDAY 602
- CLYDE PITTS**
★ ★ ★ The Better Side of Him (Four Star, BMI) (2:07)—★ ★ Race With Heartbreak (Four Star, BMI) (2:15). CHALLENGE 9165
- HYLO BROWN**
★ ★ ★ The Girl in the Blue Velvet Band (Starday, BMI) (2:28)—★ ★ Time (Starday, BMI) (2:25). STARDAY 601
- SPIRITUAL**
SINGING LARKS
★ ★ ★ God Is Real (Cora, BMI) (3:25)—★ ★ Stand By Me (Cora, BMI) (3:10). FINK 1562
- ALICE MCCALARITY**
★ ★ ★ Deeper and Deeper (Rey-Reid, BMI) (2:25)—★ ★ All Things Wise and Wonderful (Rey-Reid, BMI) (2:40). UNITED ARTISTS 495
- JAZZ**
SHELLEY MANNE AND JACK MARSHALL
★ ★ ★ Stormy Weather (Arko, ASCAP) (2:47)—★ ★ Polciana (E. B. Marks, BMI) (2:46). CONTEMPORARY 380
- QUARTETTE TRES BIEN**
★ ★ ★ Noname (Missouri, BMI) (2:30)—★ ★ Love Letters (Famous, ASCAP) (2:39). GASLIGHT 404
- JOHNNY LYTTLE QUARTET**
★ ★ ★ Moon Chille (Jazz Standard, BMI) (4:39)—★ ★ A Taste of Honey (Songfest, ASCAP) (2:08). JAZZLAND 45718
- CARMEL JONES & GERALD WILSON SAX CHOIR**
★ ★ ★ Stella by Starlight (Famous, ASCAP) (2:34)—★ ★ Business Meetin' (Jo-Wil, BMI) (3:08). PACIFIC JAZZ 348

LIMITED SALES POTENTIAL

- BEN TATE**
These Feelings of Mine; Hippity Hoppity Cowboy (Winslow, ASCAP) (3:18, 2:37)—Heartache; Sputnik, Sputnik (Winslow, ASCAP) (3:07, 2:05). RONNIE 2013
- THE RICHIETTES**
This Is Our First Date (Five Note, BMI) (2:10)—Love and Happiness (Pamco, BMI) (1:56). APT 25069
- THE RAINBOWS**
Mary Lee (Regent, BMI) (2:28)—Evening (Fire, BMI) (3:00). FIRE 1012
- BARBARA PARKINS**
Unbelievable (Teresa-Hillart, BMI) (2:11)—A Tiny Little Teardrop (Teresa-Hillart, BMI) (2:33). BARONET 15
- TYRON ROWE**
I'm A Go'fer (Fast-LaSalle, BMI) (2:23)—Mama Don't Allow (LaSalle, BMI) (2:25). FURY 1069
- PAT VEGAS**
That Smile (Longbow, BMI) (2:06)—The Best Girl in the World (Longbow, BMI) (2:29). UNITY 2113
- CHARLES HERNDON**
Why Don't You Ack Like A Monkey (Trend-Melker, ASCAP) (2:20)—A Million Tears (Soul, BMI) (2:43). SOUL 106
- JAN GARDER AND HIS ORK**
Rambling Wreck From Georgia Tech (P.D.) (1:35)—Tiger Rag (Felst, ASCAP) (1:24). DECCA 25573
- SONNY MARSHALL**
Fairweather Friends (Pritchett, BMI) (2:08)—Home Is Just Over the Hill (Pritchett, BMI) (2:54). SUPER 2253
- RICHEL DELAMORE**
Limbo (Carib-Shuriland, BMI) (2:47)—Junkanoo in Nassau (Carib-Alleyne, BMI) (2:55). CARIB 1003
- ANDY MAYO**
My Girl Is Getting Married (Southwest, ASCAP) (2:20)—I'm Coming Back To You (Balladeer, ASCAP) (1:50). TITAN 1726
- THE DARDENELLES**
My Baby (Americana, BMI) (2:22)—Soft Is the Breeze (Americana, BMI) (2:55). PLAYGIRL 501
- FRANK PALERMO**
I Left My Heart in San Francisco (General, ASCAP) (2:36)—Birth of the Blues (2:30). CESSNA 977
- KRIS ARDEN**
Too Late (Jasmine, BMI) (2:55)—I Looked, I Saw, and I Knew (Jasmine, BMI) (3:19). JABAR 101
- KRIS ARDEN**
When I'm With You (S & H, BMI) (2:59)—Once Again (S & H, BMI) (2:58). CLINTON 1001



And stations all over the country are getting the message: "If you need help in securing exactly the right records and albums for your music programming—you can get it from RSI."

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**EUROPEAN
NEWS BRIEFS**

Gay Paris Phonos Invade Germany

PARIS—French phonograph manufacturers are following up President Charles de Gaulle's triumphant visit to West Germany with an export drive aimed at German operators. Emaphone and other French producers believe there is a large potential market in West Germany for French machines despite the dominant position of the German industry on the European market. Chancellor Adenauer and General de Gaulle's campaign to promote Franco-German friendship is popularizing French products in West Germany. Figures show imports up. French phonograph producers now intend to capture their share of the German market and have glamorized their boxes for the Germans with "Gay Paree" tinsel.

Certificates Balk Juke Box Thieves

WEST BERLIN—The ownership certificate (Musikautomaten-Brief), introduced by the German trade, is credited by Interpol, the international police organization, with sharply reducing the theft of juke boxes on the Continent. The certificate parallels an automobile ownership certificate, giving technical data concerning the machine—its date of manufacture, serial number, type and make. All machines manufactured in West Germany are now sold with the certificate. Machines stolen can be traced by Interpol through the ownership certificate, which also is protection against the unauthorized substitution of one mechanism for another in the chassis. In Algeria, where there has been considerable pillaging of juke boxes in the wake of the chaos there, the value of German machines has risen an average 20 per cent on the local market because the ownership certificate facilitates the recovery of stolen machines.

Women Pressed Into Service Work

FRANKFURT—With unemployment at an all-time low in Germany, German operators are having great difficulty in hiring technicians. More and more operators are cutting back the number of machines in operation and themselves taking over primary maintenance responsibility. Operators without technical training are being forced to take training courses. The wives of many operators also are learning maintenance and servicing. The German trade is popularizing the distaff phonograph technicians as the easiest way to beat the labor dearth. As a result, there are now 500 women juke box technicians in West Germany.

New Item: Coin Tourist-Guides

MUNICH—The German Federal Railways has installed coin-operated tourist-guide machines in its larger stations all over the country. The insertion of one coin brings a two-minute program of color slides on a particular resort area. The stations have been equipped with batteries of machines devoted to the Black Forest, North Sea, Bavaria, the Rhineland, Hamburg and Berlin. The major terminals are being equipped with machines touting travel abroad to Egypt, Africa, the United States and Canada and Japan. The machines are operated by a private firm under a Federal German Railways concession.

Lift Ban & We'll Police, Ops Pledge

ROME—The Italian Ministry of the Interior has under study a petition by S.A.P.A.R., the Italian operators association, for listing the government's ban on pinball operation. S.A.P.A.R. pledged that if the ban is lifted, the operators' organization will police the games and assume responsibility for their "constructive operation." The operators believe they have smoothed away the last obstacles to revocation of the ban with an approach to the cinema operators, who have led opposition to pinballs. An agreement has been reached, it is understood, whereby pinballs will be placed at locations distant from movie houses. The cinema operators charged that pinball operation was damaging their business by attracting undesirables near their premises.

Bergmann Offers Machine 'Package'

HAMBURG—Th. Bergmann & Company, West Germany's largest diversified coin machine manufacturer—phonographs, games, payouts, vending machines—is offering an export "package" consisting of its 200-selection Symphonie stereo phonograph, four payouts and its Atlanticus pinball machine. The Symphonie has climbed to the top of West German quality juke box exports. Bergmann is promoting its payouts—Royal Luxus, Derby Luxus, Glueckszahl and City Express—as a companion piece to the juke box. Studies show that 45 per cent of West German operators depend upon payout operation to eke out a living from phonograph operation. The German payout, which is promoted as the "ideal" chance game, is winning favor in more and more countries, according to export statistics.

(Continued on page 93)

**Seeburg Concept Shakes Up
Ops' Approach to Disk Buys**

• Continued from page 4

While the LP Console has provision for five Little LP stereos in the display area atop the machine, the operator can program as many as 160 of these disks if he feels the location will go for such programming. This would give him the equivalent of 930 single selections.

Actually, few operators will depend wholly on album programming, but chances are that most will go beyond the five selections called for by the display panel.

As a starter, the Seeburg library catalog for Little LP's lists some 163 albums, with 19 record companies represented. Companies include:

Record Companies

ABC-Paramount, Audio Fidelity, Cadence, Columbia, Command, Decca, Dot, Everest, Impulse, Jazzland, Kapp, Liberty, London, Mercury, Monument, RCA Victor, Riverside, Time and Washington. Programming categories are pop/

vocal pop/instrumental, jazz, country & western and classical.

Artists run the gamut. Here are some examples: Les Baxter, Harry Belafonte, Pat Boone, Nelson Eddy, Julie London, the Mills Brothers, Jane Morgan, Patti Page, Frank Sinatra, Andy Williams, Chet Atkins, Tommy Dorsey, Ferrante and Teicher, Jan Garber, Gordon Jenkins, Wayne King, Enoch Light, Guy Lombardo, Mantovani, Billy May, Melachrino, Peter Nero, Andre Previn, Billy Vaughn, Lawrence Cannonball Adlerly, Count Basie, Dukes of Dixieland, Duke Ellington, Woody Herman, George Shearing, Jackie Wilson, Eddy Arnold, Jimmy Dean, Burl Ives, Webb Pierce, Ernest Tubb, Kitty Wells, Boston Pops Orchestra, Van Cliburn and the London Symphony Orchestra.

Distribution

Primary source for the records will be the Seeburg distributors,

though the disks will also be available through record distributors and one-stops.

In New York, for example, Meyer Parkoff of Atlantic-New York said that he is selling Little LP's to Leslie Distributors and A-1, two local one-stops, for a few cents above his costs. Disks will retail to operators for \$1.50 each, which on a per-tune basis compares favorably with the price for a two-tune single.

Also, record distributors of the 19 firms represented in the Seeburg catalog will handle the product.

Co-Operation

The degree of co-operation offered by the record companies has surprised some tradesters. Up till now, the biggest complaint the juke box operator had about the record company was the failure to supply him with stereo records—either 45

(Continued on page 93)

Record Crowd Greet Seeburg Milwaukee Show

MILWAUKEE—The S. L. London Music Company unveiled the Seeburg LP Console before a record crowd of operators, Wednesday evening (5), at the Milwaukee Inn. The showing attracted more than 200 Wisconsin coinmen, family members and key route personnel. Industry veterans declared this was the biggest turnout of local and State music operators for any trade event held here in recent years.

A cocktail hour and dinner preceded the dramatic "Seeburg Breakthrough" presentation. Introduction of the new machine was handled by Stuart Auer, Chicago, Seeburg vice-president and S. L. London Music Company's top staffers, Perry London and Nathan Victor.

Also on hand were Sam L. London, founder of the Seeburg distributing firm; Chuck Gates, Seeburg's Chicago office; Art Weinand, Chicago, sales manager, Williams Manufacturing Company, and Phil Moss, Philip Moss & Company, Des Moines.

Following is a list of operators who attended the showing:

Harvey Bartsch, Badger Music &

Amusement Co., Joe Volk and Terry Volk, Volk Music Co., Madison; Stanley Baltes, Middleton; Bob Edwards, Baraboo Coin Machine Co., Baraboo; Casper Sittig, Cap's Amusement Co., Virgil Whyte and Robert Kammerman, Whyte Amusement Co., Racine; Lloyd Kieffer, Central Music, and Dewey Wright, Wright's Music Store, Wausau.

Also, Harry Chisholm, Waldo; Herb Tonnell, Cigarette Service,

Appleton; Paul A. Rosinsky, Coin Sales, George E. Brixius, George's Coin Service, and Nelson Tomkins, Manitowic; E. L. (Bibs) DeRusha, E. L. DeRusha Music Co., Fond du Lac; John Dove, Dove Novelty Co., and Russell J. Dougherty, Rapids Coin Machine Service, Wisconsin Rapids.

Also, Nick Dacquisito, Eastern Novelty Corp., Thiensville; Lawrence Eggener, Marinette; Clyde

(Continued on page 93)



MR. AND MRS. OLLIE MARX, West Bend Amusement Company, and Mr. and Mrs. Fred Braun, Suburban Vending Company, Menomonee Falls, toast the "Seeburg Breakthrough" at the S. L. London Music Company showing.



PERRY LONDON, left, receives congratulations on the 1962 Seeburg phonograph from C. S. Pierce and Dick Wraight, both C. S. Pierce Music Company, Brodhead, and Herb Tonnell, Cigarette Service, Appleton.

**Williams' New
King Pin Off
To Distribs**

CHICAGO — The Williams Electronic Manufacturing Corporation this week shipped to its distributors its latest novelty game, King Pin.

Using a bowling motif with flipper playing features, King Pin has four chrome flippers and a center shooter which scores a spare when lit.

Two rollover lanes, two targets and two rollover buttons also score spares when lit, while other rollover buttons score strikes.

Special scores are awarded for hitting three rollover lanes and two skill holes. Fast action is insured by three jet bumpers, four flippers and one kick-up shooter.

Playfield is Plastikote finish. Twin chutes are for 10 cents and 25 cents.

MOV Convention Highlights



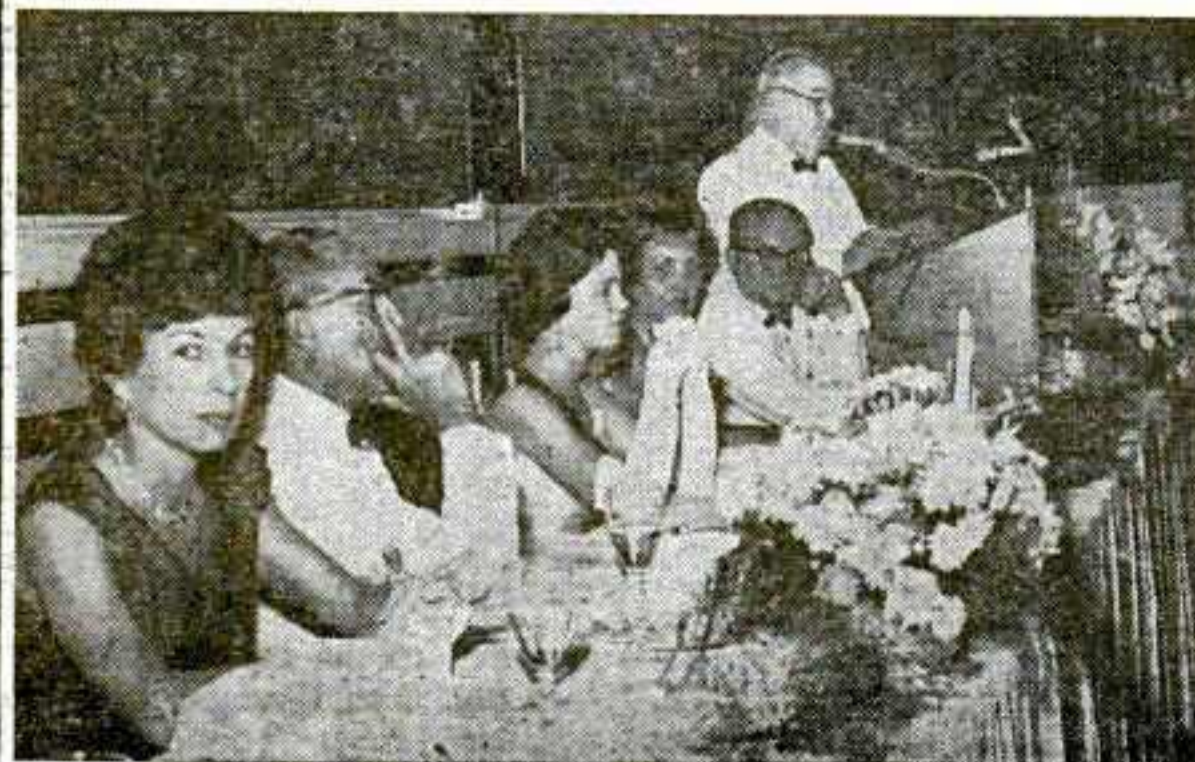
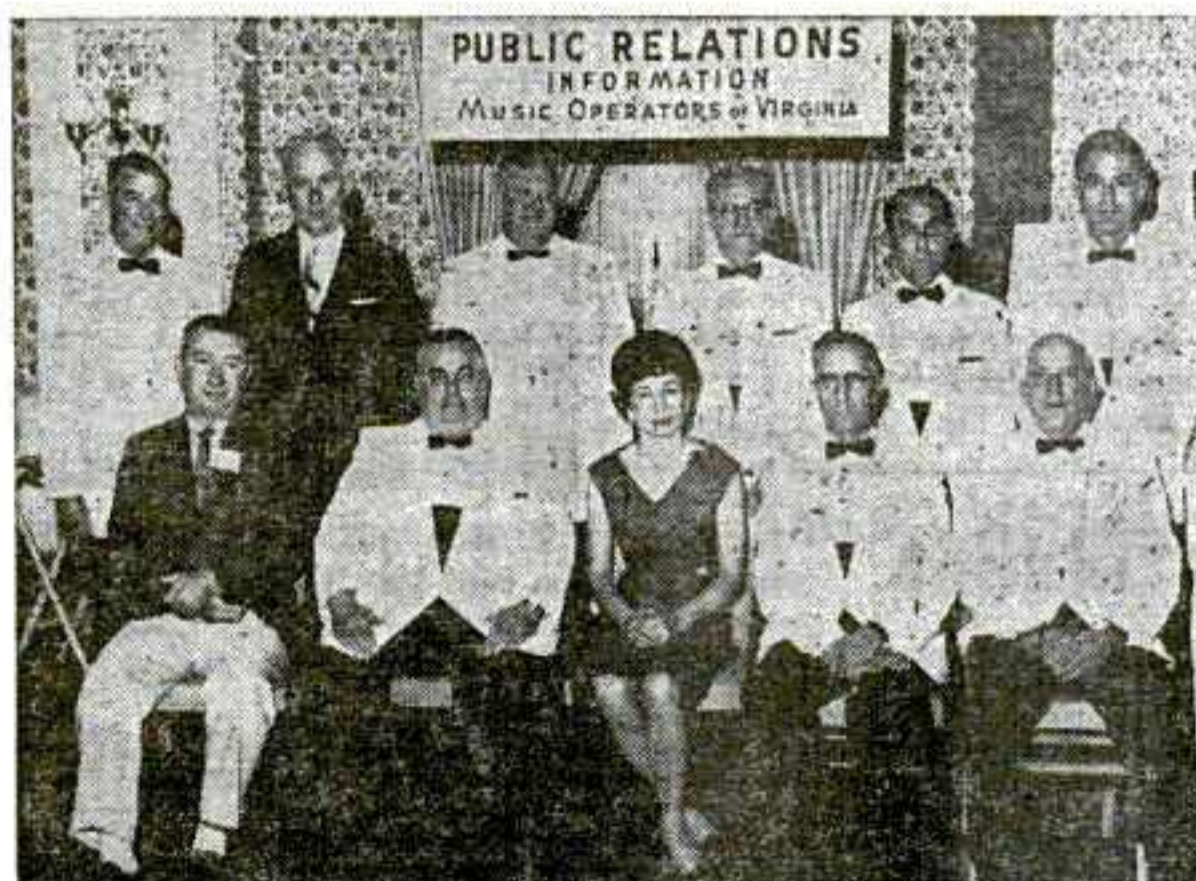
NEARLY 300 attended the annual banquet of the Music Operators of Virginia in Richmond. Registration was the highest in the history of the association.

ART DADDIS, Rock-Ola, drives home a point at one of the business sessions. On the dias, left to right, are Sol Lipkin, Aaron Sternfield, Bob Minor, Hy Lesnick and Zav Hovsepian.



PART OF THE EXHIBIT FLOOR. Exhibitors reported that operators attending the MOV convention were in a buying mood. Some six distributors displayed their wares.

NEWLY ELECTED OFFICERS of the Music Operators of Virginia pose for the official photograph. Re-elected president was Hy Lesnick, fourth left, top row.



JOHN CHANDLER addressed operators at the annual banquet. Left to right are Mrs. Harry Lubman, Harry Lubman, Pat Jennings, Mrs. Hy Lesnick and Hy Lesnick.

Ops at Convention Stock Up Briskly

RICHMOND, Va. — Exhibitors at the fourth annual convention of the Music Operators of Virginia did a brisk business, as operators from all parts of the Old Dominion came to town in a buying mood.

Exhibitors were Diamond Coin Machine Exchange, displaying the Wurlitzer and the new pool table made by American Shuffleboard; Eastern Distributors, showing the Seeburg line; Roanoke Vending, with AMI and Williams equipment; General Vending, with Rock-Ola phonographs and Gottlieb, Chi-Coin, United and Fischer games; Pat's One-Stop, with a large display of stereo and monaural singles, and Pfanstiehl Needles, with phonograph needles.

The factories sent some of their top brass for the show—A. D.

Palmer from Wurlitzer, Art Daddis from Rock-Ola and Tom Sams from AMI. Ed Claffey of Seeburg was scheduled to appear, but a last-minute conflict forced him to change his plans.

Manning the booths were Herman Perrin of General Vending; Chris Christensen of Diamond Coin Machine; Zaven Hovsepian, Nat Solow and John Cameron of Eastern Distributors; Mr. and Mrs. Jack Bess and Harry Moseley of Roanoke Vending; John Bonner of Pfanstiehl; Pat Cohen of Pat's One-Stop.

A hospitality room, open as soon as business sessions ended and during the evening, was maintained jointly by the exhibitors. The room became social center of the convention.

Virginia Ops Re-Elect Hy Lesnick President

RICHMOND, Va.—Hy Lesnick, Richmond Amusement Company, was unanimously re-elected president of the Music Operators of Virginia at the fourth annual MOV convention at the John Marshall Hotel here Friday and Saturday (7 and 8).

Lesnick, a former Baltimore distributor, moved here as an operator a couple of years ago and lost little time in establishing himself as an MOV leader. He was one of the prime movers in the successful attempt to legalize free play in Virginia.

Gil Bailey, Gloucester, was elected first vice-president, and

Harry Fake, Strasburg, was elected second vice-president. Bob Minor, Richmond, was re-elected secretary-treasurer.

Elected directors for three-year terms were Vernon Martin, Harry Lubman, George Rollo, M. J. Holland and William Colgate. Directors named to two-year terms were A. P. Loudon, Walter Harvey, Mrs. Harry Lubman, Bud Ellington and D. B. Tyree.

Elected to one-year terms were Edgar Hudson, Ken O'Connor, Claude Smith, William Sullivan, William Showalter, Charles Holbrook and Ray Christensen.

The 1963 convention will be held in Richmond.

HONEST, MAC, NO FISHY DOINGS IN FISH BOWL

RICHMOND, Va.—No executive at Macy's has ever won a Gimbels gift certificate at a drawing, but something just as bizarre happened at the recent convention of the Music Operators of Virginia at the John Marshall Hotel here Saturday night (8).

First drawing was for a new Wurlitzer donated by Chris Christensen, Diamond Exchange, Norfolk. The winner was Mrs. Viola Bess, wife of Jack Bess, Roanoke Vending Exchange. Bess is Rowe-AMI distributor for Virginia and an intense, albeit friendly competitor of Christiansen.

The second drawing of the evening had all the earmarks of a fix, but it wasn't. Mrs. Art Daddis, wife of Rock-Ola's Eastern regional manager, reached in the fish bowl and picked a ticket. John Chandler, convention co-chairman, did a double take before reading the lucky ticket holder's name. It was Art Daddis.

Prizes at Convention Drawings Range From Juke Box to Radios

RICHMOND, Va. — Operators attending the fourth annual convention of the Music Operators of

Virginia here walked away with some 25 prizes ranging from a new juke box to transistor radios. Prizes were drawn at the annual banquet Saturday (8).

FRIENDLY PRESS IN RICHMOND

RICHMOND, Va. — Local press coverage of the Music Operators of Virginia's recent convention here was friendly and accurate. The evening Richmond News Leader carried an eight-column banner on the convention, with Hy Lesnick, MOV president, tracing the history of juke box programming and explaining how operators select records for their music machines. The morning Richmond Times-Dispatch ran a shorter story on the convention.

Mrs. Viola Bess, wife of Jack Bess, Roanoke Vending and operator of Dixie Lane Kiddie Rides in Norfolk, won a Wurlitzer 2600. The prize was donated by Diamond Coin Machine Exchange (see separate story).

Alton Lewis, of Okay Music, Stuart Draft, Va., won a Williams Valliant, donated by Roanoke Vending.

An American Shuffleboard pool table, donated by Diamond Vending, was won by Ken O'Connor, Richmond.

William Showalter won a Fischer pool table, donated by General Vending, Baltimore.

Tom Sams, vice-president of

(Continued on page 91)

NEXT YEAR: CAROLINE ON WHITE HOUSE JUKE BOXES

HUNTINGTON, W. Va.—The program for the Eighth Annual West Virginia Music & Vending Association convention, to be held at Holiday Inn here September 27-29, will be the most stimulating in the history of the organization, if literature distributed this week by the group is an indication.

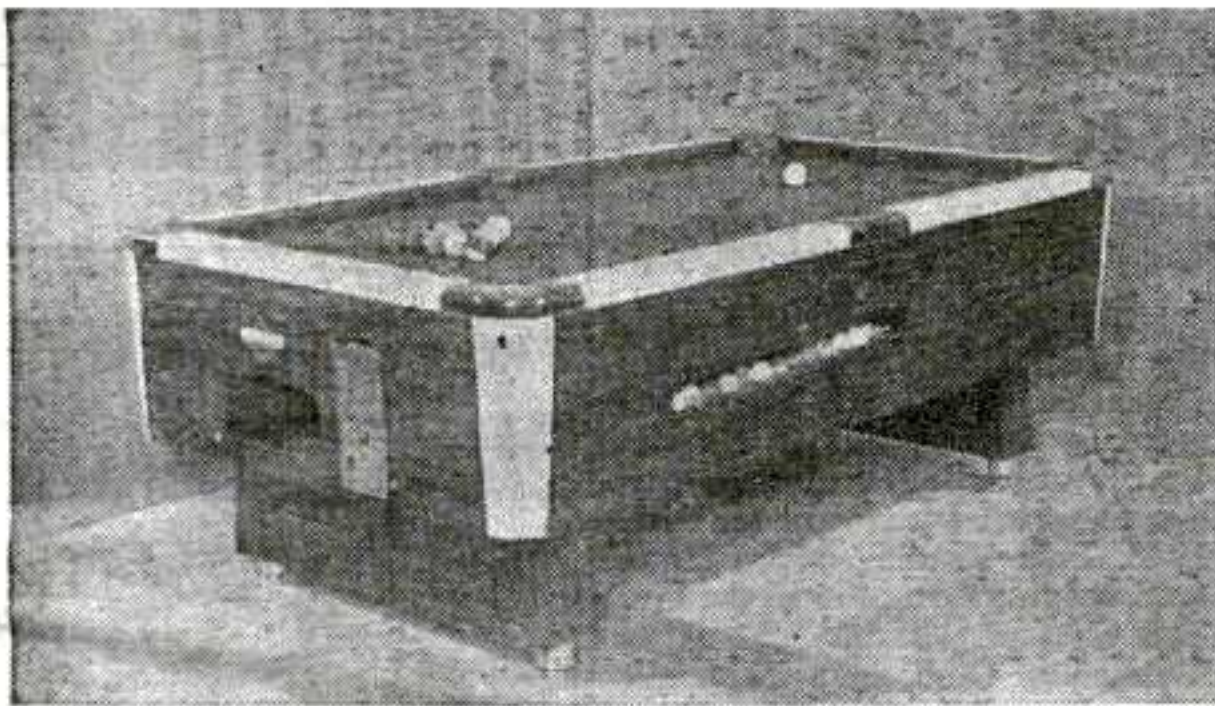
A mailing piece lists the following topics and speakers:

"How to Make Money Without Vending Machines," Billie Sol Estes; "How to Keep the Union Out of Your Business and Back in the Mines," John L. Lewis; "How You Can Starve and Still Operate Vending Machines," Mao Tse-Tsung, and "How I Can Bury Your Juke Boxes," Nikita Khrushchev.

In the event none of the aforementioned speakers show up, Walter Reed, public relations director of the National Automatic Merchandising Association, will discuss the NAMA hot beverage safety program.

Juke boxes, amusement machines and vending machines will be exhibited at the convention. The full program has not yet been set.

Convention Sees Unveiling Of New Electra-Pool Table



AMERICAN ELECTRA-POOL TABLE

RICHMOND, Va.—The American Shuffleboard Company took the wraps off its new unit, the Electra-Pool Table, last week at the annual convention of the Music Operators of Virginia.

The one-piece cabinet has in place of the conventional slide-out drawer a ball return opening large enough for the serviceman to pick up six balls at one time.

Another feature of the six-pocket game is the cue ball lock. After the 15th ball drops in the pocket, the cue ball becomes locked automatically and cannot be removed until coins are inserted for a new game. The operator can set play at 20 cents or 25 cents.

The coin drop mechanism is battery operated on a standard dry cell battery. The unit is also available on non-battery, mechanical operation.

According to Sol Lipkin, ASC field director, the battery unit was still operating after \$3,000 worth of play on a test. Balls are returned on steel wire runways which resist jamming, keep out dirt and dust and protect the balls.

The game was exhibited by American's Virginia distributor, the Diamond Coin Machine Exchange of Norfolk, with Chris Christensen in charge. Assisting Lipkin from the American Shuffleboard factory was Gene Daddis.

Seeburg 'Breakthrough' in Cleveland

CLEVELAND — Seeburg's "Breakthrough for 1962" show, presented by Shaffer Music Company at the Shaker House Motor Hotel Friday (7) before more than 200 operators and their wives, was a smash hit.

It marked the first time that Shaffer Music presented such a preview and judging from the reception, there will be others in the future. It was the largest such music-only presentation in the area, according to Larry Hornbeck, manager of Shaffer Music's Cleveland branch.

Every theatrical trick — stage lighting, skits, demonstrations, music, slide films, sound effects and comedy—produced an entertaining and informative evening for Shaffer Music's guests.

O'Brien Talk

Frank O'Brien, president of See-

burg, launched the program with a short talk following a cocktail hour and dinner that began at 7 p.m.

"As it was in 1948, our business is again at the crossroads," said

O'Brien. "It can stagnate or move ahead and Seeburg's 'Breakthrough' will help the entire industry get going again ..."

(Continued on page 92)



LEFT TO RIGHT—John Stocksdale and Joe Flynn of J. & J. Distributing, Indianapolis; Ed Shaffer, president of Shaffer Music; Frank O'Brien, president of Seeburg; Al Gange, Seeburg district manager; Meyer Parkoff, of Atlantic-New York Corporation of New York, and Bob Romig and Harry Wertheimer of Davis Distributing of Rochester and Syracuse, N. Y.

Coin Machines Spotlited at New York Fair

SYRACUSE — Wurlitzer, Rock-Ola, Williams, United, Smokshop and Du Grenier juke boxes, games and vending machines were viewed by a large percentage of the 500,000 persons who attended the New York State Fair here recently.

The coin machines were shown in three booths operated by the Rex-Bilotta Corporation, Syracuse, and Bilotta Enterprises, Newark, N. Y. In charge were John Bilotta and Jack Shawcross. Most of the employees of the two affiliated companies were on hand.

Shown were the entire Rock-Ola vending line, United games, Wurlitzer juke boxes, the Smokshop and Du Grenier cigaret machines and the Williams book machine.

Bilotta said that he spoke with several location owners about the new United games, with several agreeing that a 40-60 commission split—to replace the conventional 50-50 breakdown—would be acceptable to them. He added that by emphasizing the increased earnings and the capital investment, he was able to convince the location owners of the need for a new commission arrangement.



LEFT TO RIGHT—John Stocksdale and Joe Flynn, of J. & J. Distributing of Indianapolis, Ed Shaffer, president of Shaffer Music, and Frank O'Brien, president of Seeburg Corporation.



LEFT TO RIGHT—Nate Pearlman, of L. & N. Music, Inc., Virginia Holcomb, secretary of the Phonograph Merchants Assn., Arnold Lief of Lief Music Distributing and Charles Comella of Cadillac Music Company.

MOV Pledges to Do Own Policing

By AARON STERNFIELD

RICHMOND, Va. — Virginia operators, gathering at the John Marshall Hotel here Friday and Saturday (7-8) for the fourth annual convention of the Music Operators of Virginia, pledged to make a determined attempt to police their industry.

The issue arose here during discussions on the recently enacted law legalizing free play in amusement games. While local option is still in effect, the new law holds that no State statute is violated if a free game is awarded.

This measure was advocated and fought for by the Music Operators of Virginia; it passed the Legislature by an overwhelming majority and was signed by the Governor.

No Carte Blanche

Fears were expressed that a small majority of operators might view the passage of the free-play law as carte blanche to award prizes of a more tangible nature and to return to "the good old days."

Any operator harboring such an impression is due for a rude awakening. At a forum meeting Friday night (7), power to dissuade others from abusing the law.

felt that operators should be given the opportunity to conduct their businesses without arbitrary restrictions. But if they abuse the break, the roof will fall in, they were told.

At the business session the next day, John W. Boyle, executive vice-president of the Mountain Trust Bank, Roanoke, Va., picked up the theme.

On a Pedestal

Boyle, who was instrumental in getting the free-play measure passed and signed, quoted the Governor as having

said, "You people are now on a pedestal, if you fall off it don't expect any mercy from me."

General feeling was that the new law will be observed scrupulously, and that operators will do everything in their power to dissuade others from abusing the law.

Attendance at the convention was the highest in the four-year history of the organization. Some 122 were officially registered, with nearly 300 persons attending the Saturday night banquet and floorshow. Six distributors representing most of the major factories exhibited (see separate story).

Mayor Welcomes MOV

MOV members were greeted at the opening business session by Mayor Eleanor P. Sheppard, the city's lady chief executive. Mayor Sheppard told the operators they were performing a needed public service in making music available to the masses.

Another city official, J. Westwood Smithers, member of the Richmond City Council and professor of law at the University of Richmond, told operators how they could bridge the gap between themselves and their public servants through increased activity in the political life of the community.

A. D. Palmer, sales promotion manager of The Wurlitzer Company, offered some practical programming tips and spoke on efficient route operation.

Location Employees

Art Daddis, Eastern regional manager of the Rock-Ola Manufacturing Company, pointed out that about 80 per cent of locations can be regarded as secondary stops and that volume in these locations can be improved substantially by encouraging location help to play the juke box.

He suggested giving records to bartenders and wait-

resses occasionally, finding out first what records they like.

"Even when a bar is empty of customers," Daddis said, "the help can keep the juke box busy."

Lipkin Talk

Sol Lipkin of the American Shuffleboard Company said that while shuffleboard games won't bring in fast dimes, they have a solid, steady earning power and are a natural adjunct to the juke box. He added that juke box operators are generally the most successful shuffleboard operators.

Aaron Sternfield, coin machine editor of Billboard Music Week, noted the progress made by the Music Operators of Virginia in making its voice heard in the State's press, but he stressed the need for a national public relations effort on behalf of the industry. Sternfield said that such an effort should be made within the framework of the Music Operators of America.

Zaven Hovsepian, Eastern Distributors, Seeburg distributor for Maryland and Virginia, told operators that in the last decade the number of juke boxes on location has dipped from 550,000 to 450,000, mainly because urban renewal programs have caused locations to be razed and replaced with housing projects.

He chided the operators—and the manufacturers as well—for not initiating programs to replace the lost locations with new locations springing up in the suburbs. He reminded the operators that they were music merchants and that with intelligent programming they can crack the better-type suburban locations.

Tom Sams, vice-president of Rowe-AMI, said that juke box operators are the most professionally qualified to tackle the background music field, a business which has not come close to its potential.

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BILLBOARD MUSIC WEEK | **BULK VENDING**

St. Louis Firm Buys Out Wisconsin Charms Maker

BRILLON, Wis.—Lyle Becker, local charm manufacturer who started the Ringmaster Charm Company here five years ago, has sold out to Allen D. Stein, St. Louis. The sale was effective Saturday (15).
Stein, a veteran of the advertising specialty business, will manufacture as the Funtime Charms Company.
Stein plans to carry warehouse stocks of charms and rings in 21 distributor warehouses, with prices set on a uniform basis. The main warehouse in St. Louis will sell for the same price as the distributor outlets.

Imports and Domestics
Funtime will offer import charms as well as the plastic and plated charms formerly manufactured by Ringmaster.
The new line will be expanded to about 70 different items, including plastic finishes of the knife and sheath, stagecoach, clown with the movable nose, Western hat and boot, new cars and tricks and the musical instrument series.
He explained that the distributor

set-up will be maintained to provide quicker service and lower delivery costs. The following distributor warehouses will handle the line:
Birmingham Vending, Birmingham; Bernard K. Bitterman, Kansas

Anti-Slug Bill Awaits Signing By President

WASHINGTON — Broadened legislation to put criminal penalties on manufacture of any type of slug, token or paper currency for use in vending, postage, phones or other automatic dispensers has now passed both House and Senate and needs only Presidential signature to become law.

The Senate amended the bill so that it does not apply to anyone under 18 years of age. The original House version would have incurred the criminal penalty of up to a year in jail or up to \$1,000 fine for use as well as for manufacture of devices made to defraud the machines. The Senate limited the penalty to manufacture when Justice Department said penalizing the use of the slugs belonged more properly under individual State laws.

New Yorkers Plan Group Hop to S.F.

NEW YORK—Members of the New York Automatic Vending Association will travel as a group to the National Automatic Merchandising Association convention in San Francisco, October 13-16. They will get a discount rate from the airline, with stops at Los Angeles and Las Vegas.
The tourist jet leaves Idlewild Airport, New York, October 13 in the morning, arrives in San Francisco at noon, leaves San Francisco the morning of October 17 for Los Angeles, then goes to Las Vegas the afternoon of October 19, returning to New York October 22. Cost is \$284.24 per person.
Operators interested in joining the group may do so by calling George Werfel, European-American Travel Service, 507 Fifth Avenue, New York. The phone number is MU 7-5977.

City, Mo.; Graff Vending, Dallas; H. B. Hutchinson, Atlanta; King & Company, Chicago; Logan Distributing, Chicago; Miller-Newmark Distributing, Grand Rapids, Mich.; Northwestern Sales & Service, Boston; Northwestern Sales and Service, New York; Oak Sales of Florida, Miami; Oak Sales of Pittsburgh, Pittsburgh; Operators Vending, Los Angeles; Parkway Machine Corporation, Baltimore; Samuel Phillips, St. Louis; Rake Coin Machine, Philadelphia; Jack Schoenbach, Brooklyn; Standard Vending Machine, Oakland, Calif.; Star Vending Houston; Veedco Sales, Philadelphia; Vendall Distributing, Minneapolis, and Vendors Distributing, Memphis.

Harold Folz Up For President Of N. Y. Vendors

NEW YORK — Harold Folz, of the Folz Vending Company, Oceanside, N. Y., has been nominated by the directors of the New York Automatic Vending Association to serve as president for 1962-1963. Folz Vending is the largest bulk vending operation in the area. The election will be held at the Manhattan Club here September 26.

Also nominated were Paul Weingarten, Quick-Snack Company, vice-president, and Marty Winter, ABC Vending Corporation, treasurer.
Nominated to serve as directors were William Brady, Don Shelton, Marty Winter, Al Hirschberger, Milt Ganfinkle, Bert Nathan and Bill Seldy.

Big Bat Flutters Into Scare Line

NEW YORK—The Paul A. Price Company has added a new item to its Scare 'Em line. The charm, a Giant Bat, has a four-and-a-half-inch wing span. It is made of soft plastic as are the other items in the series.

The Giant Bat has a loop at one end so that youngsters can wear it as a necklace or watch charm. Price is \$4.50 a thousand in capsules.
The wings flutter, giving the item a lifelike effect.

KNOWING BLDG. SCORE HELPS OP'S ADVANCE PLAN

DALLAS—Every few days, Tom Leppert, bulk operator here, telephones city hall and asks whether any new shopping centers, large supermarkets, or other types of commercial construction is in the offing.
In each case, Leppert explains simply that he is a vending machine operator, looking for new locations, and that he's anxious to call on potential location owners as far in the future as possible before construction gets under way.

This simple, direct approach has been responsible for more than 200 locations in the past 18 months, reports the Texas operator—among them some of his most profitable, multiple-head installations, ranging up to as many as 20 machines.

"There's no hesitation on the part of city hall to give out this information, provided that it is a business proposition," Leppert said. "Often, I have been told that a developer is buying a plot of land out in the suburbs somewhere, with no idea as yet to what use he will make of the property. Getting on the telephone and reaching the developer to determine its construction that can benefit from vending machines—often gets me in on the ground floor."

Once he has reached the future location owner, Leppert keeps things going by sending him catalogs, letters and figures on what is to be expected from vending machines,

PEN VENDORAMA AND SCRIPTO PENS

A Fine Combination
Holds 193 SCRIPTO Pens
Vending at 25c Each
Takes in \$48.25
SCRIPTO Pens — Fine Quality Mdse.
This machine is covered by U.S. Patents. Other Patents Pending.
VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe 1c or 5c Comb.	13.00
N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model 233, 1c Parc. Com.	12.00
verted for 10c ct. B. G.	4.50
Silver King 1c B.G. or Mdse.	3.25
AST Guns	30.00
Mills 1c Tab Gum	12.00
Model 233 Peanut, 1c	6.00

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	44
Pistachio Nuts, Jumbo Queen, White	47
Pistachio Nuts, Large Tullis	42
Pistachio Nuts, Vendor's Mix	38
Pistachio Nuts, Sheik, Red	50
Cashew, Whole	48
Cashew, Butts	46
Peanuts, Jumbo	45
Spanish	47
Mixed Nuts	37
Baby Chicks	32
Rainbow Peanuts	32
Bridge Mix	33
Boston Baked Beans	32
Jelly Beans	32
Licorice Gums	30
M & M, 500 ct.	47
Hershey-ets	47

IMMEDIATE DELIVERY VICTOR 2000

1c
5c
10c
or
25c

Vends Victor's V or V-1 Capsules; 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 Items 100-Count Gum mixed with Rocket Charms at 5c per play.

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NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
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THE MOST COMPLETE and FINEST LINE of BULK VENDORS
New Victor 2000 Vendor, Large Capacity ... Holds 2,000 Balls 100-Count Gum ... or 600 10c Capsules ... Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.
Large Stock of Vendors—Parts and Merchandise. Write for Prices.
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1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: Drake 7-4300

"GOLD MINE"
Tab Gum Selector
Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!

"ACORN"
All Purpose Vendor
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

OAK "400"
Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present Acorn Vendor. Vends any denomination from 5c to 25c.

25c CAPSULE VENDOR
Capsule Vendor
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.

BIG LEAGUE
Ball Gum Vendor
The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and able to present Oak equipment.

All Oak machines are equipped with 1c, 5c, 10c and 25c coin mechanisms, or combination 1c-5c coin mechanisms and optional slip handle.

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Buy OAK for your PROFIT LINE!

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BIRMINGHAM VENDING 548 2nd Ave., N. Birmingham 4, Ala.	H. B. HUTCHINSON CO. 1784 N. Decatur Rd., N.E. Atlanta 7, Georgia	OAK SALES COMPANY 2033 Fifth Avenue Pittsburgh, Pa.	WAKE COIN MACHINE FACH. 400 Spring Garden Street Philadelphia, Pennsylvania	SOUTHERN ACORN SALES 526 36 Street Avenue Charlotte 8, N. C.
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 NOW! Assorted SHRUNKEN HEADS, CENTIPEDE, GIANT BEETLE, SCORPION, Etc. THE BIGGEST AND BEST VARIETY OF SCARE 'EMS' AVAILABLE!
 ONLY \$42.00 per M
 capsuled in PAPCO'S famous trouble-free capsule.
 NEW JR. SCARE 'EMS
 Large Variety
 Only \$27.00 per M capsuled
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N. J. ACORN DIST.
 ACORNS, 1c, 5c, 10c, A-1 Condition, \$10.50
 Write for Special Prices on
 NEW 1c, 5c, 10c, 25c ACORNS
 NEW "TITAN" 4,000 King Count
 Gold Medal Popcorn Mach., Now & Used
 3-Column Card Mach., Now & Used
 2-Column Card Mach., Now & Used
 Hillsum 8-Col. Stamp Mach., Now & Used
 2 & 3-Col. Stamp Machine, Now & Used
 4-6-8-10 Supermarket Stands
 Papco "Original" Bugs, \$25 to \$36 in Capsules.
MARK DIST. CO.
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Aspirin Sale Ban Reversed
 NEW YORK—The New York Court of Appeals, highest tribunal in the State, has reversed a New York State Supreme Court decision which banned the sale of aspirin tablets in outlets other than pharmacies or other registered stores.
 The new ruling amounts to a clearance for the sale of aspirin in vending machines in retail outlets.
 The decision was based in part on a Minnesota Supreme Court ruling which held that as aspirins were sold over the counter by various unlicensed merchants there could be no objection in dispensing the product through vending machines.
 But in North Dakota, Burleigh County Judge Gerald Glasser held that State law prohibits the sale of aspirin through vending machines and found a cafe owner guilty for violating the law.

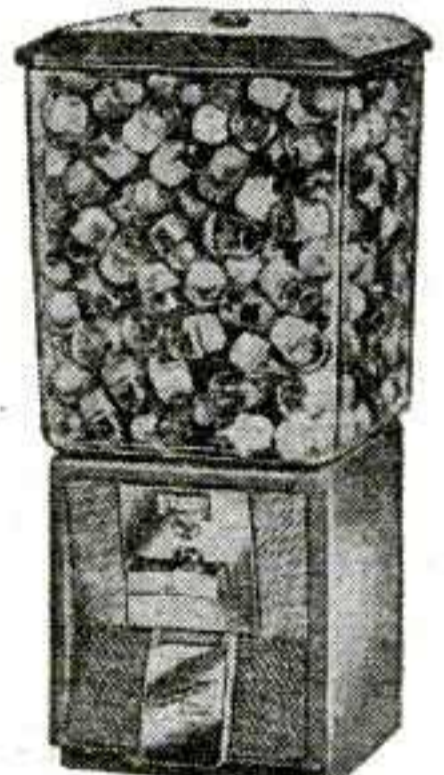
Agronsky Set As Keynoter
 SAN FRANCISCO — Martin Agronsky, NBC radio and television news analyst, will be the keynote speaker at the 1962 convention of the National Automatic Merchandising Association, to be held here October 13-16. Agronsky will speak Saturday (13) at the San Francisco Civic Auditorium.
 Some 7,000 operators, distributors and manufacturers, including a strong representation from the bulk vending industry, are expected to attend the convention. The National Vendors Association, representing the bulk operators, will hold a board meeting and a regional meeting during the NAMA show.

BOYS' and GIRLS' JEWELRY SERIES

 Consisting of 15 different items. Sensational value in each capsule. Fast-moving items will empty machines fast.
 Series #100—Boys' & Girls' Items
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Only \$40.00 per M Capsuled
ONE STOP SERVICE—AT FACTORY PRICES
 GIANT SCARE 'EMS' \$42.00 Per M
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 NEW JR. SCARE 'EMS' .. 27.00 Per M
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 JUMBO 5c ROCKET
 CHARMS 18.50 Per M
 NEW 5c IMPORT SERIES. 25.00 Per M

Electric Money Maker Famous ACME ELECTRIC MACHINE

 Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.
 Sample \$28.13
 2 and up 23.50
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ORDER TODAY
 1/3 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors. Write for Prices.

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Sugarman Off For South America
 NEW YORK—Myron Sugarman, export manager for Runyon Sales here, left Saturday (1) on a South American business trip. He will visit operators and distributors in Argentina, Colombia, Uruguay, Brazil, Venezuela, the Dominican Republic and Puerto Rico.
 Runyon has built up a large Latin American patronage in used games and juke boxes mainly through correspondence.
 Sugarman will visit the firm's customers and attempt to develop new customers.

HOW'DY!
 We'd like to get acquainted with you. Drop us a card and we'll send you our latest illustrated price list.
Funtime Charms
 P.O. Box 3070
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OAK'S ACORN CAPSULE MACHINE
 5c & 10c

 The perfect vendor for all types of standard capsules. These are the finest bulk vendors in America. Machines have original slip-out coin mechanism.
WRITE FOR PRICES
 SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.
 SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.
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 609-A Spring Garden St. Philadelphia 23, Pa. WALnut 5-2676
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J. SCHOENBACH
 Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Packs, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
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 Metal Adjustable Rings
 DIAMONDS • DIAMONDS • DIAMONDS
 All colors—all sizes
 Buy Direct from Factory or Eppy Warehouse

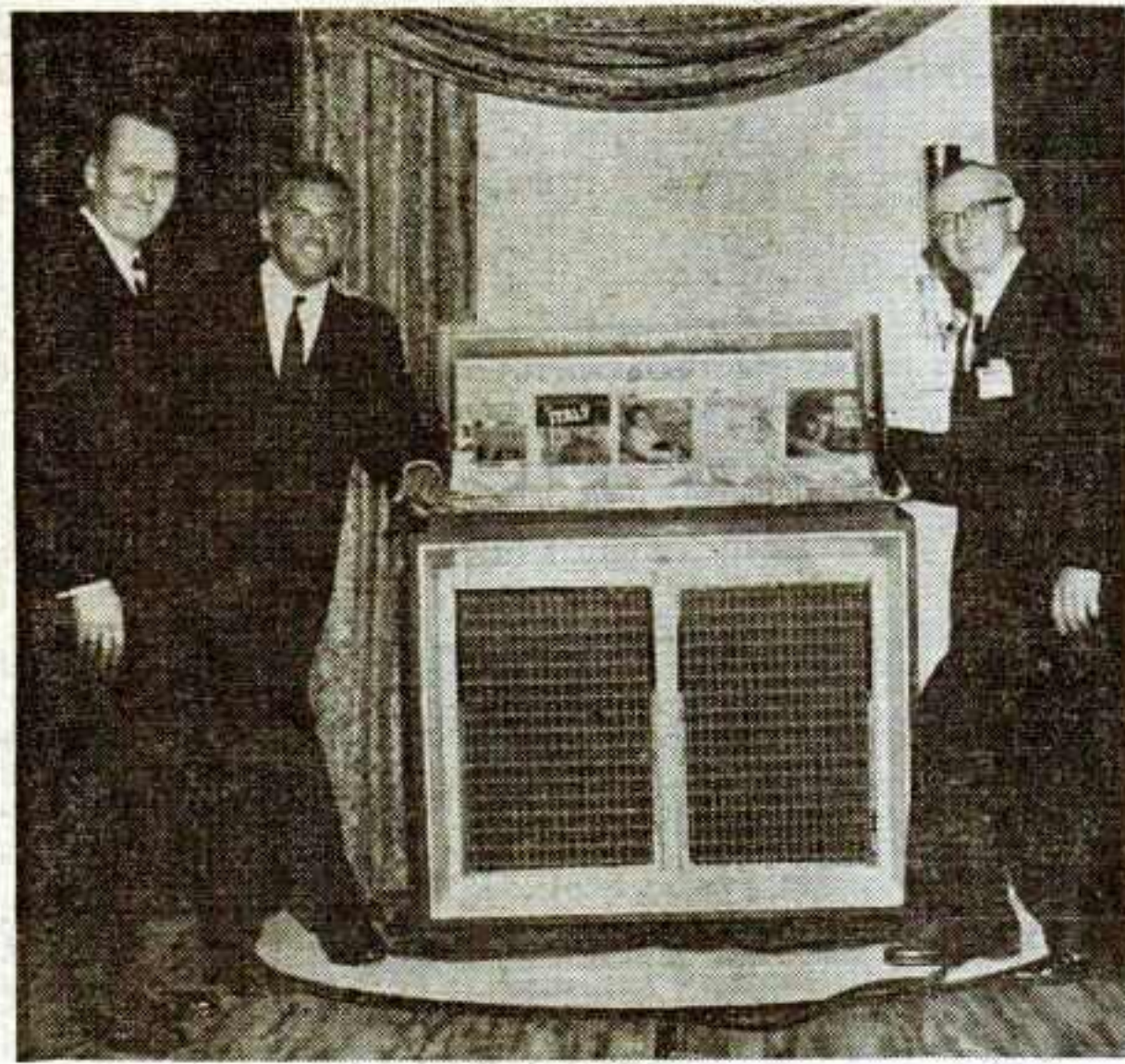
\$30.00 per Thousand
 Packed in Colored Capsules
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EPPY CHARMS INC.
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JUMBO 5¢ ALL CHARM VENDING
 New concept of 5c all-charm vending. Especially designed large charms available only from Penny King. Machines will hold twice as many Jumbo Charms as regular capsules, thus doubling your profit.
 THIS IS ALL NEW. BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.
 Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.
 FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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 Penny-Nickel ATLAS MASTER Vendors
 World's Largest Selection of Miniature Charms

SOMETHING NEW IN BULK VENDING?
 Watch for Our Ad!!!
BEAVER CASTING & VENDING SUPPLY CO.
 430 Comstock Road, Scarborough, Ontario, Canada

Badger Sells Out to Gellman; Donahue to Head New Firm



SHOWING THE SEEBURG LP CONSOLE to nearly 500 New York traders at the Park-Sheraton Hotel Tuesday (11) were, left to right, Jack Gordon, Seeburg executive vice-president; Del Coleman, Seeburg board chairman, and Meyer Parkoff, Atlantic-New York president.

HOLLYWOOD—Badger Sales, Inc., Seeburg distributor here and long active in other coin machine sales and service, has been purchased by the Gellman Manufacturing Company, Rock Island, Ill. It will be operated as a wholly owned Gellman subsidiary under the name of Amco Music and Vending Company, a newly formed California corporation.

Dan Donahue, who retired two years ago as vice-president and general manager of Seeburg Distributing Company for the 11 Western States, returns to active duty to head Amco's operation. He will report directly to Gellman and Amco president, Don Ross. William R. Happel Jr., who founded Badger here in 1940, will remain in an executive capacity as Amco's vice-president and general sales manager under terms of a five-year employment contract.

According to Ross, there will be no change in Badger's policies or personnel. He estimated the purchase price at \$450,000 and said it was a cash transaction.

Gellman Manufacturing is a publicly held corporation with its stock listed on the American Stock Exchange. It purchased the Badger firm as part of its diversification program and marks its initial step into the coin machine field. Other Gellman subsidiaries include Mississippi Foundry; firms manufacturing bakery equipment, food slicing and wrapping machines; the Mid-State Jaguar, Ltd., distributor of Jaguars in 10½ Midwestern

States; Midwest Triumph, Ltd., distributor of Triumph automobiles in 10 Midwestern States; Pak-Rap Distributing Company, Amco Leasing, Inc., among other firms.

In taking over Badger Sales, Amco acquires the distribution of Seeburg in nine Southern California counties plus Arizona, as well as the Chicago Coin, Gottlieb, Fischer Pool Tables, Irving Kaye Pool Tables and American Shuffle Board, among other lines.

In addition to Bill Happel, other well-known members of the Badger firm to retain key posts within the Amco concern include Marshal Ames, sales manager of the phonograph division and amusement games; Leo Simone, sales manager, vending division; Mort Drootin,

sales manager, background music division; Jack Leonard, manager, parts department; Rocky Nesselroad, manager, service department; Kenneth Kenemoto, head of the shipping department, and Nate Duncan, office manager.

Happel is a veteran of more than three decades in the coin field. He established the Badger Novelty Company in Milwaukee in 1929. In 1940, he came to Los Angeles and opened a branch office of his Milwaukee firm and called it Badger Sales Company. In 1940, he sold Milwaukee's Badger Novelty Company to his brother, Carl Happel, who still operates it (active in music and games), and permanently established residence here as head of Badger Sales.

PHILLY NOT READY

Ops Lukewarm to European Import of Film Juke Box

By GEORGE METZGER

PHILADELPHIA—Juke boxes synchronizing music and film may be catching on in Europe, but local coinmen still need a bit of convincing before they'll try them here.

A check of Philadelphia operators and distributors failed to turn up much enthusiasm for the devices. The consensus was that the machines would probably do very

well for the first few weeks, but that collections would drop off sharply once the novelty wore off.

"Actually," one music machine distributor said, "they have been trying to line up distributors in this country for nearly a year now, but haven't had much success. Nobody wants to take a chance with it, it seems."

An operator pointed out that
(Continued on page 94)



SEEBURG'S TOP BRASS greets Meyer Parkoff at the Gotham showing of the LP Console. Left to right: Frank O'Brien, Seeburg president; Parkoff; Del Coleman, Seeburg board chairman, and Jack Gordon, Seeburg executive vice-president.

Dancing Girls Spruce Up Gotham Seeburg Showing

NEW YORK—Atlantic-New York, local Seeburg distributor, pulled out all the stops at the grand ballroom of the Park-Sheraton Hotel here Tuesday night (11) for the showing of the Seeburg LP Console.

Nearly 500 operators and traders began tuning up at 6 p.m. and they didn't clear out until after midnight. The factory sent its biggest guns to the affair—with Del Coleman, chairman of the board; Frank O'Brien, president; Jack

Gordon, executive vice-president; Bill Prutting, Eastern district manager; Bill Schwartz, Eastern division vending director—heading the list.

The three-hour presentation of the new unit was preceded by a cocktail party and banquet.

The presentation itself was a combined effort of Gordon, along with Meyer Parkoff, Atlantic-New York president, and Murray Kaye, sales manager of the distributing company.

Every presentation trick in the book was tried with telling effects. Pretty dancing girls served as props; colored slides drove home the features of the unit, and musical backgrounds demonstrated the development of the music machine from tinfoil to stereo.

It was probably one of the most effective demonstrations of a new juke box ever held in the area. Each Seeburg unit since 1948 was depicted to the accompaniment of the dancing girls and appropriate music. When the V-200, one of Seeburg's less successful models was shown, the company kidded itself by playing music in a blue key augmented by disparaging lyrics. This bit brought down the house.

Industry leaders at the showing included Carl Pavesi, president of the Westchester Operators Guild; Al Denver, president of the Music Operators of New York; Mike Mulqueen, representing the New York State Operators Guild, and Abe Fish, Jerry Lambert and Mac Perlman, representing the Music Operators of Connecticut.

George Glass Host At St. Louis Show

ST. LOUIS—Some 250 operators from Missouri and Eastern Illinois viewed the Seeburg LP Console Friday (7) at the Gold Room of the Sheraton-Jefferson Hotel here, with the George Glass Distributing Company acting as host.

Speakers included Ted Burrows, sales manager for the distributor; Ed Claffey, Seeburg sales director; George Glass, president of Glass Distributing, and Frank Schroeder, general manager of Glass Distributing.

Call Pennsy Ops To Plan Meeting

HARRISBURG, Pa.—Leon Taksen, manager of the Amusement Machine Operators Association of Pennsylvania, said a Statewide meeting will be held in October. Operators and distributors will discuss the annual convention.

Slow Stuff Sinking Rock 'n' Roll Along Memphis Juke Box Trail

By ELTON WHISENHUNT

MEMPHIS—It's ballads three to one over rock and roll. At least that's the story among the four top firms selling singles to juke box operators in Memphis and Mid-South, a survey by Billboard Music Week last week disclosed.

Fast breaking toward a hit is Nat King Cole's "Ramblin' Rose," on Capitol.

Other three, running neck and neck behind this one, are "Sherry," with the Four Seasons, rock and roll; "Patches," with Dickey Lee on Smash, and "Day After Forever," with Bobby Wood on Challenge, both ballads.

"Patches" is a slow ballad about a boy in love with an Indian maiden but his parents don't like it because she's an Indian.

"Day After Forever" is by a Memphis singer, but Challenge is a California label. Frank Berretta, partner in Poplar Tunes Record Shop, one-stop which sells to all Mid-South and Memphis operators, said he is getting a good many calls for it.

William V. Forsythe, owner of Forsythe

Amusement Company at nearby Millington, Tenn., said, "It looks as if ballads are taking over."

"If anybody had said that a few years ago you would have thought he was crazy, the way rock and roll was still going strong."

And, of course, it still is going strong in many areas.

Andrew Cassinelli, Little Rock Amusement Company, Little Rock, said, "Sherry" is going strong for him because of his teen spots.

But other operators surveyed—R. G. Jennings, Jennings Coin Machine Company, Hot Springs; Nathan Wheelless, Service Amusement Company, Jonesboro, Ark., and John Haley, Haley Amusement Company, Jackson, Miss.—said "Ramblin' Rose" and "Patches" were their top numbers.

"Day After Forever" so far is breaking out only in the Memphis market, with Robert Harbin, Harbin Amusement Company; Jake Kahn, Tri-State Amusement Company, and others, reporting good action.

They think it has a chance to spread and it may soon show up on nationwide charts.

Small Snoozes at 25c a Crack Now Thing for Weary Traveler

SHREVEPORT, La.—Something brand-new in coin vended service has made its appearance at the Shreveport Air Terminal here.

It's a Rest-O-Booth—a blond hardwood enclosure, some eight feet long, three and a half feet wide and eight feet tall, set in a corner of the busy airline terminal building.

Built by a Shreveport corporation, and being tested on the airport floor before national distribution, the Rest-O-Booth was designed for weary travelers. Inside the booth is a genuine leather contour chair, which, by pressing a button, is electrically lowered back one quarter, one half, or nearly flat, to whatever position the customer wants.

A small air-conditioning unit, installed out of sight in the upper rear of the booth provides a smooth 75-degree temperature, while a comfortable level reading lamp, projecting from the wall, provides illumination toward the person who wants to read, rather than doze.

The Rest-O-Booth is designed to operate on the basis of 25 cents for a half hour, using a standard

slug-rejector-equipped coin chute. A tired airline passenger, for example, who finds his flight is delayed, and who wants to catch 40 winks, can buy any amount of time he wants from half an hour to several hours, by dropping in the appropriate number of quarters.

Closing the door, and locking it from inside, he can lower the chair to whatever angle suits him, and snooze away in comfort and complete privacy. At the expiration time, the chair returns automatically to normal seating position, a movement guaranteed to wake up even the soundest sleeper.

Marketing Plans

In operation for several months, the Rest-O-Booth has been moderately successful, according to its promoters, and may be marketed on a national scale in the near future.

The booth, because of its soundproof, heavy design, can be used in many other locations than railroads or airline terminals, it was pointed out.

"We haven't arrived at any means of overcoming the problem of people who suffer from claustrophobia," one company representative said.

Programmaster Makes Coast Bow

HOLLYWOOD — The Customusic Programmaster, Rowe AC Services' (division of Automatic Canteen Company) new endless tape background music system, received its first West Coast unveiling last week when Mel Semans, of the R. F. Jones Company, exhibited the equipment in San Francisco at the National Restaurant Association convention. Other showings of the equipment are scheduled at the Disneyland Hotel here, during the National Retail Grocers convention later this month (23-28), and again in San Francisco at the National Automatic Merchandising Association conclave October 13.

The Customusic Programmaster offers several departures from the established on-the-premises back-

ground music systems. Music is furnished on endless tape (i.e., moulous loop) in six sealed cartridges. Each cartridge provides 10 hours of music without repetition, or a total of 60 hours of unrepeatd music from all six cartridges. The tape is played back 1 1/2 inches per second.

The play center, or tape playback holding the six cartridges, is so engineered as to intermix the selections each time the tapes are repeated, thereby changing the sequence in which selections are heard. According to Don Lunday, general manager of Customusic, it would take seven years of constant 24-hour play before the system would repeat the selections in the same sequence.

This, however, would seem unlikely to occur in view of Customusic's plan to supply a newly recorded cartridge of music each 90 days, thereby completely eliminating the chances of repetition.

The Programmaster can function by being plugged into any existing sound system, or Rowe can provide a complete system, including amplifiers, speakers, microphones, tunes and program timers. The latter is a unique device that easily allows the location to alter the intervals of music and silence, in multiples of five-minute segments.

A vast tape library, specially recorded for the Programmaster, will be made available. According to Lunday, it is the newest background music library in the in-

dustry, is recorded in stereo (alho will reproduce in mono), and contains up-to-date additions of new tunes. Details concerning the library will be disclosed in the near future.

UPRITE SALE
Wild Cat, Frutti Tutti, Converted Wildcat, Big Top, Converted Wildcat, Hunter, Criss Cross Diamond, Touchdown, Skoot Shoot, Double Shoot.
\$50 each
Send 1/3 Deposit to
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1211 W. 4th St. Lewistown, Pa.

FOR SALE SHUFFLE ALLEYS

C.C. Red Hot	\$675.00
C.C. Double Feature	245.00
C.C. Championship	125.00
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Un. Regulation	125.00
Un. Atlas	225.00
Un. Capitol	175.00
Un. Lighting	150.00
Un. Clipper	150.00
Bally Blue Ribbon	125.00
Bally Mystic	95.00
Bally ABC	125.00
Bally Deluxe ABC	150.00
Bally Super Deluxe ABC	175.00
Bally Lucky Shuffle	195.00
Bally Official Jumbo	350.00

PIN GAMES

Wms. Valiant 2P.	Write
Wms. Coquette 2P.	Write
Wms. Trade Winds 1P.	Write
Wms. Friendship 7 1P.	Write
Wms. Kismet 4P.	\$395.00
Wms. Jolly Joker	295.00
Wms. Skill Ball	235.00
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Gott. Captain Kid 2P.	375.00
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Gott. Gypsy Queen 1P.	65.00
Gott. Mademoiselle 2P.	325.00
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Deluxe	195.00
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Seeburg R	290.00
Wurlitzer 2304 or 2310	545.00
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STRAIGHT SHOOTER	185
SUPER CIRCUS, 2-PI.	195
MISS ANNABELLE	195

WILLIAMS

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Seeburg Year Sales Up 45%

NEW YORK—Delbert W. Coleman, board chairman of the Seeburg Corporation, told members of the New York Society of Security Analysts Thursday (13) that sales for the fiscal year ending October 31 will top \$51,000,000, a rise of more than 45 per cent from last year's record sales of \$35,000,000.

He predicted that sales of vending machines will hit \$25,000,000, more than double the \$12,200,000 racked up in 1961.

Phono Sales Up 18%
Coin-operated phonograph sales, he added, would total about \$20,000,000, an 18 per cent increase over the previous year.

According to Coleman, the firm's net income for the year should be more than \$1,700,000, or 88 cents a share. Last year's earnings were \$1,051,000, or 54 cents a share.

Seeburg sales for the nine months ended July 31 were \$37,000,000,

compared with \$25,100,000 for a like period in 1961, he added. Earnings for the period were \$1,197,000, or 61 cents a share. This compares with earnings of \$917,000 or 46 cents a share for a similar period in 1961.

New Products
He said that Seeburg will soon begin shipping a milk machine and plans to introduce candy and pastry

machines early in 1963. The firm currently makes coffee, cup cold drink, bottle cold drink, can cold drink, and cigaret machines. It also manufactures background music units, hearing aids and other electronic equipment.

Seeburg distributors this week displayed the company's new music machine, the LP Console (see separate stories).

MORE WORKABLE?

2-for-Quarter Phono Play May be Operators' Answer

CHICAGO—A change to two-for-a-quarter juke box play may prove more workable than a boost in the operator's commission.

That opinion was voiced last week by Mose Profitt, head of

South Central Music and a leading Chicago operator. He expressed his views as Chicago operators intensified their campaign for a 60-40 renegotiation of their agreements with locations.

"We need some relief," Profitt said. "It must come one way or another—either through two-for-25-cent play or higher percentage."

He feels that the 60-40 change could be achieved if operators were determined to bring it about.

"It could be done," Profitt said. "But it would require some mighty fine co-operation among the operators."

That co-operation may not be present at the moment as it was at the time of the nickel-to-dime switch.

"As operators, we were stronger then," he said. "We were more aggressive. Our tactics were more persuasive. In short, we were more organized."

Profitt feels that it would be less difficult to "police" the two-for-25-cent play than the 60-40 arrangement.

"There are always operators who take advantage of other operators," he said. "Even now there are operators who give the location 55 per cent. There are some who even give 60 per cent. We need a better relationship and a better understanding among operators."

Convention Prizes

Continued from page 86

Rowe-AMI, volunteered a 21-inch television set. It was won by Eddie Moss of Richmond.

Ten operators won transistor radio sets donated by the Music operators of Virginia, five operators won albums donated by Pat's One Stop.

In another drawing, limited to those who had bought Wurlitzers from Diamond Coin Machine Exchange during the year, a Wurlitzer 2600 was won by Stan Ingram of Norfolk. Ken Snyder, Norfolk, won a mink stole, and William Colgate, Chase City, won a television set.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

PUNISH HER AND SOMEDAY	BOBBY VEE (Punish Her) BOBBY VEE & THE CRICKETS (Someday) Liberty 55479
ONLY LOVE CAN BREAK A HEART AND IF I DIDN'T HAVE A DIME	GENE PITNEY Musicor 1022
POPEYE THE HITCHHIKER AND LIMBO' ROCK	CHUBBY CHECKER Parkway 849
AND THEN THERE WERE DRUMS AND LIVE IT UP	SANDY NELSON Imperial 8870
WORKIN' FOR THE MAN AND LEAH	ROY ORBISON Monument 467
SWEET LITTLE SIXTEEN AND HOW'S MY EX TREATING YOU	JERRY LEE LEWIS Sun 478
TRY A LITTLE TENDERNESS AND JUST FOR A THRILL	ARETHA FRANKLIN Columbia 42520
FOR ALL WE KNOW AND I WOULDN'T KNOW	DINAH WASHINGTON Roulette 4444

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School Return Doesn't Shake Strong Beer City Collections

By BENN OLLMAN

MILWAUKEE — Juke box collections continued to hold up strong in Milwaukee this week, as the back-to-school trek of several hundred thousand youngsters and cooler weather failed to depress route takes.

Frank Bartnik, Banaco Music, reported his music receipts at a "normal" level for this time of the year. Top money earning record for the past few weeks on the Banaco locations has been Nat King Cole's "Ramblin' Rose." A local item, "I Fought the Law," on Citation Records, featuring a vocal by Paul Stefens and the Royal Lancers, has proved surprisingly strong. Other new disks pulling good results are "Alley Cat," Bent Fabric, Atco Records, and Dave (Baby) Cortez's organ jive number, "Green Onions."

Morry Fuhrman, Morry's Amusement Company, lists a couple of new tunes among his best juke box numbers: "She's Not You," with Elvis Presley, and the new Jimmie Rodgers release, "No One Will Ever Know."

Continuing big, says Fuhrman are "Ramblin' Rose," with Nat King Cole; "Alley Cat," with Bent Fabric, and "Green Onions," Booker T & the MG's, on Stax.

One-stopper, Gordy Pelzek, Downtown Radio Doctors, claims the Western kick continues to dominate the juke box buying patterns.

Climbing up among the new juke box favorites, says Pelzek, is "I Remember You," with Frank Ifield on Vee Jay. Nearing the top is "Sherry," also on Vee Jay, with the Four Seasons. Selling in large quantities to the operator trade are "Alley Cat," Bent Fabric, Atco Records, and the new Presley, "Kid Galahad."

"Lariat," b-w "Late Train," another release by the red hot local group, the Legends, on the Ermine label, is also stirring hefty operator action at Radio Doctors.

A quick-rising juke box favorite at Record City, reports one-stop buyer Jimm Mayer, is "Moonlight Serenade," with the Archie Bleyer ork, on Cadence. The list of operator choices also includes "I Remember You," Frank Ifield, Vee Jay, and "Warmed Over Kisses," Brian Hyland, ABC-Paramount.

According to Mayer, Record City's biggest over-all seller is the surprising local product, "I Fought the Law."

Virginia Ops Give Phonos to Groups

RICHMOND, Va. — For the third successive year, the Music Operators of Virginia donated home phonograph units to four leading institutions in the State. They were presented to youth groups representing Protestant, Catholic and Jewish agencies and to a Negro organization.

Seeburg Cleveland 'Breakthrough'

Continued from page 87

"We want you the operator to do better. If you do better, we'll all do better ... Our job is to make equipment do a better job for you ... We all have to pull together and we think that we are providing the tools you need to boost your incomes," said O'Brien.

Prestige Locations

O'Brien pointed out that the new Seeburg equipment would open up an entirely new type of location: the champagne spot, the prestige bars.

Out-of-town distributors visiting the preview were John Stocksdale and Joe Flynn of J & J Distributing Company from Indianapolis, Frank Martin and Gerald Snyder of Martin and Snyder Distributing Company of Detroit, Meyer Parkoff of Atlantic-New York Corporation of New York City and Harry Wertheimer and Bob Romig of Davis Distributing of Rochester and Syracuse, N. Y.

From Seeburg were O'Brien, Tom Reed, vice-president; Bob Zeising, sales engineer; Al Gange, district manager.

Shaffer officials included Ed Shaffer, president; Larry Hornbeck, manager of Shaffer's Cleveland office; Don Dick, district sales manager for the vending division; Mel Shone, assistant manager, and Joe Stone, phonograph salesman for Shaffer in Northern Ohio. Stone handled the record presentation at the preview.

Planning

Shaffer began planning the show many months ago, according to Hornbeck. The firm sent a letter to every area music operator, followed it up with a reminder note and then telephoned each operator to urge his attendance.

The show moved to Columbus at the Fort Hayes Hotel Tuesday for a combined Columbus-Cincinnati show and then to Indianapolis, Ind., Wednesday.



LEFT TO RIGHT—Harry Wertheimer, of Davis Distributing of Rochester and Syracuse, N. Y.; Meyer Parkoff of Atlantic-New York Corporation, and Al Gange, Seeburg district manager.



LEFT TO RIGHT—top row—Ed Shaffer, president of Shaffer Music; Joe Stone, phonograph salesman for Northern Ohio; Larry Hornbeck, Shaffer branch manager at Cleveland; Mel Shone, assistant manager of Shaffer's Cleveland branch; John Rothman, parts manager for Shaffer. Bottom Row—Walter Demeduk, Shaffer service department; Clarence Sorber, Shaffer service manager, and Ernst Bols, service manager.



LEFT TO RIGHT—top row—Al Gange, Seeburg district manager, Mario Cipolla of Lorain Music Company, Jack Cohen of J. C. Music Company, Charles Marvin of Bell Music Company and George Elum of Elum Music Company. Bottom Row—Larry Hornbeck, manager of Shaffer Music's Cleveland branch, and Ray Lonsway, president of Acme Music Systems.

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10 Seeburg V-200
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2 Bally Monarch
3 Bally ABC

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Write Box No. 177
Billboard Music Week, 188 West Randolph, Chicago 1, Ill.

Seeburg Concept

• Continued from page 85

or 33 single—for the adult audience he serves.

Standard answer of the record manufacturer was, "You give me a firm order in advance, and we'll make anything you want."

The record manufacturer's caution was dictated by experience. He would come out with a stereo single version of a hot monaural seller. Distributors and one-stops would balk at stocking both versions and would concentrate on selling the monos. The manufacturer would make what his distributors would stock. And the operator would decry the lack of good stereo product for his juke box.

Basic Library

With the new Little LP, the operator has a basic library of 163 albums—all stereo—available. At 50 cents a selection—for both sides equivalent to six singles—he still gets three-for-a quarter play.

Part of the new Seeburg programming theory is that adults are buyers of albums, not singles. Therefore, it is a logical assumption that they want the same type music in dining places and cocktail lounges as they hear at home.

Emphasis on the 33 album, with album cover displays on the juke box—or LP Console as Seeburg prefers to call it—is part of the campaign to convince the adult listeners that he's getting true LP stereo music.

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- 4 Lee Merry-Go-Rounds ... 175.00
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- 20 Exhibit Big Broncos..... 200.00

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**Say You Saw It in
Billboard Music Week**

Record Crowd at Seeburg Showing

• Continued from page 85



VETERAN SEEBURG DISTRIBUTOR Sam L. London, left, poses with Mr. and Mrs. Casper Reda, Casper Reda Coin Machines, Milwaukee.

Fessler, E. S. Fessler & Sons; Anthony Hirt and Anthony Zore, Zore's Coin Machine Co., Sheboygan; Niles Gluth, Oshkosh; Paul Jacobs, Stevens Point; Ken Kulow, Kendou Corp., Fred Braun, Suburban Vending Co., Menomonee Falls; Anthony Biernat, Lakeside Music Co., Sam Iaquina, Sanders Amusement Co., Kenosha; Niels Nielsen, Nielsen Amusement Co., Watertown; C. S. Pierce, and Dick Wraight, both of C. S. Pierce Music Co., Brodhead, and Jerome Jacomet, Red's Novelty Co., West Allis.

And, Frank and Ruth Sawejka, Beaver Dam; Andrew V. Waterman, Wisconsin Dells; Olie Marx, West Bend Amusement Co., West Bend; Bob Olstead, Gardner Sales, Edgerton; Mike A. Young, Soldier's Grove, and George Kurek, South Milwaukee.

Milwaukee operators were Arnold Jost, Arnold's Coin Machine Co.; Carl Dentice, Dentice Amusement Co.; Harry Gromacki and Leo Dinon, H. & G. Amusement Co.; Violette Harris, Harris Amusement Co.; Sam Hastings, Hastings Distributing Co.; Walter Brown and Lyle Wilcox, Metropolitan Amusement Co.; Clarence W. Smith, Milwaukee Amusement Co., Inc.; Morris Fuhrmann, Morry's Amusement Co., and James Stecher, Novelty Service Co.

And, Pat O'Neill, Joe Pelligrino and Carl Betz, P & P Distributing Co.; Casper Reda, Casper Reda Coin Machines; William M. Zajc, Studio Phono; Harold Sommerfield, Southern Novelty Co., Arthur H. Wisth, Wisth Vending Co.; Douglas J. Opitz, Wisconsin Novelty Co., and Leslie Reder, L. R. Distributing Co.

EUROPEAN NEWS BRIEFS

• Continued from page 85

Phono, Soccer Game Run as Entry

AACHEN—West Germany's Westdeutsche Musikautomaten GmbH is offering operators a phonograph-game combination consisting of the Super-Jupimatic 104-selection juke box and the Kicker soccer game. Operators are being encouraged to place the Jupimatic phonograph and the kicker soccer game in tandem at the same location. Westdeutsche Musikautomaten has been able to effect substantial economies in producing, in tandem, a phonograph and a game. It is offering operators a similar plan for placing its juke box and game side by side. The Kicker is a rugged, manually operated game devoid of complicated electronics.

United Lines Up Swiss Distributor

GENEVA—United Manufacturing Company of Chicago has appointed Bolinga S. A. its export agent for Europe, Africa and the Near East. The Swiss firm, with offices at 10 Rue de la Scie, has arranged for distribution of United products in West Germany, France and Holland. The distributors are Globus Automaten, Frankfurt; S.O.D.E.M.A.L., Paris, and Inter-Holland Bowling, The Hague. United's products to be distributed in Europe include bowling alleys, baseball games and juke boxes. United is pressing European distribution in anticipation of development of the European Common Market.

Celebrates 35 Years in Trade

MAINZ, W. Germany—Albert Schollmayer, 68, is observing his 35th anniversary as an operator. He entered the trade in Mannheim as a technician. Schollmayer began with target games and then imported games from the U. S. For a time he manufactured his own games, including a billiard game. After the war he switched to payouts and phonographs. He received a gold medal at the Luxemburg innkeepers' fair of 1934 for his billiard game.

Drive to Oust Local Dutch Ops

AMSTERDAM—The Dutch central operators' organization, Autex, has opened a campaign to eliminate the local operators organizations, and consolidate operators into the central group. The local groups are blamed for Holland's almost hopeless hodgepodge of local operating regulations which prevent the development of large operating organizations. Many districts of Holland permit only phonographs, banning even games. The central operator organization says the operators have encouraged the present chaos by the fragmentation of operator effort. The growth of a multiplicity of local organizations has left the central organization unable to exercise national influence.

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look to ROCK-OLA for advanced products for profit

"THERE IS A DIFFERENCE!!!"

VENDORS	SHUFFLE ALLEYS	BOWLERS
DuGrenier Candy, 8 col. \$175	Big Bonus \$450	Hollywood \$125
Stoner Candy, 8 col. 175	Atlas 250	Holiday 125
Stoner Candy, 6 col. 100	Club Shuffle 275	Mystic 85
National 11ML Cig. 160	Deluxe Club Shuffle ... 295	Mercury 110
Rowe Ambassador, 14 col. 175	Congress 150	Super Frame 75
National 113 Cig. 225	Cyclone 325	Triple Strike 125
National 9 ML Cig. 110	Red Pin 85	Sure Fire 495
Avenco Coffee & Choc. 150	C.C. Rocket 250	Official Jumbo 359
Stoner 500 Coffee & Choc. 325	C.C. Six Game 495	C.C. Bowmaster 275
IVI TRLB Coffee & Choc. 395	United Targette 125	
Vendo 210 Milk 375	Team 125	BOWLERS
Vendo 210 Ice Cream .. 375	ABC 125	Bally Tournament \$195
	Blue Ribbon 150	Bally Champion 250
	Bull's-Eye 125	Bally Flipper Fair 275
	Sunny 475	Bally Space Gunner 200
	Capitol 125	Bally Sharp Shooter Gun .. 375
	Top Notch 125	CC. Explorer Shuffle 35
	Clipper 125	C.C. 2 Player Rocket Shuffle 45
	Lightning 125	C.C. Rocket Shuffle (1 Play) 35
	Handicap 125	CC. Ray Gun 375
		Keeney Sportsman Gun .. 75
		Williams Roll A Ball 50
		United 20 Ft. Bowl A Rama .. 1,100
		Bally 16 Ft. Bowler (300 Score) 1,100
		Bally Golf Champ 75
		3 Seeburg 100C, ea. 150
		Wurlitzer 2000 (Converted) 225
		Wurlitzer 2200 395
		Wurlitzer 2404, Hi Fi 600
		Wurlitzer Hideaway with 10 Wall Boxes 300
		Williams Jolly Joker 335

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Await Ill. Ruling on Pin Law Validity

CHICAGO — State's Attorney Daniel P. Ward is expected to rule this week on the validity of a 1961 law which empowers county boards of commissioners to prohibit or regulate pinball machines in unincorporated areas.

The opinion was requested by Cook County Commissioner Charles F. Chaplin, who said that he will propose the enactment of a

measure to outlaw the gaming devices.

A second request for an opinion has been addressed to Ward's office by Seymour Simon, president of the board.

500 Units Affected

About 500 machines now on location would be affected by the move.

Passed by the Illinois General

Assembly last year, the law permits county boards to "license, tax, regulate or prohibit pinball games or machines, bagatelle, pigeon-hole, pool or any other tables or implements kept for similar purposes in any place of public resort outside the corporate limits of all cities, villages and incorporated areas."

Edward Plusdrak, a first assistant State's attorney in charge of the civil branch, is drafting the opinion. He told BMW that he would have it ready early this week.

Chaplin Viewpoint

"If it can be done, I will submit an ordinance to the County Board as early as possible," Chaplin said. "Nobody can tell me the machines aren't used for gambling. Nobody is going to feed a lot of money into those things just to win free games."

Chaplin voiced criticism of Sheriff Frank Sain for failure to remind the board of its power under the 1961 law.

"He is the county's chief law enforcer and he should stay aware of possible means to curb gambling."

Local Ordinances

A number of Chicago suburbs have adopted ordinances prohibiting the operation of the machines.

The legality of the measure adopted in suburban Franklin Park was upheld last October on an appeal to Circuit Court Judge B. Fair Tucker.

Chaplin recalled that as mayor of Northbrook in 1953, he recommended the enactment of the anti-pinball ordinance still in force in that community.

Ops Lukewarm to European Import

Continued from page 90

there is not enough of a selection on these machines. He said the customers get tired of watching the same old film over and over.

Need Top Artists

James Ginsberg, head of Banner Specialty Company, feels the future of the filmed juke box depends on whether top stars will sign up. He said he thought it might go over if artists such as Sinatra would make the juke box films.

Bill Adair of Eastern Music Systems, local Seeburg outlet, agreed this might be true, but he pointed out that the talent would demand performance rights and not just mechanical rights.

"This would then put the cost for each tune too far out of reach to go over," Adair claimed.

Adair also doubted that big name stars would go for the idea even then. He indicated only those on the way up would make the films and that the paying customers would not be interested in watching them.

Idea Not New

A suburban distributor pointed out such an idea of a filmed juke box was not new. "We had those machines almost 20 years ago," he said, "and they didn't go over then. I think the record companies held back on them a little."

Carlman Operations Chief

CHICAGO—The Seeburg Corporation has named Carl Carlman as vice-president in charge of operations planning and Marion Gregory as vice-president in charge of quality assurance.

One coinman did say he would like to see the machines. "It might be just the thing we need to give this business a shot in the arm," he said, hopefully.

BASEBALL

Chicago Coin Big League...\$ 50.00 | Genco Hi Fly\$ 50.00
United Super Slugger\$ 50.00

GUNS

Chicago Coin Playland...\$295.00 | Genco State Fair\$ 99.00
Midway Shooting Gallery.. 249.50 | Genco Circus 99.00
Williams Crusader 195.00 | Genco Rifle Gallery 50.00
Williams Vanguard 295.00 | United Pirate 99.00
Williams Titan 295.00 | Chicago Coin Ray Gun 295.00

SHUFFLES

United Mars\$ 50.00 | Chicago Triple Strike\$150.00
Chicago Coin Criss Cross . 50.00 | United Lightning 150.00
Chicago Fireball 150.00 | United Clipper 150.00
Chicago Scoreline 150.00 | United Fifth Inning 150.00
United Capital\$150.00

ARCADE

Chicago Coin Criss\$195.00 | Exhibit Pop Gun\$ 99.00
Cross Hockey\$195.00 | Williams Road Racer 450.00
Bally All Star Bowler 50.00 | Harvard Metal Typer 150.00

BOWLERS

Chicago Coin Classic\$125.00 | Chicago Twin Bowler\$195.00

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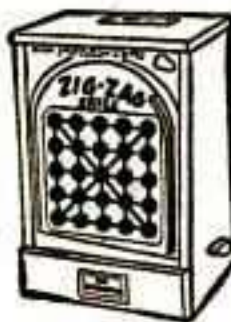
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Billboard Music Week

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5-ball play, 1c-5c-10c play, Size 12"x17"x9", In line scoring, high scoring. All natural wood cabinet.

\$49.50



SHUFFLEBOARD SCOREBOARDS

Coin operated, 15, 21 and/or 50 points (Horseshollar). Overhead double-faced model on chrome stands, complete with coin box.

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Wall Model\$105.00

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5-Oz. Bumper Pool Balls (10)....\$ 9.00
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2 1/2" Pool Balls 1-18 w/Cue Ball. 12.50
Set 12.50
2 1/2" Pool Balls 1-18 w/Cue Ball. 14.99
Set 14.99
Plastic Triangles, 2 1/2" 1.50
4" Cues\$1.50 ea.; 25, \$1.15 ea.
6 1/2" Cues\$1.95 ea.; 25, \$1.50 ea.
5 1/2" Plastic Cues....\$3.95 ea.; \$39.00 dz.

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Hitting numbered targets lights buttons and out hole for super high score

Target high score feature holds over until completed

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Two alternating light pop bumpers for rapid 10 point scoring

Four side rollovers light alternately for 100 points

☆ Match feature ☆ 3 or 5 ball play ☆ Sparkling cabinet design

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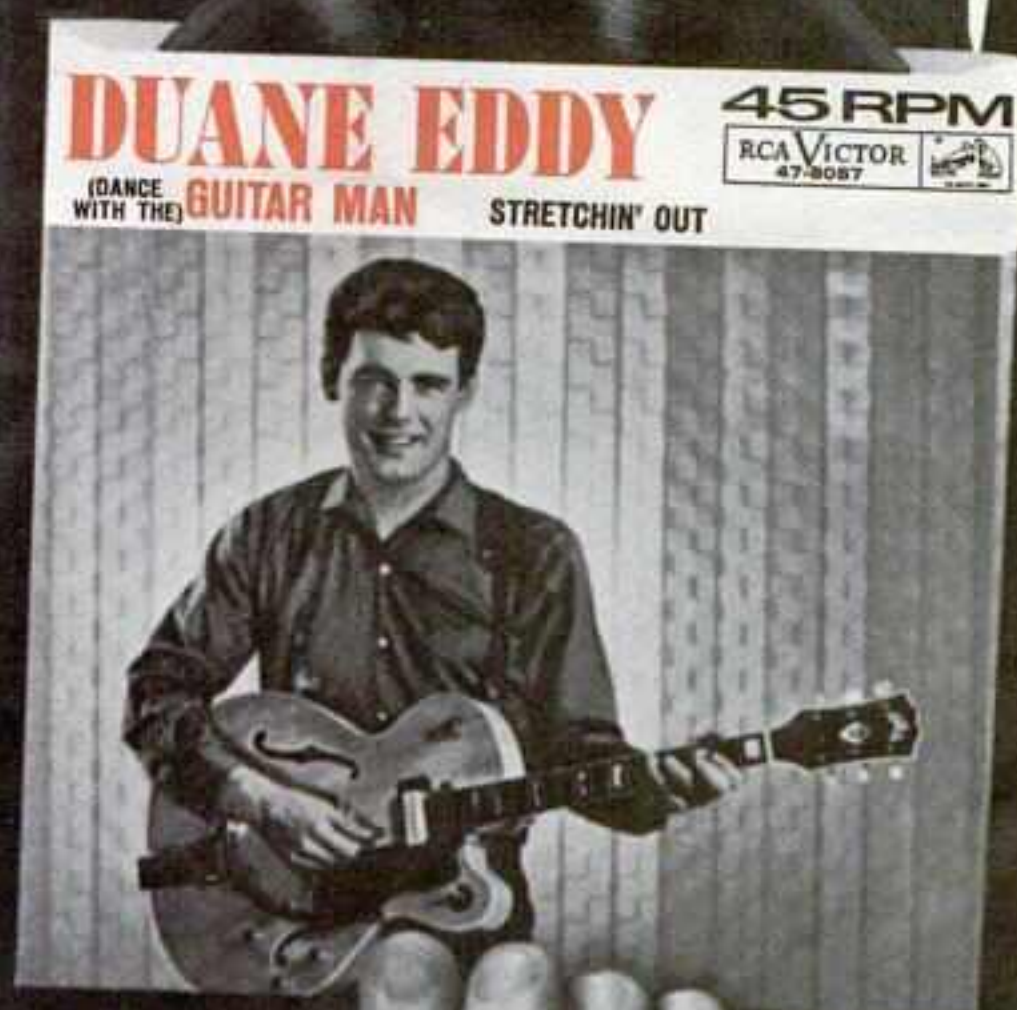
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**featuring 33 $\frac{1}{3}$ true stereo recordings of
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"Albums of the Month" is the exclusive Seeburg introduction that brings to the coin phonograph the record manufacturers' very finest stereophonic album recordings. Each album selection made by a patron automatically delivers superb musical entertainment equivalent to one complete side of a 12-inch long-playing album record. Available for use *only* on the new LP Console, many of the Seeburg "Albums of the Month" releases are recorded in absolute stereo by the great new 35-mm film recording technique. With automatic intermix of these new records, regular 33 $\frac{1}{2}$ albums, and 45 singles, up to 480 individual tunes can be programmed on the LP Console!

Reversible 10-album display panel!

The LP Console's full-width "Albums of the Month" panel holds ten album sleeves. It displays five at a time—and each one is individually reversible.

The Seeburg Sales Corporation, Chicago 22



New features to meet the demands of today's new locations