## Singles

### National Breakouts

| All Alone Am | Brenda Lee, Decca 31424 |

### Regional Breakouts

These new records, not yet on an IBM's Hot 100, have been reported getting strong sales action by dealers. 

| Lea | Ray Grubin, Monument 467 (Acuff-Rose, BMI) Detroit |
| Loves by Night, Strangers by Day | Northwood, Detroit 62 (January, BMI) Detroit |
| Ol' Man River | Johnny Nash, Warner Bros. 3201 (Harms, ASCAP) (Washington) |
| Wiggle Wobble | Lee Cooper, Everest 5219 (Bahi-Don, BMI) (Philadelphia) |

### Wonderful One

| Wonderful One | Sherrills, King 3468 (Caprice-Ballroom, BMI) (Los Angeles) |
| Limbo Dance | Champs, Challenge 5162 (Four Star, BMI) (Seattle) |

### New on the Hot 100

| 50. All Alone Am | Brenda Lee, Decca 31424 |
| 82. Ol' Man River | Jimmy Smith, Verve 1026 |
| 83. James (Hold the Ladder Steady) | Dee Thompson, Hickory 1183 |
| 84. Baby Face | Bobby Darin, Atco 6236 |
| 87. Nothing Can Change This Love | Sam Cooke, RCA Victor 8086 |
| 88. I've Been Everywhere | Mark Snow, RCA Victor 8072 |
| 89. Mashed Potatoes U.S.A. | James Brown and the Famous Flames, King 1972 |
| 90. If a Man Answers | Bobby Darin, Capitol 4837 |
| 98. Desafinado | Stan Getz and Charlie Byrd, Verve 10260 |
| 100. Try a Little Tenderness | Austra Franklin, Columbia 41720 |

## Albums

### National Breakouts

| Mono |
| FOLK MATINEE, Linemakers, RCA Victor LPM 2547 |
| THAT HAPPY FEELING, Bert Kaempfert & His Orch, Decca DL 4105 |
| PIANOS IN PARADISE, Forte & Teicher, United Artists UAL 3589 |
| TWIST AND SHOUT, Isley Brothers, Wand 6537 |
| REQUEST, Perry Como, RCA Victor LPM 2567 |

### New Action LP's

*Albums getting initial dealer action in major markets and have not yet hit the Billboard Top LP Chart.*

| Mono |
| I'LL WALK WITH GOD | Martin Luther King RCA Victor LM 2207 |
| MILES DAVIS AT CARNEGIE HALL | Miles Davis, Columbia LPM 2490 |
| Exotic Suite of the Americas | Francisco Cano, RCA Victor LPM 1274 |
| Party Lights | Kingston Trio, Capitol ST 1761 |
| The Brothers Four in Person | Capitol ST 1175 |
| Country Music Connie Style | Connie Francis, MGM 4 4076 |
| Rhapsody in Rhythm | Ray Conniff, His Orch and Chorus, Columbia CL 2135 |
| Honolu Honky Tonk | Frankie Carle, His Orch and Piano, RCA Victor LPM 2240 |
| Any Day Now | Chuck Jackson, Wand 6647 |
| The Hits of the Teen Groups | Capitol ST 1749 |
| Things & Things | RCA Victor LPM 2446 |
| Twangy Guitar Silky Strings | Capitol ST 1756 |

### Stereo

| Hugo Winterhalter Goes Continental | RCA Victor LSP 2492 |
| Lotta | Sound Track, MGM SE 4009 |
| The Music of Brazil | RCA Victor LPM 2449 |

(Continued on page 10)
# Billboard Hot 100 for Week Ending September 29

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sherry</td>
<td>Four Seasons</td>
<td>Vee Jay 45</td>
<td>6</td>
<td>Shame On Me</td>
<td>R&amp;B Victor</td>
<td>11</td>
</tr>
<tr>
<td>2</td>
<td>Ramblin' Rose</td>
<td>Roy King</td>
<td>Capitol 4008</td>
<td>7</td>
<td>Popeye The Hitchhiker</td>
<td>Chuckles</td>
<td>RCA Victor 823</td>
</tr>
<tr>
<td>3</td>
<td>Green Onions</td>
<td>Fats Waller</td>
<td>Cap 301</td>
<td>8</td>
<td>I Love You</td>
<td>Chuckleberry</td>
<td>Diamond 111</td>
</tr>
<tr>
<td>4</td>
<td>Monster Mash</td>
<td>Red Rodney</td>
<td>ABC-Rynhouse</td>
<td>9</td>
<td>Devil Woman</td>
<td>Martha and the Columbia</td>
<td>43846</td>
</tr>
<tr>
<td>5</td>
<td>Let's Dance</td>
<td>Marcia</td>
<td>Motown Records</td>
<td>10</td>
<td>Point of No Return</td>
<td>The Charms</td>
<td>Columbia 50046</td>
</tr>
<tr>
<td>11</td>
<td>Alley Cat</td>
<td>Boss Toby</td>
<td>Juke</td>
<td>12</td>
<td>Stop The Music</td>
<td>Marlene</td>
<td>567</td>
</tr>
<tr>
<td>13</td>
<td>Rain, Rain Go Away</td>
<td>Barry White</td>
<td>RCA Victor 86</td>
<td>16</td>
<td>I'm the Girl from Waverly</td>
<td>Gene Chandler</td>
<td>Columbia 323</td>
</tr>
<tr>
<td>17</td>
<td>What's Gonna Happen When Summer's Gone</td>
<td>Jimmy Dean</td>
<td>417</td>
<td>17</td>
<td>Don't Go Near the Indians</td>
<td>The Band</td>
<td>Capitol 8238</td>
</tr>
<tr>
<td>18</td>
<td>You Can't Judge a Book by the Cover</td>
<td>Richard Hayman</td>
<td>Columbia 3056</td>
<td>18</td>
<td>Hide and Go Seek</td>
<td>Booker 1</td>
<td>Motown Records</td>
</tr>
<tr>
<td>19</td>
<td>Remember You</td>
<td>Bobby Vee</td>
<td>EMI 7372</td>
<td>21</td>
<td>Don't</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>Rain, Rain Go Away</td>
<td>Barry White</td>
<td>RCA Victor 86</td>
<td>23</td>
<td>All Alone</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>Rain, Rain Go Away</td>
<td>Barry White</td>
<td>RCA Victor 86</td>
<td>25</td>
<td>Little Black Book</td>
<td>Jimmy Dean</td>
<td>Columbia 62246</td>
</tr>
<tr>
<td>26</td>
<td>Party Lights</td>
<td>Charley Pride</td>
<td>Epic 10044</td>
<td>29</td>
<td>King of the Whole Wide World</td>
<td>Chuckles</td>
<td>EMI 7372</td>
</tr>
<tr>
<td>27</td>
<td>Wishing Well</td>
<td>The Embers</td>
<td>Mercury 7050</td>
<td>30</td>
<td>The Things We Did Last Summer</td>
<td>The Embers</td>
<td>Mercury 7050</td>
</tr>
<tr>
<td>28</td>
<td>Save All Your Lovin'</td>
<td>The Shirelles</td>
<td>Mercury 7050</td>
<td>31</td>
<td>Boys' Night Out</td>
<td>The Shirelles</td>
<td>Mercury 7050</td>
</tr>
<tr>
<td>29</td>
<td>Papa Don't Mean Nothing</td>
<td>The Embers</td>
<td>Mercury 7050</td>
<td>32</td>
<td>I Keep Forgetting</td>
<td>The Embers</td>
<td>Mercury 7050</td>
</tr>
<tr>
<td>30</td>
<td>Limbo Rock</td>
<td>Chuckles</td>
<td>Capitol 849</td>
<td>33</td>
<td>A Taste of Honey</td>
<td>Martin Denny</td>
<td>Liberty 5476</td>
</tr>
<tr>
<td>31</td>
<td>Home, Sweet Home</td>
<td>The Shirelles</td>
<td>Mercury 7050</td>
<td>34</td>
<td>Close to You</td>
<td>The Embers</td>
<td>Mercury 7050</td>
</tr>
</tbody>
</table>

### Bubbling Under the Hot 100

- #111: The Conquering Hero
- #112: I'm Gonna Change Everything
- #113: My Heart Belongs to Me
- #114: Stop
- #115: I Left My Heart in the Balcony
- #116: Oh, Baby
- #117: You Can't Help Falling in Love
- #118: It's the Feeling That Counts
- #119: What Kind of Fool Am I
- #120: Close to You

**Note:** This list includes titles bubbling under the Hot 100, indicating they are close to appearing on the chart.
# Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>#16391</td>
<td>Ten Lonely Guys/Lover's Lane</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>#16374</td>
<td>A Swingin' Safari/Indian Love Call</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>#16364</td>
<td>Baby Elephant Walk/Theme From The Brothers Grimm</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>#16378</td>
<td>No One Will Ever Know/Because</td>
<td>Jimmie Rodgers</td>
</tr>
<tr>
<td>#16396</td>
<td>Tell It To The Birds</td>
<td>Dore Alpert</td>
</tr>
<tr>
<td>#16394</td>
<td>I'm Standing By/They Say</td>
<td>Rodge Martin</td>
</tr>
<tr>
<td>#16368</td>
<td>Speedy Gonzales</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>#16393</td>
<td>Matilda</td>
<td>The String-A-Longs</td>
</tr>
<tr>
<td>#16395</td>
<td>Release Me/I'D LIKE TO HAVE YOU BACK AGAIN</td>
<td>Jody Daniels</td>
</tr>
<tr>
<td>#16379</td>
<td>My Blue Heaven</td>
<td>String-A-Longs</td>
</tr>
<tr>
<td>#16386</td>
<td>What Kind Of Fool Am I / IF I SHOULD LOSE YOU</td>
<td>Keely Smith</td>
</tr>
<tr>
<td>#16390</td>
<td>Sweet Mama Tree Top Tall/That's What I Like</td>
<td>The Four Lads</td>
</tr>
<tr>
<td>#16387</td>
<td>Anna GO TO HIM / I Hang My Head And Cry</td>
<td>Arthur Alexander</td>
</tr>
</tbody>
</table>

---

### BEST SELLING ALBUMS

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist/Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>BABY ELEPHANT WALK AND THEME FROM THE BROTHERS GRIMM</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>A SWINGIN' SAFARI</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>PAT BOONE'S GOLDEN HITS</td>
<td>Featuring Speedy Gonzales</td>
</tr>
<tr>
<td>THE WRIGHT TOUCH</td>
<td>George Wright</td>
</tr>
<tr>
<td>SO RARE</td>
<td>Jimmy Dorsey</td>
</tr>
<tr>
<td>YOUNG WORLD</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>MOON RIVER</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>I'LL SEE YOU IN MY DREAMS</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>YELLOW BIRD</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>ORANGE BLOSSOM SPECIAL AND WHEELS</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>CALCUTTA</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>WONDERLAND BY NIGHT</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>LAST DATE</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>LOOK FOR A STAR</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>THE LENNON SISTERS SING TWELVE GREAT HITS</td>
<td>DLP 3292 mono, 25292 stereo</td>
</tr>
<tr>
<td>THEME FROM A SUMMER PLACE</td>
<td>DLP 3276 mono, 25276 stereo</td>
</tr>
<tr>
<td>BEST LOVED CATHOLIC HYMNS</td>
<td>DLP 3250 mono, 25250 stereo</td>
</tr>
<tr>
<td>RAGTIME PIANO GAL</td>
<td>Jo Ann Castle</td>
</tr>
<tr>
<td>BE MY LOVE</td>
<td>Keely Smith</td>
</tr>
<tr>
<td>BLUE HAWAII</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>THE MILLS BROTHERS GREAT HITS</td>
<td>Mills Brothers</td>
</tr>
<tr>
<td>JOHNNY MADDOX PLAYS THE MILLION SELLERS</td>
<td>Johnny Maddox</td>
</tr>
<tr>
<td>THE MILLION SELLERS</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>STAR DUST</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>SAIL ALONG SILV'RY MOON</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>GREATEST ORGAN HITS</td>
<td>Jerry Burke</td>
</tr>
<tr>
<td>MUSIC FOR THE GOLDEN HOURS</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>THE TEN COMMANDMENTS</td>
<td>Sound Track</td>
</tr>
<tr>
<td>THE GOLDEN INSTRUMENTALS</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>“THE NATION’S BEST SELLING RECORDS”</td>
<td></td>
</tr>
</tbody>
</table>
WE’VE GOT TWO HIT SINGLES UP OUR SLEEVES
(Bright 4-color sleeves, at that!)

ORDER NOW!

# 8085
“SO HOW COME (NO ONE LOVES ME)”

# 8087
“(DANCE WITH THE) GUITAR MAN”

DON GIBSON
SO HOW COME (NO ONE LOVES ME)

DUANE EDDY
(DANCE WITH THE) GUITAR MAN
STRETCHIN’ OUT

RCA VICTOR
The most trusted name in sound
America's top selling recording artists featured in a colorful counter rack which will add $ $ as the perfect display for the impulse and Ferrante and Teicher buyers alike. Holds 10 albums and is designed to fit the decor of all retail record outlets.

America's hottest Kiddie line can now be sold in any retail outlet now through this brilliant new counter rack. Contains all 10 Tale-Spinners for Children best-sellers in one compact, eye catching display no buyer can resist, no store can be without.
### MONOURAL LP's

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title, Artist, Label</th>
<th>Week</th>
<th>Rank</th>
<th>Title, Artist, Label</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MISS SIDE STORY</td>
<td>49</td>
<td>10</td>
<td>LADY GODDARD</td>
<td>211</td>
</tr>
<tr>
<td>2</td>
<td>HUMBERG SOUNDS IN COUNTRY</td>
<td>24</td>
<td>11</td>
<td>THE KING OF MONARCH</td>
<td>212</td>
</tr>
<tr>
<td>3</td>
<td>BERNIE BERTELSON</td>
<td>14</td>
<td>12</td>
<td>THE DORSEY SINGERS</td>
<td>213</td>
</tr>
<tr>
<td>4</td>
<td>THE NORTH SHORE BAND</td>
<td>102</td>
<td>13</td>
<td>LIONEL HAMPTON</td>
<td>214</td>
</tr>
<tr>
<td>5</td>
<td>THE STEPHENSON &amp; OTHER SONGS</td>
<td>14</td>
<td>14</td>
<td>ROBERT CLAYTON</td>
<td>215</td>
</tr>
<tr>
<td>6</td>
<td>DOUG AND LEO</td>
<td>22</td>
<td>15</td>
<td>HOWARD BEACH</td>
<td>216</td>
</tr>
<tr>
<td>7</td>
<td>JIMMY DAVIS &amp; MEYER</td>
<td>70</td>
<td>16</td>
<td>LIONEL HAMPTON</td>
<td>217</td>
</tr>
<tr>
<td>8</td>
<td>HARRY CARAY</td>
<td>116</td>
<td>17</td>
<td>THE BLACKWATER</td>
<td>218</td>
</tr>
<tr>
<td>9</td>
<td>THESE THREE</td>
<td>336</td>
<td>18</td>
<td>ANDREW GARDNER</td>
<td>219</td>
</tr>
<tr>
<td>10</td>
<td>RYAN MIDNIGHT</td>
<td>111</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### STEREO LP's

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title, Artist, Label</th>
<th>Week</th>
<th>Rank</th>
<th>Title, Artist, Label</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BEETHOVEN'S 9TH</td>
<td></td>
<td>10</td>
<td>BEETHOVEN'S 9TH</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>TCHAIKOVSKY'S 6TH</td>
<td></td>
<td>11</td>
<td>TCHAIKOVSKY'S 6TH</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>ROSSINI'S 2ND</td>
<td></td>
<td>12</td>
<td>ROSSINI'S 2ND</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MOZART'S REQUIEM</td>
<td></td>
<td>13</td>
<td>MOZART'S REQUIEM</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>BACH'S B-MINOR</td>
<td></td>
<td>14</td>
<td>BACH'S B-MINOR</td>
<td></td>
</tr>
</tbody>
</table>

---

Billboard Music Week is published by The Billboard Publishing Co., 2165 Patterson Rd, Cincinnati 14, Ohio. Subscription rates payable in advance. One year, $12.00, $1.00 for additional copies. Second-class postage paid at Cincinnati and at additional entry office. Copyright 1960 by The Billboard Publishing Co. Postmaster, please send Form 3579 to Billboard Music Week, 2165 Patterson Rd, Cincinnati 14, Ohio.
Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

<table>
<thead>
<tr>
<th>#</th>
<th>Song</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>#16391</td>
<td>Ten Lonely Guys / Lover's Lane</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>#16374</td>
<td>A Swingin' Safari / Indian Love Call</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>#16364</td>
<td>Baby Elephant Walk / Theme From The Brothers Grimm</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>#16378</td>
<td>No One Will Ever Know / Because</td>
<td>Jimmie Rodgers</td>
</tr>
<tr>
<td>#16396</td>
<td>Tell It To The Birds</td>
<td>Dore Alpert</td>
</tr>
<tr>
<td>#16394</td>
<td>I'm Standing By / They Say</td>
<td>Rodge Martin</td>
</tr>
<tr>
<td>#16368</td>
<td>Speedy Gonzales</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>#16393</td>
<td>Matilda</td>
<td>The String-A-Longs</td>
</tr>
<tr>
<td>#16395</td>
<td>Release Me / I'D LIKE TO HAVE YOU BACK AGAIN</td>
<td>Jody Daniels</td>
</tr>
<tr>
<td>#16379</td>
<td>My Blue Heaven</td>
<td>String-A-Longs</td>
</tr>
<tr>
<td>#16386</td>
<td>What Kind Of Fool Am I / IF I SHOULD LOSE YOU</td>
<td>Keely Smith</td>
</tr>
<tr>
<td>#16390</td>
<td>Sweet Mama Tree Top Tall / That's What I Like</td>
<td>The Four Lads</td>
</tr>
<tr>
<td>#16387</td>
<td>Anna GO TO HIM / I Hang My Head And Cry</td>
<td>Arthur Alexander</td>
</tr>
</tbody>
</table>

BEST SELLING ALBUMS

<table>
<thead>
<tr>
<th>Album</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>BABY ELEPHANT WALK AND THEME FROM</td>
<td>THE BROTHERS GRIMM</td>
</tr>
<tr>
<td>THE BROTHERS GRIMM</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>A SWINGIN' SAFARI</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>PAT BOONE'S GOLDEN HITS</td>
<td>Featuring Speedy Gonzales</td>
</tr>
<tr>
<td>THE WRIGHT TOUCH</td>
<td>George Wright</td>
</tr>
<tr>
<td>SO RARE</td>
<td>Jimmy Dorsey</td>
</tr>
<tr>
<td>YOUNG WORLD</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>MOON RIVER</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>I'LL SEE YOU IN MY DREAMS</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>YELLOW BIRD</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>ORANGE BLOSSOM SPECIAL AND WHEELS</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>CALCUTTA</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>WONDERLAND BY NIGHT</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>LAST DATE</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>LOOK FOR A STAR</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>THE LENNON SISTERS SING TWELVE GREAT HITS</td>
<td>DLP 3292 mono, 25292 stereo</td>
</tr>
<tr>
<td>THEME FROM A SUMMER PLACE</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>BEST LOVED CATHOLIC HYMNS</td>
<td>Lennon Sisters</td>
</tr>
<tr>
<td>RAGTIME PIANO GAL</td>
<td>Jo Ann Castle</td>
</tr>
<tr>
<td>BE MY LOVE / Keely Smith</td>
<td>DLP 3241 mono, 25241 stereo</td>
</tr>
<tr>
<td>BLUE HAWAII</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>THE MILLS BROTHERS GREAT HITS</td>
<td>DLP 3250 mono, 25250 stereo</td>
</tr>
<tr>
<td>JOHNNY MADDOX PLAYS THE MILLION SELLERS</td>
<td>DLP 3122 mono, 25212 stereo</td>
</tr>
<tr>
<td>THE MILLS SELLERS</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>STAR DUST</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>SAIL ALONG SILV'RY MOON</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>GREATEST ORGAN HITS</td>
<td>Jerry Burke</td>
</tr>
<tr>
<td>MUSIC FOR THE GOLDEN HOURS</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>THE TEN COMMANDMENTS</td>
<td>Sound Track</td>
</tr>
<tr>
<td>THE GOLDEN INSTRUMENTALS</td>
<td>Billy Vaughn</td>
</tr>
</tbody>
</table>

THE NATION'S BEST SELLING RECORDS
Indie Producers Pack Potent Sock In Singles Action

NEW YORK—Three of the country's top A&R men are seriously considering forming their own independent labels, in a move that could dramatically change the complexion of the entire record business within the next few months. Their names cannot be mentioned now, since their deals are still in the talking stage, but it is known that they have complete financial backing if they need it. The three happen to all have solid track records in the singles and albums fields.

This possible move by three young and ambitious A&R men indicates again the import of independent production of single records these days. A goodly percentage of all of the super hits are being turned out by indie producers, including such powerhouse names as Aldom Music, Bob Crewe's Tamla Motown, S.I.A., Skye, Paxton, etc., and many others.

The indie producer, often with his own label and own original material, is often welcomed by the disc companies, from the largest to the tiniest, from the Midwest to the East Coast, and longer than they are exclusive to one, since most firms are happy to have the A&R man, no matter who makes them.

Freedom of Action

Being independent is the key for A&R men not only for the production of records, but for the freedom of action it allows. Indie producers can take on or turn down recording sessions as they see fit, without anyone else being involved, and they can have much less tape eating up their time.

The new age of Alton Music has also given the indie producer a new status. No longer are they seen as merely ad men working out of cubbyholes in the British basement. Many of them have plush offices of their own.

What is more, the Aldom scene, with its new labels and its new faces, makes many of whom are performers, has demonstrated that it is possible to have record stars running after you both for production work and for making records.

Different Deals

Indie producers usually get a royalty on every record sold. Some get a fee for handling the record session; others take out the fee in higher royalties. Royalties per record, plus the royalties on any records they publish or write, often add up to an amount, a hit. Indie producers who control their own production and sales handle contractual arrangements for them as well.

Many indie producers today will not work with a firm unless they are given a specific advertising and production contract. They make certain that a record will not be sloughed off by the company.

Record companies still usually have their own A&R men, even though they use outside producers. In the case of Bob Crewe, there is no longer a regular A&R staff, only indie producers.

Columbia Strikes Biggest Sales Month In Its Life

NEW YORK—Columbia Records enjoyed the greatest single month in its history in August of this year, according to Mr. Lieberson, president.

Leiberson, who has compiled its record sales was accounted for by such hit singles as the sound track: "West Side Story," which had passed the 900,000 mark; original cast for "West Side Story" and "The Sound of Music," as well as several recent classical recordings by the Philadelphia Orchestra, the New York Philharmonic, and the Mormon Tabernacle Choir in addition to those of many other solo artists, also contributed to the record's success.

Another contributing factor to the bright Columbia picture are such new artists as comic Dave Attell, folk singer Geula Gill, the urbane and supremely trio known as the Bobby Darley Three, and the opening of the Harris Records group which has started considerable West Coast success.

On the singles front, Columbia has enjoyed a recent return to the charts for such artists as Tony Bennett, Pat Boone, Claude King, Marty Robbins, and others. In addition, a new kiddles series, which is the Hi-Fi Funny Coloring Book, has also had a part in the success.

Epic Records, the firm's subsidiary, has continued its current success streak with such artists as George Maharis and Bobby Vinton in both albums and singles and in addition has signed a deal with the off-Broadway original-caster of "Anything Goes."

Smash Hit in 1st Year, Hausfater Plans Expansion to Double Gross

By SAM CHASE

NEW YORK—Just one year ago, in October of 1961, the first Hausfater discount record store op-eration opened in Springfield, III. On the eve of the celebration of its first birthday, President, Robert L. Hausfater, told Billboard Music Week that the 13 locations now functioning across the country will have grossed more than $1 million in the 12-month period, although some have been open a much shorter time.

The blueprint for the chain calls for two new outlets to open shortly, and 15 more in 1963, with a $26 million gross payment this year.

Hausfater said that he has long operated as a record distributor, heading the Roberts Recording Distribution Company of St. Louis.

Another Move

Hausfater also is expanding in another direction. He is taking back distribution of the famed Robert Rheins Christmas LP's of bells and chimes, one of the biggest sellers around, and the LP's have been distributed by Liberty in the past, and are understood to have earned $425,000 not in the sheet music business, during the first two years under the recorded record, from the Roberts letter. These sheet music records are the largest ever distributed in the U.S. by any label, and it is expected that the Christmas line will continue as a major part of Hausfater's operation.

Hausfater is particularly proud of the policies of his chain, which he regards as responsible for its success, stating that: "We have continually expanded our staff, and have supervised all the recording of our LP's, licenses, or leased departments within large retail locations, mainly in suburban areas. Normally, the deal provides that as licensees, Hausfater pays a percentage, usually about 8 per cent, covers all personnel, and the business, which Hausfater himself supplies."

All merchandise is bought centrally in St. Louis, where the chain's central warehouse is located. Every piece tag is attached for inventory purposes. When each disk is sold, half of the tag is removed, and sent to the St. Louis headquarters by the branch store. These daily mailings permit 24-hour inventory checks and reorders, and a new tag is put on the record in short order.

Large Inventories

Hausfater also says that his chain will not touch records or "bargain junk." Each location, he says, carries a large inventory, ranging from $40,000 to $70,000, as the case may be, with the locations ranging between 800 square feet for the smallest to 1,500 square feet for the largest.

Branches run from $150,000 to the smallest, and more than $500,000 for the largest. These figures include not only records but tapes, needles of carrying cases.

The Hausfater policy on selling prices is "to be competitive with all others in the community." Singles, for example, sell for as low as 70 cents.

Citizens of the chain include Hausfater in Springfield and Rockford in Illinois; Fort Worth, Tex.; Canton, Ohio; San Leandro, San Jose, Pa.; Milwaukee, Wis.; Detroit, Mich., Chicago, Ill.; New York, N.Y.; Duluth, Minn.; Toronto, Ontario, Can.; and Indianapolis, Ind. The chain's gross is about $1 million a month, but Hausfater would not reveal which.

A leading executive of his operation, in discussing the future of the chain's potential, felt that he would not want to reveal that it had actually been undertaken "in the last gasp of the record business," and that it was an "out of our living because of central buying," that he decided to find a way to expand our potential.

A year ago, he said, would see from the evidence that was found.
NAT HIT TAKES BIGGEST CHART JUMP OF YEAR

NEW YORK—Capitol's album version of "Ramblin' Rose" has taken by storm the record industry. The disk, which has been on the market for only four weeks, has so far sold over one million copies, a figure which is expected to continue to increase. The album was released on July 12th, and since then it has been charted for all four weeks, with the highest weekly sales coming from September 29th to October 5th. The album has also received critical acclaim, with many reviewers praising its catchy melody and pleasant harmonies. As a result, Capitol has announced plans to release a special edition of the album in the near future.

All-Time Singles Record

Summer Sport Seen as Lever To Beat Year

NEW YORK—The dramatic summer decline of records—which help keep the 150 million dollar sales mark—has helped the record industry's summer. The feeling that single records were a steadily declining part of the record market must be held in by many highly placed executives that a year ago has now largely evaporated, and many firms are (Continued on page 54)

COAST DEALERS HAPPILY TOTTLE SUMMER RESULTS

HOLLYWOOD—Last week, the major industry leaders opened record stores closed their books on what many consider their biggest summer to date. Among the leaders, MCA, the firm that first issued the "Ramblin' Rose," was also first in the annual survey of coast dealers. The company's sales for the quarter ended June 30th were $15 million, a 30% increase over the same period last year. Other firms also reported good results, with the industry as a whole showing a 20% increase in sales for the quarter. The survey also showed that the summer was particularly strong for jazz and easy listening records.

Big Band LP's In RCA Special

NEW YORK—At this year's release, RCA Victor is offering a special package of big band tracks at a special price of $1.25. After December 1st, the package goes up to $1.95. The set is called "Ten Great Bands" and it spotlights performances by such great acts as Louis Armstrong, Count Basie, Benny Goodman, Artie Shaw, and Tommy Dorsey. The pack includes a 60-track album, including all the hits of the year, plus a 64-page booklet containing photos and biographies of the bands.

Raker Announces Singer Signings For Colpix, May

NEW YORK—Singer-composer Teddy Randazzo and his band, The Hitts, have been signed to record with Colpix, according to Jerry Raker, the firm's general manager. Randazzo's new contract allows him to continue independent activities with other labels while (Continued on page 54)

CASE DISMISSED

Reveal Ex-Bosses Condoned Payola

NEW YORK—Charges of accepting commercial bribery, originally filed here in a WINS employ employees on May 19, 1960, were dropped by the prosecutor in December of that year. The judge ruled that the evidence was insufficient to prove the charges. The case was reassigned to a new district attorney, and the charges were later dropped.

Index to Contents

1. General
2. Music Pop Charts
3. Hot R&B Sides
4. National Singles Bestsellers
5. New Artist LP's
6. New LP on the Charts
7. Top LP's by Category
8. Hit Parade
9. Blues
10. Hit of the Week
11. RCA Victor
12. Hit 100
13. Billboard
14. Cover
15. Calendar
16. Reviews
17. Single Record Review
18. Radio- TV Programming
19. Radio TV Production
20. Merchandising
22. Book Sales
23. Sales
24. Catalogs
25. Buyer's Guide

Pye Records in Black for Past 3 Years, Report to Backers Shows

LONDON—Pye Records has been a profit operation for the last three years, according to its board of directors. The firm's profits are now over $50 per cent interest in the disk firms.

Pye Records' profitability has been the subject of considerable speculation among old hands in the industry. Sir Robert's statement, made in the annual report, is in line with the company's strategy, which is to balance investment in new artists and music with a steady stream of hit recordings.

The company has also been investing heavily in its marketing and promotion efforts, with a focus on building its brand name and increasing its market share. As a result, the company's sales have been growing steadily, with a 20% increase in the last year alone.

The company's success has also been due to its commitment to quality, with a focus on producing records that are both commercially successful and artistically sound. As a result, the company has been able to build a strong reputation among both artists and audiences, and has been able to attract some of the biggest names in the music industry.

Despite these successes, the company's management team is not resting on its laurels. They are committed to continuing to invest in new talent and innovation, and to expanding the company's reach and influence. As they look to the future, they are excited by the opportunity to continue to build on their successes and to deliver even greater value to their shareholders and their customers.
Consent Decree OK's Way For MCA-Decca Merger

HOLLYWOOD — MCA, Inc. and the Department of Justice last week presented a consent decree that clearly the way for MCA to merge with Decca Records of Universal Pictures. As part of the consent decree, MCA is "enjoined and restrained from entering into any merger with any "major" record company in the music industry, a company as well as from merging with any "major" record company, as a part of the consent decree, MCA's Hollywood studio offices on Melrose Avenue were closed by a consent decree, according to MCA's Revues (formerly known as "Decca") of Los Angeles, according to MCA's Revue of the Melrose Avenue address.

Decca-Coral no longer will maintain its own studios but will rent facilities from United Recording Decca had been second only to RCA in the number of studios here, later to be followed by other labels in setting up their own recording facilities.

As part of consent decree, MCA agreed not to engage in the talent agency field (it already had disposed of its agency activities), and for a period of six years will be restrained from merging with other picture companies or TV production or distribution firms, or from serving as a distributor of the Uni movie backlog before October 1962.

MCA stressed the fact that in agreeing to the consent decree it does not admit to any violation of law. As a condition of the decree, MCA declared it was entering into the consent decree voluntarily and without any substantial expenses and prohibited business activities occasioned by the litigation.

Hill & Range Near Deal for Progressive

NEW YORK — Hill & Range Music is expected to complete the sale of its publishing arm to acquiring music, The Atlantic Records publishing firm. Progressive, one of the largest and most successful of the diskery-owned publishing companies, has understood to have a guarantee from BMI of over $50,000 per year.

Progressive Music contains a substantial portion of the song-catalog of some of the biggest sellers that are used by the song-publishing companies. It is estimated that the purchase price would be in the $1.50 to $2.50 per record range, that it might be over $1 million.

If Hill & Range, the Aberbach Bros. firm, buys the Progressive Music firm the second most important catalog purchase in the last few months. Only a short while ago, the Pastel Publishing Co., a company controlled by Paul Cohen's clutch of publishing firms which contained many country hits, was sold.

COUNTING UP

Tommy Edwards Wins Judgment Over MGM

NEW YORK — Singer Tommy Edwards has won a new pre-seizure court here for a summary judgment against MGM Records. In granting the motion, Judge George Titer directed MGM to render a full accounting of monies already paid and owed to Edwards.

The original complaint was filed against the record company on April 10, 1961. The court's decision was sent to clay with the label called for a regular accounting and that this judgment had not been met.

Further the court ordered an account dirution on a number of records that the record company claimed as promotion records or freestyles. The court found that these were not in effect freestyles but simply were records, which, when thrown in the record company's vaults, to the effect of lowering the unit price on all the records.

NFL

Colpix-Astaire in Boss Nova Duet

NEW YORK — Colpix has announced that it is releasing the industry's biggest current vacuum; though boss nova is catching on, and the musical style, there's been no "official" dance step to go with it. As of now, there is.

The deal is between Colpix Records and Astaire Studios, which has 105 dance instruction records, and which is another deal like the Astaire studio's records in the Colpix's "Bossa Nova" collection. The deal is also the basis of the Astaire's Simp, and instructions for an "easy," dance nova dance created by John Monteleone of the Astaire line.

Colpix has already n the store location, Colpix is shipping new store displays to dealers featuring the new boss nova line. Colpix will also have a deal whereby album purchasers will have a boss nova lesson at an Astaire store.

Instructions from the Astaire store will also be available for purchased records and TV display shows to demonstrate the new dance.

Phil Lynott of Thin Lizzy Dies

NEW YORK — Ultravox Pictures is expected to complete the sale of its publishing arm to acquiring music, The Atlantic Records publishing firm. Progressive, one of the largest and most successful of the diskery-owned publishing companies, has understood to have a guarantee from BMI of over $50,000 per year.

Progressive Music contains a substantial portion of the song-catalog of some of the biggest sellers that are used by the song-publishing companies. It is estimated that the purchase price would be in the $1.50 to $2.50 per record range, that it might be over $1 million.

If Hill & Range, the Aberbach Bros. firm, buys the Progressive Music firm the second most important catalog purchase in the last few months. Only a short while ago, the Pastel Publishing Co., a company controlled by Paul Cohen's clutch of publishing firms which contained many country hits, was sold.

COUNTING UP

Tommy Edwards Wins Judgment Over MGM

NEW YORK — Singer Tommy Edwards has won a new pre-seizure court here for a summary judgment against MGM Records. In granting the motion, Judge George Titer directed MGM to render a full accounting of monies already paid and owed to Edwards.

The original complaint was filed against the record company on April 10, 1961. The court's decision was sent to clay with the label called for a regular accounting and that this judgment had not been met.

Further the court ordered an account dirution on a number of records that the record company claimed as promotion records or freestyles. The court found that these were not in effect freestyles but simply were records, which, when thrown in the record company's vaults, to the effect of lowering the unit price on all the records.

NFL

Colpix-Astaire in Boss Nova Duet

NEW YORK — Colpix has announced that it is releasing the industry's biggest current vacuum; though boss nova is catching on, and the musical style, there's been no "official" dance step to go with it. As of now, there is.

The deal is between Colpix Records and Astaire Studios, which has 105 dance instruction records, and which is another deal like the Astaire studio's records in the Colpix's "Bossa Nova" collection. The deal is also the basis of the Astaire's Simp, and instructions for an "easy," dance nova dance created by John Monteleone of the Astaire line.

Colpix has already n the store location, Colpix is shipping new store displays to dealers featuring the new boss nova line. Colpix will also have a deal whereby album purchasers will have a boss nova lesson at an Astaire store.

Instructions from the Astaire store will also be available for purchased records and TV display shows to demonstrate the new dance.

Phil Lynott of Thin Lizzy Dies

NEW YORK — Ultravox Pictures is expected to complete the sale of its publishing arm to acquiring music, The Atlantic Records publishing firm. Progressive, one of the largest and most successful of the diskery-owned publishing companies, has understood to have a guarantee from BMI of over $50,000 per year.

Progressive Music contains a substantial portion of the song-catalog of some of the biggest sellers that are used by the song-publishing companies. It is estimated that the purchase price would be in the $1.50 to $2.50 per record range, that it might be over $1 million.

If Hill & Range, the Aberbach Bros. firm, buys the Progressive Music firm the second most important catalog purchase in the last few months. Only a short while ago, the Pastel Publishing Co., a company controlled by Paul Cohen's clutch of publishing firms which contained many country hits, was sold.
Because You Asked for It...Here It Is!

By Popular Demand, Columbia Records Has Taken Two Great Selections from

THE NEW CHRISTY MINSTRELS

Smash Hit Album (CL 1872/CS 8672') and Released Them as a Pop Single!

THE NEW CHRISTY MINSTRELS

Under the Direction of Randy Sparks

THIS LAND IS YOUR LAND

and DON'T CRY, SUZANNE

"THIS LAND IS YOUR LAND" c/w "DON'T CRY SUZANNE" — 4 42592

...AND WATCH THE EXCITEMENT THE NEW CHRISTY MINSTRELS STIR UP WITH WEEKLY APPEARANCES ON THE ANDY WILLIAMS TV SHOW, STARTING SEPTEMBER 27 ON NBC.
THE BIG NEW TITLE SONG
YOU'LL BE HEARING FOR A
LONG, LONG TIME TO COME

DARRYL F. ZANUCK'S

THE

LONGEST

DAY

4-42583

RECORDED BY MITCH MILLER ON COLUMBIA RECORDS

TITLE SONG
FROM DARRYL F. ZANUCK'S
"THE LONGEST DAY"
RELEASED BY 20TH CENTURY-FOX
WORDS AND MUSIC WRITTEN BY PAUL ANKA
PUBLISHED BY SPANKA MUSIC CORP.

Also available on Single 33
Re-Channeled for Sales!
(Electronically Re-Channeled for Stereo...)

Johnny Mathis
Johnny's Greatest Hits
CS 8634* / CL 1133

Levent Weisz
Rhapsody in Blue
*An American in Paris
CS 8641* / CL 700

Kismet
Percy Faith
From the Broadway Edition
CS 8642* / CL 550

The Great
Benny Goodman
CS 8643* / CL 820

The Dave Brubeck Quartet
Jazz
CS 8645* / CL 699

Ellington
At Newport
CS 8648* / CL 934

Mitch's Marches
Mitch Miller and His Orchestra
CS 8650* / CL 1102

Windjammer
CS 8651* / CL 1150

Tony's Greatest Hits
Tony Bennett
CS 8652* / CL 1229

Miles Davis
Round About Midnight
CS 8654* / CL 949

Stereo

A Superb Selection in Brilliant New Sound of the Biggest and Best LP Sellers From the Columbia Records Catalog
Disk Jockeys

There'll Never Be
A Dull Moment... with BILLBOARD MUSIC WEEK YOUR FINGERTIPS

Just mail your order request today
BILLBOARD MUSIC WEEK with Pat Patterson, Broadcast Consultant, 22, Ohio Please enter my subscription to BILLBOARD MUSIC WEEK for


New Weekly Issue of KBM gives you fresh, exciting, up-to-the-minute reading for your listening audience.

BE THE FIRST
To introduce tomorrow's hit tunes-Today!

Subscribe Now→

MULL RESULT OF HARTFORD PAY-TV SPEC

HARTFORD, Conn. — Before pay-TV appearances by top recording stars will give a noticeable boost to album and singles sales, things will have to happen: (1) There will have to be more advance co-operation between pay-TV programmers and record distributors to provide time to arrange local exploitation of pay-TV recordings in ads and (2) pay-TV itself will have to broaden its home base well beyond the "experimental" panels of a few hundred homes, which are a drop in the TV-bucket of any large TV network.

That's the opinion of record distributors and retailers in this New England center. In an interview with the Herald Tribune's Tony Torino recently, an industry spokesman said: "I don't think that's going to happen.

"HAPPY" FOR RICHARDS

NEW YORK—An extensive promotional campaign has been unleashed behind the release of the Englewood Cliffs, N. J. teen idol's latest album. "Wonders of Youth," is from the forthcoming motion picture of the same name, released through Paramount. The young British star is reported to have traveled to the States October 2 to participate in the film and disc push. The flip side of the record is also from the picture, "Oh, What a Feeling."

NARAS OFFICERS TO MEET IN N.Y.

NEW YORK—New York, Los Angeles and Chicago chapters of the National Academy of Recording Arts and Sciences (NARAS) will be represented at the annual officers and trustees meeting to be held at the Fairmont Hotel, N. Y., on Dec. 14.

On the agenda are discussions of voting and nominating procedures for the Grammy awards, a re-evaluation of the Grammy categories, voting for new officers will take place as well as discussions about future TV shows and plans for a Grammy awards public presentation. The meeting will also consider the merits of publishing national NARAS publication.

New on the Top LP's

[Continued from page 1]

MONO

88. FOLK MATINEE — "FOLK MATINEE," LMN 2549
97. THAT HAPPY FEELING — "THAT HAPPY FEELING," LMN 2550
112. PLANET IN PARADISE — "PLANET IN PARADISE," EMI LEP 2555
119. TWIST AND SHOUT — "TWIST AND SHOUT," LMN 2557
121. BY REQUEST — "BY REQUEST," LMN 2558
125. THE MUSIC OF BRAZIL — "THE MUSIC OF BRAZIL," LMN 2559
132. RINKY DINK — "RINKY DINK," LMN 2560
139. A TASTE OF HONEY — "A TASTE OF HONEY," LMN 2561
145. SO MUCH IN LOVE — "SO MUCH IN LOVE," LMN 2562

STEREO

321. BABY ELEPHANT WALK — "BABY ELEPHANT WALK," LMN 2567
397. 3 CONTINENTAL — "3 CONTINENTAL," LMN 2568
424. SAY CONCHI — "SAY CONCHI," LMN 2569
432. PIANO IN PARADISE — "PIANO IN PARADISE," LMN 2570
439. THAT HAPPY FEELING — "THAT HAPPY FEELING," LMN 2571
471. RAMIELLI'S ROSE — "RAMIELLI'S ROSE," LMN 2572
495. KALYN'S REEL — "KALYN'S REEL," LMN 2573
510. BILL YOUNG & His ORCHESTRA — "BILL YOUNG & His ORCHESTRA," LMN 2574

A Diamond Buys Whole Cortex Catalog

NEW YORK—Diamond Records has purchased all the rights to the catalog of 36 masters by Dave (Baby) Cortez. The catalog includes 12 previously unreleased masters, one of which is the legendary "The Happy Organ," "Cattin, and "The Happy Organ" is included on the company's new release of the album. The transaction of the artist's contract with the company includes the purchase of the contract of the artist's contract with "The Happy Organ," "Cattin, and "The Happy Organ." A Cortex album is in the works. It is expected that another material will be released on the label.

Canada Acadia in 2 Distribution Deals

TORONTO—Acadia Records, an affiliate of Frontier Music Publishing Company headed by Fred S. Spear, has struck contracts with London Records, Inc., New York; with W & G Records, Ltd., N.Y.; and with W & G Records, Ltd. N.Y.; and with Warner Bros. Records, Ltd., N.Y. The deal that is in the works with London Records is for the distribution of the label in that country and New Zealand.

Acadia, all country label, is currently riding high in Canada with such hits as "Somebody's Foolin'," by Kenny Briggs, and "The Long Long Road to Your Heart," by Silver and Roses, plus a long-play by Silvers. Canadian artists signed to exclusive deals in Canada include Silvers, Wally Dean, and The California Coast country duet team. In addition, Acadia represents several independent acts in U.S. Canada, B & W, and "Acadia Records product is distributed in Canada by London Records of Canada, Ltd.

Canadian Acadia in 2 Distribution Deals

TORONTO—Acadia Records, an affiliate of Frontier Music Publishing Company headed by Fred S. Spear, has struck contracts with London Records, Inc., New York; with W & G Records, Ltd., N.Y.; and with Warner Bros. Records, Ltd., N.Y. The deal that is in the works with London Records is for the distribution of the label in that country and New Zealand.

Acadia, all country label, is currently riding high in Canada with such hits as "Somebody's Foolin'," by Kenny Briggs, and "The Long Long Road to Your Heart," by Silver and Roses, plus a long-play by Silvers. Canadian artists signed to exclusive deals in Canada include Silvers, Wally Dean, and The California Coast country duet team. In addition, Acadia represents several independent acts in U.S. Canada, B & W, and "Acadia Records product is distributed in Canada by London Records of Canada, Ltd."
FALL SALES PROGRAM FROM AUDIO FIDELITY
PROGRAM ENDS OCTOBER 19, 1962

15% discount
- NEW RELEASES!
- ENTIRE CATALOG!

FAMOUS AUDIO FIDELITY CATALOG OF BEST-SELLING ARTISTS AND PERFORMANCES!

BAWDY SONGS • SOUND EFFECTS • JOHNNY PULEO • AL HIRT
• RAILROAD SOUNDS • PORT SAID • BRAVE BULLS • LOUIS ARMSTRONG • DUKES OF DIXIELAND • JO BASILE and many more!

Check these plus features of Audio Fidelity Records...HEAVY CONSUMER ADVERTISING! NO RECORD CLUB AFFILIATION! FREE CATALOGS AND DEALER MERCHANDISING AIDS!

CALL YOUR DISTRIBUTOR NOW!

AUDIO FIDELITY INC. 770 Eleventh Avenue, New York 19, N.Y.
YOU GET A LOT TO LIKE WITH LIBERTY VOLUME TWO

*1962 FALL PROGRAM

TERMS:
* 15% cash discount
* 100% exchange privilege

PROGRAM INCLUDES THE ENTIRE LIBERTY AND DOLTON CATALOG (CHIPMUNK PRODUCT EXCLUDED)

Bobby Vee’s Golden Greats
LRP-3245/LST-7245

What’s A Matter Baby
TIMI YURO LRP-3263/LST-7263

Love On The Rocks
JULIE LONDON LRP-3249/LST-7249

Going To The Ventures Dance Party!
BLP-2017/BST-8017

Golden Favorites Of Broadway
FRANK PARKER LRP-3252/LST-7252

The Alligator And Other Poems By Henry Gibson
LRP-3261/LST-7261

Ernie Freeman’s Soulful Sound Of Country Classics
LRP-3254/LST-7254

Buddy Knox’s Golden Hits
LRP-3251/LST-7251

The Carter Family Album
LRP-3230/LST-7230

www.americanradiohistory.com
The Honor Roll of Hits comprises the nation's top tunes according to Billboard Music Week's weekly nationwide surveys.

**RECORDINGS AVAILABLE**
(Best Selling Record Listed in Bold Face)


**NEW YORK**
The Chad Mitchell Trio uses six men at its performances throughout the summer. The trio is a regular member of the group plus two good side-tracks. A production number, which has taken over operation of U.A.'s Acast subsidiary, will be released. The band will concentrate on 15-21.

**BOSTON**
Billboard Music Week's weekly nationwide surveys.

**HOLLYWOOD PREMIERES**

JIMMY SMITH CHANGES BOOKING OFFICES...

Jazz organist Jimmy Smith has switched from Shaw Artists to Associated Booking Corporation. The Blue note artist made the move from the offices of Associated's Oscar Cohen and his personal manager Clarence Avant.

SILVERMAN MARKS PUBLICATIONS DIRECTOR...

Edward B. Marks Music has named Robert Silverman director of publications. Silverman has been with the company for three years, graduating from Cornell prior to that. He will have special emphasis on the development of young composers in his new post.

**LATE SPOTLIGHTS**

ALBUMS

**14 BILLBOARD MUSIC WEEK SEPTEMBER 29, 1962**

**MUSIC AS WRITTEN**

**ALLEY CAT**

**Best Fabric. Atce 148—Pinnicon Best Fabric has a name change, which carries on the theme of recognition. The album features the pianist in solid renditions of You Made Me Love You, "Delilah, "Catscratch Walk and the song was played on the popular TV series "Bandstand." The hits are played in their most bolting style and the album should receive wide acceptance among all pop record buyers.
IT'S CONNIE! IT'S A SMASH!

IT'S THE BIG NEW SINGLE FOR FALL!

CONNIE FRANCIS

I WAS SUCH A FOOL
(To Fall In Love With You)

b/w HE THINKS I STILL CARE

Shipping now in eye-catching four-color sleeve!

MGM's STARPOWER MEANS SALESPOWER!
ENCORE! ENCORE!

RICHARD CHAMBERLAIN
(TV's Dr. Kildare)

Follows His Smash First Best-Seller
With An Encore Single Headed For The Top!

RICHARD CHAMBERLAIN
TV's Dr. Kildare
LOVE ME TENDER
All I Do Is
Dream of You

Shipping now in eye-catching four-color sleeve!

MGM RECORDS

MGM's STARPOWER MEANS SALESPOWER!
Tonodisc Issues Command Albums

By RUBEN MACHADO

Command and Grand Award Records are being issued in Argenti-

a. Tonodisc. Tonodisc also announced the release of a number of

of artists, most notably for several years, in December.

Famous has taken charge of the release of the new Tonal and

logs, publishing the first records by Jack Hamer and the Trio Los

Carnes. CBS will issue "Along With Mitch" LP's in Ocoto-

.

Producers Fernando is push-

a publicity campaign to appeal

Claschy Checker's arrival in Buenos

Aires. He will perform on Ocoto-

ber 3, 4, 5 and 6, introducing

among the West Coast radio sta-

as是在 new way. They are issuing

"Dona de la Señora" and "Paco

in Spanish under the title of

Menas y zapatos al ritmo de

a.

Fornetia, in the character of

publish "El Cigaro-

is to be known as the world asking for the

aim and philosophy of the

Executive Moves

Two prominent executives are

leaving the company. John

Conquers, the president of the

Radio Corporation of America in

A.., who held for many years

he is returning to the United

States. Mr. Mac, general man-

ager of Odeon (EMI), is also leav-

ing for a position at a new

Company.

Contract Talks

Producers Fernando, which in-

series of productions for United

States. EMI, has signed a

contract with the Tonodisc

Records from Denmark.

of the major record labels.

will not make agreements in the

future with artists from the US.

are reported. The contract is

negotiated by Neil Sedaka, Richard

Anthony, Denver, Andy Williams,

and some of the last artists to appear here for some

years. The year in question is that

almost 100 artists and groups that is why promoters are concentrating on

acts from Latin America.

The usual Artists, Trio Irakotian,

Cardoso and Evangelina Eli-

.

ARGENTINA

Tonodisc Issues Command Albums

Kraus to Star In Strauss Pic

By FRED ZILLER

Moliere 1 Viaena 4

Austrian-German teen-age idol Peter Kraus has been signed by

Walt Disney to play the role of

Josef Strauss in Disney's newest movie, "The Sound of the

 Strauss. Contracts were signed after Disney had visited

10 of the Strauss' films at the Rosenhogen Studio.

The Austrian government gave

Dienst des "Great Austrian Media

for" of the movie's prestigious

story, Liptzanizer and now the

J. Strauss, story.

Gas Bucky are shooting the first

scenes on their newest musical pic "Das hab einen Morderm gerec" (That's What the Girls Want) and

are for the first time in one film singing hit songs especially written by Werner

Seefried and Erich Peter Pete.

The psycho musical comedy "Casanova" (With Deco) form its

vivaילדים авторитет Beatrix Forelli has been picked for a Holly-

wood film under the same iden-

AUSTRIA

Sid Parke Talks To Aussie Trade

By GEORGE HILDER

19 Todman Ave, Kempton

Sydney, N.S.W.

Sidmore Parsons of Dominion

Music, New York, and a director

of EMI in America, is home for a

luncheon meeting for the

British association in Sydney.

in an auto crash, have reformed the

Parke, formerly of another re-

cord company. The new western music continues
to grow stronger each week, all record companies have
gained from this trend, "Bob Whyte of RCA re-

amed. Bob Whyte of RCA re-

amed. Small groups are the future, two album for release September

Madam" Rodgers' "Country

Music Hits By Country Music's

Stars" as well as singles by Hank

Philips, and EMI are using

Richard Latherin Cadence on

the London label, "It Keeps RICH AMERICA and

Crocet hit the market with "Meet

The Man with the Mandolin"

and "The Sound of Johnny Cash.

Melbourne district WGR Rec-

orded strong sales in the lan-

d of Victoria and Tasmania with a cover version of "Wolverine

Mountain," which has not been issued. Most of the old albums are

still selling well and still selling well.

recordings with RCA Victor and Vee Jay Records.

In the show, one of the new-arrivals on that will be included. This will be the

first step to acquaint Polish audi-

ners with new releases.

from the Blue Note, the most fa-

mous jazz club in Paris, has been

invited "Monsieur Drey, Pierre Michelot, Ken

Clarke, Richard Davis, Norman Hallaway, vocalical. As manager of

the group and owner of Blue Note Records, he will be in Paris then.

It is possible that Sonny Rol-

stenwill come also.

From Sweden Eje Thelin Quin-

tet will appear; from Hungary At-

tila Zuber, from Poland Ralph Ruhl, and from Denmark

Michael Hjulmand. Right now the or-

ganizers of the Festival are

working with Willard Alexander to have other American artists


to appear at the Festival. The organizers of the Festival

the Polish Jazz Federation, Jazz Monthly Magazine, National Phil-

harmony, Polish Students Association, and Paganitnegation. As usual,

the highlights of the Festival will

be recorded by Polska Nagrania Horyzont, 1963, lastest jazz

releases of some American labels will be performed and some

special concert in Poland. Up-

to now the following label will

be attending: Concord Note, Columbia, Contemporary, Atlantic Jazz, Fantasia, Mercury, Pacific. It is a true festival of

jazz and will be a great success.

A total of 103 million albums have

been sold in the past six months, com-

ing from the United States in the same period of 1961, representing an

increase of 26 per cent.

after spending four days in Sydney, Parsons stated that he was surprised to find that in the record industry here that certain artists, such as "Loco-Mo" were made especially for the

market. He said "I will be playing whatever the record-buying public wants and I think that's what the market demands and I think that's what the public wants and I think that's what the market demands and I think that's what the public wants and I think that's what the market demands and I think that's what the public wants and I think that's what the market demands and I think that's what the public wants and I think that's what the public wants.

Australia, and in New York,

director of Capitol, has

given talks in the Columbia studio.

The first number will be in

1963, but the second number

will be receiving considerable

play. The American distribu-

try in Italy, that the record deal is still going well with interesting results coming from Australia's two Europian emigants, Myers and David Jones Stores. For the first time they are side by side and as each of the artists have taken a

famous step in their careers and

chasing patters the outcome in

record sales as well as all other

sales will be closely watched. Mr. Ray

Atkinson of Festival Records has

received word from David

Lynne of Festival Records, that

WAXA, Molle, that the star-

ting cast of "The Age of Amour"

compositions "Southern Rora" and "June in June" is regular pro-

module that he will be used to

"The Grace Bell record-

with Granada." We are informed by "The Group" contest in the near future

Jim Sutton, ARC's general

sales manager, returned from a

full week in Melbourne and reports that the steady demand

which is the strongest trend evident in Sydney, Melbourne retailers generally are a lot more

successes in Sydney, the upward swing through to Christmas.

Non-Stopay is pushing the Gas Sisters version of "Help Me, My

sisters into stores in the States on the Palette label. The
disk will be a hot one this years and will be a promotional deal in Australia.

The Deltones, vocal group singing on the "The Sound of London" label, have just turned to the States September 8.

LONDON—The British disk in-

dustry has seen a turnover of

130.7 per cent of the total

turnover of the industry over

the past year due to the fact

that in the last six months, June, which sparked the interest of the trade, has seen improved

figures reflected both in the

American and British areas. According to statistics issued by the Board of Trade and the British Industry, 1961, lastest jazz

Jazz Group, 'Lady' Big Hits in Rio

By MAURICIO QUADRO

Rio de Janeiro

A huge success is scored with Sounds of the Jazz Quartet at the Tete-

tour of the Royal Festival Hall, London, the band was a seat was available hours before the

concert. This is the Brazilian edition of "My Fair Lady," according to the press release, with the

original Brazilian cast.

A contract has been signed of a new record on the Columbia label in New York.

The singers are stars of the Patti and Ellis Regina, with the release

Robertos Carlos already has his first single in twist rhythm, and "Fim de Ano" and "Peter de Rongestum of Columbia is now

so many.

Cuban Policeman is back in Brazil after a long South American tour.

He has already waxed a new al-

bum. "Bola Sete is in good

shape and may be playing the Extraordinary Bola Sete." It is one of the best guitar recordings ever made. The album is titled "The Piano of Tucan." The Cadet disk is issued by British Decca on London, EMI, where threeworlds and there are two versions from the Philips and the EMI."The Story of the two disk is a new one.

Trade Talk

Mike Collier, London Records "Englishman," now back in Britain, has

signed up with Wotan International and independent production with the five major British firms, Decca, Pye, Odeon, Philips and, and other.

The dominating chart position has been maintained all week ended this week. The first hit has been as many as hits. The week the December 1 group came back to secure the Christmas No. 1 position (from outside producers).
BRAND NEW from

PATSY CLINE

WHY CAN'T HE BE YOU
C/W HEARTACHES

31429
In Europe for the first time was Jerry Thomas, head of Liberty's international sales department. He had discussions with EMI and left for the Continent... Goddard Lieberson, head of CBS Records, passed through London after a visit to the Continent. In Cuneo, with George Marck's visit, Herbert Frank was in London for negotiations for the Victor-Rendler'sDigable album series... Bobby Vee was excited to be able to promote his new release, "Rain, Rain, Go Away," by recording a New York orchestra for Electra in Germany.

**On the Move**

Del Shannon arrived for his first tour and, unusually, was feted by a crowd attemping to scale the Hill and Range as representatives of the company's manager, Jack Markey. Markey is known for his tenacity and determination in dealing with British Decca, which is the U. S. label here on London's Charing Cross Road. The St. Louis-born singer/dancer returned after a brief trip to his native Missouri.

**HUNGARY**

Ferencisk Will Conduct in S.F.

By PAUL GONGY

Director 6, Budapest

János Ferenciské, general music director for the Hungarian State Opera House, left Budapest for San Francisco where he will conduct 10 performances of Verdi's "Aida" in mid-September and November. The Bay Area premiere of the U. S. Ferenciské will continue his work in the second half of November. S.F.'s forthcoming period for Ferenciské will be back in Budapest by the time he returns to the Bay Area in January.

**New York**

Publishing

Paul Siegel, on his recording radio TV disc, jockey and publisher producer (Telefunken-Deka) has chosen three Hungarian songs for presentation on his radio TV show. The three songs include "A Barcel Organ" by Zdenko Tabanyi, "Magyarnal voltai tekeztet" and "Mikor bevetett." He is also releasing "Ma Mirt" by Paul Gongy, on his latest songs publishing rights for this song. GIA and Austria have been acquired by Hi-Fi Publications, Ltd. for this song and the rights for the British Commonwealth, U.S.A. and Canada. Siegal is also releasing "Ma Mirt" for the Hungarian background music catalogue.

**Fusion of Arts**

A new festival in Alasio was presented. First a group of poets were brought to the stage to set to music. Four winners, "Cure Me, Lord," "I Don't Want to Die," "I Don't Need," and "I Don't Love." They were brought on stage by a scene and each was asked to write a test for a canvas. When the readings were over, terrible had used "Torment."

**HOLLAND**

Disk Firm Opens New Building

By HEMMY J. S. WAPPERS

Editor Phonemews

Amsterdam 21, Amsfoort

In the industrial zone of Amsfoort is a new factory which produces the RCA, Elia, President and Simon labels, besides the Dutch labels, A'S and V. Amsterdam.

Many representatives from all over the world were in Holland to congratulate M. Brandsteder, president of the Intercord firm, and his company.

Among is now Dutch representative for Intercord in Wimbledon, Cameso and Colpix labels.

A few weeks ago, there have been about 30 hits in the American 'Hot Hundred,' and they are doing extremely well in Holland.

**ITALY**

La Vanoni for Singers' Union

By SAMT. STEINMAN

PIAZZA S. AMELIANO, 1

Rome, Italy

The Voice of Music, RCA-
SIA—Italian Society of Actors— is organizing a benefit for the Italian Opera and Ballet with the Italian Symphony Orchestra conducted by Professor Carlo Stock with Angela Polzelli, Tommaso Trevisani, Gianni Panfili and other opera stars.

At home is a woman who has been singing here for nearly a year and has been given a great deal of attention. A week ago she gave a recital in Rome. She is one of the most popular Italian opera singers and is now singing her fourth concert tour. In one of her songs, "Non, niente..." Nini Victor is releasing the record in LP's taped by him in October.

**RETAIL**

In the new store of the American Music Dealers' Association in Tokyo and local section of the Fuji radio TV station, the Vocaloid will be released at some important new records released on the "Eva" and "J" show.

The committee of this show has been threatened with a suit for infringement of copyright, according to 15 top names have aided her and started the ball rolling for the "Red," which is quite exceptional in our small territory. The various Dutch versions sell extremely well.

Bovenia L.C. Distributing the Imperial label took profit from it and launched "Sherry Season." On September 12-14 Bovenia in Holland received the participants of the annual Warner Bros. convention, which was presided over by Mike Mainland and Bobby Weiss. There were many guests from England, France, Finland, Sweden, France, Germany, Italy, Holland, Columbia, Philips, and French Columbia, which is represented here by the president GEBBIE. Also present were members of the Dutch National recording committee, including "Ruzicka," "Tony," "Vivian," "Chick," "Rose," "Arthur," and "Vivian." As the annual conference of the International Federation of Phonographic Organizations, there was a special invitation for the release of the CBS label. The music and publishers' whiskey were switched onto this logo.

**NEW ZEALAND**

Chuck Fowler Arrives Home

By FRED GEBBIE

Box City, Auckland, NZ.

The New Zealand radio director, Chuck Fowler, who is also musical director for Philips Records, arrived back from the recording of some minutes at the Auckland Studio and is set back to go again for the Indian music film festival. He is trying to launch the trad cazes here by way of his own label, Reel-Test and Trad nights with give-away, etc.

**Norway**

No Distrib Move in Philips, DGG Tie

By ERIK PETERSON

Verdens Gang, Oslo

The close links that now tie Philip's in Norway with four business affiliations in the two companies that now represent the Philips and A'S Pro. In Italy,风湿, Philips is buying 50 percent of the DiGa and vice versa. This is collecting all for Philips and A'S Philips and A'S Pro. In Norway, having their own labs, artists and distributors organizations with Philips. For the only thing is, says Sverre Dahlen of Pro that "we may...", recording records with Norwegian artists as well as the Philips pressing capacity.

Norsk Philips has finished a new factory for recording records in one and a half million records a year. The press plant, a casting and a galvanizer's plant.

**Netherlands**

An important part of Label Norway's youngest diskety, 'Viktor,' 1, will be distributing the American label Big Top on their own disc. Among the artist now singing for Viking in Norway are: Theodsen Grande and the Hurricanes, Marle and the Mates. It is likely that the label "In Profile" will be issued by Viking Music in Norway, as the label's owner, Bella Rotteid, has an agreement with the German company, Telefunken. Telefunken is for the "Hawaiian Voice," which was issued on Telefunken, and at present the Rotteid has a separate agreement (Continued on page 32)
KING SINGS!
From a fabulous album of country classics comes a matched pair of fabulous vocals—sure to be one of the stand-out (and sell-out) singles of 1962! #4841

Beautiful Brown Eyes
Your Cheatin' Heart

KING CURTIS
<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
<th>Format</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RHAPSODY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>THE THINGS WE DID LAST SUMMER</strong></td>
<td>Shelley Fabares</td>
<td>Colpix CP 431 (M); SCP 431 (S)</td>
<td>78 rpm, 30 cm</td>
<td>The delightful 18-year-old star of the Donna Reed TV show has another single hit on her hands in &quot;The Things We Did Last Summer,&quot; which becomes both the title tune and the idea behind this set. Taking the cue, Miss Fabares does her own versions of a flock of the hits from the recently concluded summer of 1962, and most interpretations they are. For you fans, will find &quot;Loco-Motion&quot; (Keep Right on A-Hurtin), &quot;Roses Are Red,&quot; &quot;Sealed With a Kiss&quot; and &quot;Breaking Up Is Hard to Do,&quot; all included. Winning wax for the label.</td>
</tr>
<tr>
<td><strong>ALL THE WORLD IS TWISTIN'</strong></td>
<td>Joey Dee and His Starlites</td>
<td>Roulette R 25717</td>
<td>78 rpm, 30 cm</td>
<td>Another hit for the beat-queen Louise man and his rip-roaring little band. The cover theme of four girls in costumes identified with widely different parts of the world, gives the album title and &quot;Twistin' Time,&quot; a selection of the best. For good measure, in addition to the basic Twistin' Time theme, three Twisters throw in. Twisters include such as &quot;Goin' Back to My Home Town,&quot; &quot;Let's Have a Party&quot; and &quot;All the World Is Twisting.&quot;</td>
</tr>
<tr>
<td><strong>RAPHSODY IN RHYTHM</strong></td>
<td>Ray Conniff, His Ork and Chorus</td>
<td>Columbia CL 1878 (M); CS 8678 (S)</td>
<td>78 rpm, 30 cm</td>
<td>Freshness and originality always have been the charge of the Conniff boys and chorus. But in his new LP he has excelled even his previous efforts. Orchestration, use of wordless male and female quartets, intelligent and musically tasteful use of stereo, all characteristic...</td>
</tr>
<tr>
<td><strong>WARM AND WILLING</strong></td>
<td>Andy Williams</td>
<td>Columbia CL 1879 (M); CS 8679 (S)</td>
<td>78 rpm, 30 cm</td>
<td>This is one of the best albums Williams has done on his new label. He shows off his warm style quite as much as &quot;The Touch of Your Lips,&quot; &quot;More Than You Know,&quot; and &quot;See Your Face Before Me.&quot; If I Ever Would Lose Her and &quot;The Way You Look Tonight&quot; and &quot;Stranger on the Shore&quot; helped by the tender orchestral backing of the Bob Mersey crew. A warm turn in strong reading of each song. The album should enjoy steady sales.</td>
</tr>
<tr>
<td><strong>ENOCH LIGHT AND HIS ORK AT CARNegie HALL</strong></td>
<td>Pulp Light and His Ork</td>
<td>Columbia CL 1864 (M); CS 8664 (S)</td>
<td>78 rpm, 30 cm</td>
<td>Another generous helping of Mitch's magic. The title is different (you have to have a new title for each album) but the familiar pattern of good old-time songs, sung in the rich style of the Miller chorus, double fold packaging and complete lyrics accompanying the disk on the inside, is all the same. This sampling includes such items as &quot;Don't Bring Lulu,&quot; &quot;You Oughta Be in Pictures,&quot; &quot;About a Quarter to Nine&quot; and &quot;The Streets of New York.&quot;</td>
</tr>
<tr>
<td><strong>SILVER THREADS AND GOLDEN NEEDLES</strong></td>
<td>Mitch Miller and the Gang</td>
<td>Columbia CL 1866 (M); CS 8666 (S)</td>
<td>78 rpm, 30 cm</td>
<td>In addition to all the items, included. &quot;Gotta Wear Your Soda.&quot;</td>
</tr>
</tbody>
</table>
| **THE BELMONT'S CARNIVAL OF HITS** | Sabina SADL 5001                             | Columbia CL 1865        | 78 rpm, 30 cm   | All of the hits of the Belmonts are here, including "I've Gotta Be in New York," "Don't Get Around Much Anymore," "Hombre," "I'm Coming," and "Come On, That's My Baby." The album is a potpourri with a fine blend, good harmony and a solid feel. 
| **DAMN THE DEFIANT**             | Sound Track                                 | Colpix SCP 511 (S); SCP 511 (S) | 78 rpm, 30 cm   | Charles Parker's score which nicely captures the grandly heroic feeling of the Columbia Pictures feature, unlike most movie music, it can stand on its own with buyers who like to hear a flowing, cohesive score which tells a:"story" something of the exciting atmosphere of "1812 Overture." Recording is big and stereo work are truly excellent, and the sound is good on big equipment, good on a medium. |
| **CALL OF THE WILD**             | Frankie Laine                              | Columbia CL 1829 (M); CS 8629 (S) | 78 rpm, 30 cm   | Frankie has another red-blooded, outdoor story here. The tunes, like those in his last three movie-makers, have that swashbuckling sound, but the accent is not decided Western in the Columbia albums. Frankie is featured against large ork and chorus throughout in such notable numbers as "North to Alaska," "Tumbling Tumbleweed," "The Way." (Continued on page 45)
CONNIE FRANCIS
HE THINKS I STILL CARE (Gladd, BMI) (2:17) - This was a huge hit for Connie Francis in 1967, reaching #1 on the Billboard chart.

THE RHYDL
FRANCIS WAS MEADOW (New Christy, BMI) (2:41) - This song was a hit for The Rhydls in 1965.

PATTY CLINE
WHY CAN'T HE BE YOU (Pamper, BMI) (2:21) - A country classic, Patty Cline's version was released in 1957 and became a hit.

THE LETTERMEN
AGAIN (Robbins, ASCAP) (2:10) - "A Tree in the Meadow" became a hit for the Lettermen in 1965.

BOBBY RYDELL
THE CHA-CHA-CHA (Palomb-Kalmann, ASCAP) (2:20) - Rydell's hit song "We've Gotta Have a Roof" was released in 1965.

SI ZENTNER ORK
DESAFINDO (Bendig, BMI) (2:28) - This song was a hit for the Si Zentner Ork in 1966.

CARLA THOMAS
BRING IT ON HOME TO YOU (Kapp, BMI) (3:09) - Carla Thomas scored a hit with "Walking the Dog" in 1966.

DRIFTERS
UP ON THE ROOF (Alden, BMI) (2:34) - This song was a hit for the Drifters in 1965.

GEORGE CHAKIRIS
MAMA SCHUMER, ASCAP (2:49) - "Once Upon a Time" was a hit for George Chakiris in 1963.

NEW CHRISTY MINSTRELS
DON'T CALL ME PAM (New Christy, BMI) (2:41) - The New Christy Minstrels' version of this song was released in 1965.

MATTHEW REED
FADED ROSES (Robbins, ASCAP) (2:19) - Matthew Reed's hit was released in 1965.

JUDY THOMAS
NEVER SAY DEVLW WOMAN (Marty's Music, BMI) (2:49) - Marty's hit song "This Land Is Your Land" was released in 1965.

RODGE MARTIN
I'M STANDING BY (Painted Desert, BMI) (2:45) - This song was a hit for Rodge Martin in 1964.

DAVE (BARRY AND FRIENDS)
FIDDLE STICKS (Arc, BMI) (2:38) - "Happy Weekend" became a hit for Dave Barry and Friends in 1964.

RICHARD CHARLESBERN
LOVE ME TENDER (Eulis Presley, BMI) (2:25) - Elvis Presley's hit song "Love Me Tender" was released in 1964.

MARGIE SINGLETON AND GEORGE JONES
I WANT TO BE WHERE YOU'RE CONNA BE (Gladd, BMI) (4:09) - This song was released by Margie Singleton and George Jones in 1963.

4 NOTEWORTHY BEST SELLERS FROM EPIC!

Mr. Loney
Buddy Greco
MGM 13096

Chills
Tony Orlando (from Irving Berlin's Mr. President!)
Ralph Burns and his Orchestra

Song for Belty Dancer
Rain, Rain, Go Away
Mercury 72634

**STRONG SALES POTENTIAL**

ANTHONY FRIEDKIN

Where Can I Go - Old Town (2:22) - Marty Robbins' hit song was released in 1964.

LARRY COLLINS

Where Monster Don't Cough (2:22) - A cover of Marty Robbins' hit song was released by Larry Collins in 1965.

LAWTON WILLIAMS

Carpenters (Grove 401) - This version of a traditional song was released by Lawton Williams in 1963.

Anniete

That Pecos River Man (Vista 60) - A version of a traditional song was released by Annie Te in 1964.

Billy St. James

I'm So Happy (Cato, ASCAP) (2:25) - A version of a traditional song was released by Billy St. James in 1964.

BILLY STORM

Four Love Is Here to Stay (MGM 13097) - A version of a traditional song was released by Billy Storm in 1963.

Judy Daniels

I Like to Have You Back Again (MGM 13096) - A version of a traditional song was released by Judy Daniels in 1963.
YOU CAN'T MISTAKE HIS EXCITING SOUND

A superb artist and a great showman. The applause still echoing from his recent series of successful "In Person" appearances is a vivid testimonial to his vast popular appeal.

Personal Management: Helen and John Noga
YOU CAN'T MISS WITH HIS EXCITING ALBUM OF BALLADS

COLUMBIA RECORDS

This is Johnny captured at his very best, once again singing the kind of songs that catapulted him right to the top. Don Costa's Orchestra provides the backing. This great new Mathis ballad album is destined to be a big one... so be ready! Contact your Columbia Distributor today.

COLUMBIA RECORDS
ADOPTING ADS PHONO UNITS

CHICAGO — Admiral Corp. has added three more phonographophones to the complete AM-Stereo line for the summer. Two are stereo units; the third is monaural.

The first new unit is available in a two-color combination, red and blue (Y400), and has a removable lid speaker which can be used as a primary unit for full separation. Prices are $79.50.

Second stereo unit features a tilt-down design. Eyehooks on the rear panel allow it to be tilted down 30° for easier cleaning. Hinged record changer tilted back to its playing position. Wing-type speakers can be placed up to 2 feet apart. The model Y4928 retails for $59.95.

Mercury Offers Glass Premium

CHICAGO — Mercury is offering consumers personalized etched glass containers with its albums. The deal is strictly between Mercury, and Mercury, and doesn't involve distributors.

More customers may obtain a set of four 12-inch monogrammed tumblers by mailing a Mercury endorsement album along with $1.20 to an authorized Mercury dealer.

The entire program is tied in with the label's fall theme — "Right with Mercury — Home" — and will be heavily advertised nationally.

Full-size ads are already scheduled in Esquire, The New Yorker, Business Week and Seventeen. Point of purchase aids in the form of bun- ner displays and advertisements are also being made available to dealers.

Teen Dances Help Store Promotion

FORT WORTH, Tex. — Mrs. Shirley Kerr, manager of Recco, Inc., record and sound-equipment dealership here, is using a highly spectacular type of promotion to sell a regular line of tape recorders and pre-recorded tapes.

She stages a teen-age dance every Friday.

In progress for several months, the tape-dance program is modeled after national television American Bandstand program, presenting a high-school combination of four pieces, which alternates with record played over a public address system, complete with dance bands, for an average of 150 teen-agers.

Weekly prizes consist of a record player, records and tape recorders.

Surveying the high school crowd of Recco, Inc., no more than the usual percentage of owners are found here who make music recording and playing their records with other people, according to this survey. They do not indicate that the above running applies for any period other than the previous month. But these brands that systems the board and putting them in actual use. The record changer is simply told that the store wants him to know everything possible about the usefulness of the changer.

Then the salesman points out that certain of the accessories are essential for best performance, stressing non-volatile cleaners for the recording and erase heads, the demagnetizers which insure against two voices superimposed on a tape and head demagnetizers which do away with fuzziness and "snow.

Pays Extra Spread

It hasn't been unusual for a customer who has just paid $250.50 for a new stereo unit to add another $23.75 worth of accessories to the purchase. (Continued on page 28)
NEIL SEDAKA’S BIG NEW SINGLE
“NEXT DOOR TO AN ANGEL”
#8086

NON-STOP TO THE VERY TOP!
AVAILABLE IN BEAUTIFUL 4-COLOR SLEEVE. ORDER NOW! ORDER BIG!

RCA VICTOR
The most trusted name in sound.

www.americanradiohistory.com
Archie Bleyer proudly presents
"a pint size bundle of talent"

BARRY
GORDON

Age: 13
Height: 4' 10"
Weight: 80 lbs.

singing his first Cadence single release

"YOU CAN'T LIE TO A LIAR"

(Cadence 1423)

currently on Broadway in the
comedy smash

"A THOUSAND CLOWNS"

starring
JASON ROBARDS, JR.

You may remember Barry singing
NUTTIN' FOR CHRISTMAS
in 1954

See Cadence's full page ad in this issue
for distributor listing

CADENCE RECORDS
119 West 57th Street / New York 19

Exclusive Management:
Directional Enterprises
200 West 57th Street
New York City

NEW DEALER PRODUCTS

Tartan Series Prices Cut

Tape dealers are being fin-
ished this special counter
merchandising informational
connection with Minnesota
Mining's Fall-summer campaign
daow tapes. The Tartan
series Scotch brand is being
offered at reduced prices and
customers can also buy at less
than half price the pictured
gold-plated, tape-aid unit.
The chart shown is also part
of the dealer-selling equipment
for the campaign.

Admiral's Tilt-Down Phono

The Admiral Corporation
has unveiled Model Y4928,
tilt-down, stereo portable
phono. The hinged record
changer picks down to playing
position when front-mounted
speaker doors are opened.
Speakers are also detachable
for further separation, up to
24 feet apart. Suggested list
price is $79.95. The stand-
pictured is optional, at extra
cost.

Elektra Rights To Musicapes

CHICAGO — Musicapes, Inc.
has acquired exclusive tape manu-
f acturing and selling rights to the
Elektra Records catalog. Elektra
specializes primarily in folk mate-
rrial. Five tapes will be released by
October 15 featuring Elektra mate-
rials: "A Harvest of Israeli Folk
Songs," Theodore Bikel; "The Best
of Theodore Bikel"]; "The Original
Trinidad Steel Band"]; "The Limer-
itors," and "Balalaika" by Sasha
Polishchuk. Besides its own $3.95 tape
line and the Elektra repertoire

Accessories Help

- Continued from page 26

chase, particularly if he is buy-
ing on a time-payment plan, and
the accessory payments are
spread over from 12 to 36
months.

Along with the panel display
In the Tape Center there is a
large counter case at the front
of the store which repeats the
display except, of course, that all
of the items here are packaged,
in cloth, wrapped in cello-
phane or in blister packets, and
have never been used.

NUTTIN' FOR CHRISTMAS
in 1954

Recco Meeting

- Continued from page 26

man, national sales chief of Elec-
tron-Yoke, was also present

Annual Event

The Recco four-day sales con-
sum has been seen by company offi-
cials as an annual event attended
by all regional managers. This
year's meetings, staged by Recco
President Harvey Laney and Cen-
tral Manager Jerry Smith, were at-
tended by Dave Wulfsohn, Eas-
er regional manager; Marjorie
Harr, Southern regional manager;
Mary Brewer, Southwest regional
manager; Shirley Blumenthal,
Western regional manager, and
Mary Gilmer, Midwest regional
and advertising chief of the firm.
Recco also carries full-time
photographic merchandising in its de-
partment. The absence of phone
manufacturers personnel at the
meeting was because the firm has
not made up its mind as to what
lines it will carry this year. It en-
ters new presentations from var-
ious manufacturers of phones before
committing itself for a full year's
sales effort.

ALBUM COVER OF THE WEEK

A TREASURY OF SPANISH & MEXI-
CAN FOLK SONG — Cynthia Gordon,
Elektra 7557. This striking cover
was designed by William S. Harper.
The cover is a printed paper com-
taining 18 folk songs by the best
Spanish and Mexican composers.
The brown paper is cut into shapes
of Mexican culture and is used
to make the Mexican coat of arms.
Background is Sepia of cowhide.

WILL THE REAL DAY ANSON PLEASE STAND UP? — Here are
Willy and Lee, Columbia FM 67. This event
is a variation of the song by Woody
Guthrie. The melody is in the style
of the TV show and has a "gospel-
like" feeling to it. The song has
been heard on the coasting black
rock and country stations.

Copyrighted material
ARCHIE BLEYER
proudly presents a new Cadence single from
IRVING BERLIN'S
great new musical comedy score of
MR. PRESIDENT
"I'M GONNA GET HIM"
(Cadence 1430)
featuring
VICKI BELMONTE
a bright new singing talent

CONTACT YOUR CADENCE DIST.:
* A. I. RECORD DIST., Oklahoma City, Okla. * ALPHA DIST. CO., New York, N. Y. * ASSOCIATED DISTS.,
Indianapolis, Ind. * MAINLINE-CLEVELAND INC., Cleveland, Ohio * BERTOS SALES CO., Charlotte, N. C. * BIG STATE DIST., Dallas, Texas
Cincinnati, Ohio * LIEBERMAN MUSIC CO., Minneapolis, Minn. * M. S. DIST., Chicago, Ill. * MANGOLD DIST. CO., Baltimore, Md. * METRO
DIST. CO., Buffalo, N. Y. * MELODY SALES CO., San Francisco, Calif. * MICROPHONE MUSIC INC., Honolulu, Hawaii * MIDWEST DIST.
SMITH INC., Albany, N. Y. * FENWY DIST. CO., Pittsburgh, Pa. * STAN'S RECORD SHOP, Shreveport, La. * SUNLAND FRONTIER,

Published by: Irving Berlin Music Corporation

CADENCE RECORDS
119 West 57th Street / New York 19
ARMADA MDMA IS

The American Record Merchants and Distributors Association is a trade organization dedicated to protecting and improving the status of distributors—and in a broad sense the total record-industry. A strong organization is particularly needed during the present period of changing marketing patterns and complex problems.

ITS GOALS

ARMADA's aims, specifically, are as follows:

1. Establish and maintain a workable standard of practice with the manufacturer.
2. Seek a livable plan of discount between distributor, rack jobber and one stop whereby all can prosper.
3. Establish an educational and mutual association among members and the existing retail catalog dealer in business, and thereby help perpetuate this industry.
4. Work out realistic quantity allocations of merchandise from manufacturer to distributor, thus minimizing the possibility of overstocking and unrealistic sales practices at the manufacturing and distribution levels.

WHO IS ELIGIBLE

Distributors are eligible for full membership with, of course, voting rights. Record manufacturers, pressing plants, suppliers, publishers, etc., obviously, are eligible as associate members. They have a voice in conventions and sessions, but no voting rights. The membership and participation of these groups is earnestly sought. All can add to the solution of problems in today's record business.

AMERICA'S FIRST FORCE IN DISTRIBUTION

663 Fifth Avenue, New York, New York
Please send me details on membership in ARMADA

Name
Street Address
City, State

Novelty
THE BIG LOSER (AND FRIENDS)
SAVE ME A KISS AT YOUR WEDDING (NASHVILLE, ASCAP) — (1:54) — Here are two wild sides by the lad and his buddy that take on current vogue of sad weepers (with much wailing) that should have wide novelty appeal. The second side is also in a goofy fashion of the type that one features a cat showing off his chickens only to have them put him down. Side is a hilarious one. Both or either novelties could go here.

JAZZ
CHARLIE BYRD AND HIS BOSSA NOVA MUSIC
THE DUCK (O PATO) (Fernanda International, ASCAP) — (2:30) — Here is a lovely version of this current U.S. bossa nova movement, along with Stan Getz. Here, Byrd is featured alone on guitar and a tasteful cutting in is made into a top cut. This one features a cat showing off his chickens only to have them put him down. Side is a hilarious one. Both or either novelties could go here.

SPECIAL MERIT SINGLES

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

** Continued from page 23 **

** Roger Miller **

THE COUNTRY ON THE TURNPIKE (Tree, BMI) (1:54)—This country tune on the turnpike is a bright and witty record written by himself. It's on the uptown side, well-chanted, and featuring clever wordplay at the end of the phrase. Suitable effect. Flip is "Hey Little Star" (Tree, BMI) (2:20) — RCA Victor 8991

** Above All Others **—The flip side of the one above is a beautiful record by a group called the Mums. (United, BMI) (2:58)

** Elmer Bernstein **

THE BIRD MAN—CHESTER 100—Hank's very interesting version of a lovely theme written by Bernstein. The theme features piano work against a bed of strings and chorus with pretty flute work spread out over the side. It's from the theme of the picture "Rebel of阿拉巴马." (United Artists, ASCAP) (2:20)

** The Theme from Two in a Room **—The melody here is handled with distinction by the orchestra. It's a beautiful tune with a very strong string feature. (MGM, ASCAP) (2:17)

** Dorothy Baker **

I'm the Girl from Weymouth — firefighters will find this an appealing sound side. The tune is a cleverly written and constructed piece with a good solid side. Tone is done in a fine way with typical country-western backing. Answer song was a hit for Son Am. (MGM, ASCAP) (2:05)

** The Five Seasons **— (Univocal, BMI) (2:19)

** Vic Dana **

I've Got One Sandwich — This is a very good side for Vic. (Columbia, BMI) (2:19) — RCA Victor 9058

** Rudy Vallee **

Dinner Date — (Liberty, BMI) (2:20)

** Dean Jones **

Ynez Chapman's Don't Go-LIBERTY 5528.—A dramatic ballad here has a very good background with a strong chorus and strings. The man takes care in getting the story out. (American, BMI) (2:43)

** What Do I Do With My Tattoo Of Love **— (RCA Victor, BMI) (2:36)

** Cannonball Adderley **

Here's a welcome new ditty from Cannonball, who is heard at the recording. (RCA Victor, BMI) (2:36)

** Blue Grass Grooves **— (Craftsman, BMI) (2:54)

** David Stone **

The Alley Cat Song—RIVERSIDE 109.—Here is a welcome new ditty from Cannonball, who is heard at the recording. (RCA Victor, BMI) (2:36)

** The Mouse Was Yellow **— (Columbia, BMI) (2:54)

** Continued from page 23 **
a new single with 2 great demand sides

"Further More"

and

"Saturday Night at the Movies"

(72039)

by

ray stevens

that wonderfully inventive, sensationally funny musical humorist

from the
big selling
Ray Stevens
LP called
1,837 seconds of HUMOR

Mercury Record Corporation
20 East Wacker Drive
Chicago 1, Illinois
MR. R. L. BRIGHT, General Manager
Radio Station WRMF, Titusville, Florida
is a
pleased programmer

"I would like to express my feelings about RSI. It began at a time of upset
in the broadcast field, and was the one solid arrangement for recordings for
many of us to turn to.

"After the situation on acceptance of free recordings had settled down once
more, we at WRMF kept RSI, because it still filled the need of getting all
the popular recordings. We are one of your charter subscribers, and expect
to continue our participation in your service."

Thank you, Mr. Bright. While more than 700 radio stations utilize RSI
services, there are still many who probably have programming problems with
which RSI can help. This message is directed to them.

(Continued on page 34)
THE BOSSA NOVA JAZZ OF AMERICA IS ON VERVE!

NEW! THE FIRST VOCAL VERSION OF DESAFINADO IS ON VERVE!

FIRST! THE HIT INSTRUMENTAL VERSION OF DESAFINADO—FIRST SINGLE TO BREAK BOSSA NOVA ON THE CHARTS IS ON VERVE!

BIGGEST! THE ALBUM THAT STARTED IT ALL! NOW ON THE CHARTS! FIRST BOSSA NOVA ALBUM CONTAINS THE EXTENDED VERSION OF DESAFINADO!

THE JAZZ OF AMERICA—ALL THE AMERICAS—IS ON VERVE
HOW TO MULTIPLY YOUR SALES OF CHILDREN'S RECORDS THIS CHRISTMAS

A Special Feature Supported by a Complete List of Children's Record Labels With Details of ALL NEW 1962 RELEASES

WATCH FOR IT IN OCTOBER 13

BILLBOARD MUSIC WEEK
New Dimensions in Music for Public Entertainment

TOTALLY NEW! SEEBURG

IN THIS ONE COMPACT UNIT, less than 16 inches high and 6⅛ inches deep, the new Seeburg Stereo Consolette combines REMOTE SELECTION of any album or single on the new Seeburg LP Console. TWO STEREO SPEAKERS with full channel separation and 3-level pushbutton volume control...REMOTE COIN TOTALIZING, with all accepted coins automatically regis-
STEREO CONSOLETTE

The remote selector and speaker unit that's actually a miniature stereo phonograph!

For the first time, the PERSONALIZED Stereo Consolette unites remote selection and remote stereo sound in one play-inviting unit.

Sealed Totalizer circuits protected by tamperproof seals.) Ten miniature color sleeves of ALBUMS OF THE MONTH are displayed.

The Seeburg Sales Corporation, Chicago 22
DON'T CRY, MR. BEETHOVEN...

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

Radio Stations, Record Dealers, Libraries and Educators are enthusiastic about the new long-playing record "Pronouncing the Classics." It takes the guesswork out of mispronouncing the names of classical composers, compositions and recording artists. It's New! It's Available Now!

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

12" LP with recorded pronunciations of the names of 1000 composers and their most well-known compositions, and the names of 200 prominent classical performing artists. Narration by T. A. McEwen, Classical Division of London Records. Preparation of material by John Coveney, Angel Records. List $4.95

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

For trade prices contact Miss Caroline Collett, General Manager

RECORD SOURCE INTERNATIONAL
1564 Broadway, New York 36, N. Y.
STEP OVER THE THRESHOLD
into a new world of sound
THE WORLD OF VISUAL SOUND

You will hear sound that is so emotionally overpowering, so searingly penetrating and intense that it plunges you into an overwhelming musical panorama... a panorama of such awesome vividness that you not only hear it and feel it but you even seem to see it.

This is Enoch Light's fantastic new adventure in musical excitement...

... combining the latest astounding advances in the use of STEREO 35/MM magnetic film recording...

... with the most brilliantly imaginative, sound-tailored arrangements ever created...

... and the gloriously singing melodies of the great genius of American popular music Irving Berlin.

Hearing these tremendously dynamic performances is an emotional experience that your customers will never forget.

SELECTIONS INCLUDE:
CHEEK TO CHEEK • BLUE SKIES • OH, HOW I HATE TO GET UP IN THE MORNING • THIS IS THE ARMY, MR. JONES • ALEXANDER'S RAG-TIME BAND • REMEMBER • I'VE GOT MY LOVE TO KEEP ME WARM • THERE'S NO BUSINESS LIKE SHOW BUSINESS • ALWAYS • TOP HAT, WHITE TIE AND TAILS • A PRETTY GIRL IS LIKE A MELODY • SAY IT ISN'T SO • HOW DEEP IS THE OCEAN

AVAILABLE IN STEREO, MONOAURAL, AND 4-TRACK TAPES.

COMMAND DEAL!
One FREE Record with every 6 you purchase. Minimum qualifying order, 60 assorted records.
See your Command Distributor now.

World leader in recorded sound
**STEREO FM SHOWN EYE RECORD STUDIOS AS BASE**

Audio Authority Stephen Temmer Terms
Radio Production Facilities '2d Rate'

By CHARLES SINCLAIR

NEW YORK—Now that FM radio is entering an era of network stereoradiating (see BMV September 22), a new radio headset is making itself apparent. Executives exploring the possibilities of stereo-activated radio production are finding that broadcast studios are generally ill-equipped to be the radio production bases for what may become a growing stream of new stereo music programs and biname radio stereo showcases.

In fact, even the largest FM stations play a distinct second fiddle to the stereo facilities of the majors and larger independents in the recording industry, particularly in New York and Los Angeles. Recording studios, whose top engineers experimented with stereo tape as far back as 1952, and who benefitted from two-channel recording of all types of music and drama, have a real edge in both equipment and personnel.

EXECUTIVES feel that broadcast studios generally ill-equipped to be the radio production bases for what may become a growing stream of new stereo music programs and biname radio stereo showcases.

In fact, even the largest FM stations play a distinct second fiddle to the stereo facilities of the majors and larger independents in the recording industry, particularly in New York and Los Angeles. Recording studios, whose top engineers experimented with stereo tape as far back as 1952, and who benefitted from two-channel recording of all types of music and drama, have a real edge in both equipment and personnel.

EXECUTIVES feel that broadcast studios generally ill-equipped to be the radio production bases for what may become a growing stream of new stereo music programs and biname radio stereo showcases.

In fact, even the largest FM stations play a distinct second fiddle to the stereo facilities of the majors and larger independents in the recording industry, particularly in New York and Los Angeles. Recording studios, whose top engineers experimented with stereo tape as far back as 1952, and who benefitted from two-channel recording of all types of music and drama, have a real edge in both equipment and personnel.

EXECUTIVES feel that broadcast studios generally ill-equipped to be the radio production bases for what may become a growing stream of new stereo music programs and biname radio stereo showcases.

In fact, even the largest FM stations play a distinct second fiddle to the stereo facilities of the majors and larger independents in the recording industry, particularly in New York and Los Angeles. Recording studios, whose top engineers experimented with stereo tape as far back as 1952, and who benefitted from two-channel recording of all types of music and drama, have a real edge in both equipment and personnel.

EXECUTIVES feel that broadcast studios generally ill-equipped to be the radio production bases for what may become a growing stream of new stereo music programs and biname radio stereo showcases.

In fact, even the largest FM stations play a distinct second fiddle to the stereo facilities of the majors and larger independents in the recording industry, particularly in New York and Los Angeles. Recording studios, whose top engineers experimented with stereo tape as far back as 1952, and who benefitted from two-channel recording of all types of music and drama, have a real edge in both equipment and personnel.

EXECUTIVES feel that broadcast studios generally ill-equipped to be the radio production bases for what may become a growing stream of new stereo music programs and biname radio stereo showcases.

In fact, even the largest FM stations play a distinct second fiddle to the stereo facilities of the majors and larger independents in the recording industry, particularly in New York and Los Angeles. Recording studios, whose top engineers experimented with stereo tape as far back as 1952, and who benefitted from two-channel recording of all types of music and drama, have a real edge in both equipment and personnel.
FOUR BIG NEW ALBUMS BECOME PART OF...

AMERICA'S BIGGEST CHRISTMAS VALUE

ON RCA CAMDEN
THE BIGGEST "SOUND" VALUE AT ANY PRICE

*Available in Mono/aural Hi-Fi only
NEW POSTS

Kenneth L. Draper has been named program manager of Wisteria- houseowned KYW, Cleveland, replacing Eugene M. Plumstead. A former announcer, Draper was most recently program manager of KEX, Portland, Ore. . . . Volney Lamb Jr. has resumed his job as program director of WIRL, Poconos, afer a 10-month duty hitch in the Army. He's also handling adm. and sales.

Murray Burnett, former pro-ducer-writer for the Mike Wal- lace "People Today" series, has joined the staff of WINS, New York, as pro-ducer of "Program Plus." A one-time movie script writer, he scripted "Casablanca." . . . Herman Maxwell, former sales direc-tor of WNBC, New York, has been named sales manager of WTM, New York, the only 24-hour-a-day FM stereo station.

Wally Jolly has been appointed program director and production manager of WTAQ, La Grange, Ill. The daytime exofficio was recently granted a license to increase power to 1,500 watts. . . . Edwin M. Fishkin, president named an account executive of QXR Net-work with headquarters in New York. He was formerly radio sales manager of Crosby Broadcasting Corporation. In addition, Mr. Torrence has been appointed a radio sales executive for WITC, La Grange, N.Y.

Joseph B. Somerstein has been elected a vice-president of Cap-tal Cities Communications Corpora-tion, and will be in charge of programming for the group's radio stations. . . . The choice of the Wickerham onetime program director of WITC, Cleveland, for WITC later in manager, has been named man-ager for station services for the Television Information and Planning Center.

Michael Hauptman and Gerald M. Goldberg have been appointed production and publicity directors respectively of WINS, N.Y.

Dwight W. Martin, of WDSU-TV, New Orleans, was elected president of the United Front of Radio & TV Association at the annual directors meeting. Also appointed during the meeting was the director of the daily news flow received by AP member stations.

An Exciting Hit

THE CHA-CHA-CHA

Bobby Rydell

Cameo #228

more will LIVE

the more you GIVE

HEART FUND

WE'RE CHIRPIN'

ONLY LOVE CAN BREAK A HEART

Punisher Ver.

NAME

ADDRESS

If I SHOULDN'T HAVE A RIME

DEADLINE 8/15

January 10, 1965

WE'RE CHIRPIN'!

ONLY LOVE CAN BREAK A HEART

Punisher Ver.

NAME

ADDRESS

If I SHOULDN'T HAVE A RIME

DEADLINE 8/15

January 10, 1965

THE QUESTION:

What is your most effective September programming and/or promotion idea?

THE ANSWERS:

JOHN CANTON

WITC, Wilming, Pa.

Our Labor Day weekend safety campaign. We spent the 13-40 Mon. through Tuesday morn-ing, we placed the 13-40 Mon. and Sun. Unit on highways. Three new themes were made up by the unit using current traf-fic, weather and road conditions. Warnings were given for all major tourist attractions in the state. WRAV urged motorists to keep their headlights on at all times to remind fellow drivers of the need for defensive driving. Response—tremendous.

DAVID E. LYMAN

WGN, Chicago

My most effective September campaign—a man competition. It was sponsored by the WGN-Richmond, Va. listeners voted for their favorite high or junior high school. Each person could vote as often as he liked until one school had the big sheeet of paper more than once.

PRIZE: a party for the student body of the winning school, a drawing of 1,000,000 entries in Richmond. Nashville station, with some contest, exceeded 2,000 entries.

CHARLIE JENKINS

WJCD, Seymour, Ind.

On my afternoon show I feature "LIVE Music hits of the summer. With these (along with stand-bys Stin-net, Lee Ferguson, Martin, Cole, etc.), I try to feel I pro-gram a variety of music for all ages.

WJCD is basically a Good Music operation. However, we play the better tunes from the Hot 100. Also September kicked off our extensive sports programming.

LARRY KANE

WDMX, Kansas City, and KMET- TV, Beaumont, Tex.

We try to follow a costume par-ties of some type every five or six weeks. We believe the kids go all out.

The most creative of these has been "笪 the wedding of the year," held at a local theater, each one better than the other.

The most complicated is also periodically award to some viewer a personal phone call from some recording artist or TV personality. My recent Vince "Ben Casey" Edwards contest pulled nearly 8,000 letters.

Record Studios as Base for Stereo FM

From continued on page 4

AnOTHER Smash by

BRIAN HYLAND

WARMED Over Kisses (Left Over Love)

ABC-1058

LIKE WOWI

SAM & DAVE

"NO MORE PAIN"

R-4455

ROULETTE RECORDS

1631 B'way, N. Y., N. Y.

ALL NEW! THE "TEAR FOR TEAR" GENE CHADLER (Duke of Earl)

VIE JAY #461

WILLIAM T. JAPAN

"Thank You" LEE MORRIS

EAST COAST DISTRIBUTING

NEW POSTS

The VITALTONES "FOREVER"

JANET J99

Nationally distributed by . . . JAT-GEE RECORD CO., INC.

318 W. 46th St., N. Y. 3

MAIL ORDER 30 CENTS

MORE LIKE THIS

LIKE WOWI

SAM & DAVE

"NO MORE PAIN" R-4455

ROULETTE RECORDS 1631 B'way, N. Y., N. Y.

Johnny Mathis, Columbia 42529

Sweet Sneekie Bars, Earl Grant, Devine 25374

CLOSE TO CAMEY, Mike Clifford, United Artists 409.

20 NO ONE WILL EVER KNOW, Jimmie Rodgers, 162378

ENGINEERS have had much experi-ence in stereo production, much is a real challenge. We have the audio quality of most stations is second-rate.

Temence's tripe is typical of those who have tried to upgrade radio's sound quality and facilities in the local FM and stereo. He has seen radio's resistance to equipment improvement in action.

"We even joined the NAB in order to exist at their conventions," he said. "The results were absolute zero. The thinking of broadcasting management of equipment, and we will get it."

FM stereo here, management will have to face the facts.

In radio's heyday, the problem of where to produce a network show was a less complicated proposition.

Randall and Recording

Jack Douglas WLW-T Visiter

CINCINNATI — Jack Douglas, producer and host of "Across The Board," is of major importance.

Douglas and Victor, whose per-sonnel have had years of experience are now studying the "next generation" of stereo network production. United Studios, Inc. of New York was first to use FM stereo.

Douglas and Victor, whose per-sonnel have had years of experience are now studying the "next generation" of stereo network production. United Studios, Inc. of New York was first to use FM stereo.

"The situation was summed up recently by Douglas himself, who is now planning a series of pilots. "If thought out, it was thought to be, and the production equipment was, of course, more elaborate and a studio which does nearly all the work for the network.

"We're very interested in the thought of what is going to be done with FM stereo, but we're not going to stick our necks out and do anything. But we'll do it once, and that's the only way we can get into stereo."
A great single record!
A great Starr performance!

Kay Starr
Four Walls
b/w
Oh, Lonesome Me
#4835
CHESS HITS... that are here, or in the making

"NEXT DOOR TO THE BLUES" by Etta James

CHESS
Argo #5424

"BLUEBERRY HILL" by Ramsey Lewis

Argo #5423

"SOMEDAY I'LL SHOW YOU" by The Radiants

Chess #1382

"ONE GOOD REASON" by Steve Alaimo

Checker #1024

"HOUSEWARMIN' PART 1" by Howard McGee & The Blazers

Chess #5422

MUSIC AS WRITTEN

By special request for week ending 9/29

CHESS PRODUCING CORP.
2150 S. Michigan Chicago 16, Ill.

CINCINNATI

Harry Carson, Fraternity Records prez, was in Nashville last week to record his new talent, Arlie Neville, of Savoy, Ill., on two sides at the Columbia Studio there. Times were wasted on "The Skip" and "Alone On A Star," both penned by young Nevills. Backing on the Bremis comes from Floyd Cramer, Buddy Harum, Grady Martin, Ray Eddington; Bob Moore, who conducted the session, and the Anita Kerr Singers. Carson is making a hurry-up release of the pilot in the Zanther and Steve Ross, current at the Club Diplomat, a new suburban nite with music. Though Thursday (20), have been sighted appearances on the Garry Moore TV show this week. . . . Bob Beckett, of Swallen, Inc., Mimi, was in town Friday and Saturday (21-22) to pitch the merits of the highly popular and successful TV show, "Bob Poole's Gospel Favorites," to WCPO-TV execs. The Poole show, which spots from three to five of the top gospel groups in the area up to 40 minutes each weekly, has been pulling some fancy ratings, according to Beckett.

BILLY SACHS

NASHVILLE

Young Denny Reed, newcomer to town, has his first release for Dot Records, "Faithful To The End," c/w "Lamp Of Love," backed by the Strings, has signed Van Houston, whose new release for Columbia is "Give Her My Love," c/w "One Time Too Many." Van is brother of another Nashvillian, Harvey June. Van, hit, "Trouble Back In Town" in "The Sound of Your Footsteps," c/w "Day After Day," on Dot.

Columbia's Don Law and Frank Jones report recent and upcoming sessions at Bradley Studio by Marty Robbins; Platt and Bever, by Bill Parcells; Charles and Ray Price; Guitarist Harold Bradley (brother of Deere's Own) is skedded for his first session for Columbia right away. . . . Capitol's Vernon Palmer; Bradley Studio for a session recently taped by Dean and Mac Wiseman picked for the label also. . . . Tommy Jackson cut an album for Dot recently at Bradley Studio, and Grandpa Jones waxes for Monument at the RCA Victor Studio.

PAT TWITTY

PITTSBURGH

The Kingdom Trio will be featured at Syria Mosque October 13 in the absence of promoter Lenny Litman . . . Rose C servlet's Twin Cousins might club resumes full-time operations, Friday (21), under control of Michael Jan, Johnny Mathis and Guy Lombardo. . . . The Lettermen have been set for a four-day date at the Vogue Theatre, October 31.

Nick Noble had to cancel a weekend here which was to promote his Liberty single of "Hello There." He was hospitalized at Minn. since the release of Bill Roberts, is the new promotion manager at Comart Records . . . Richard Chiarabelli, TV's "Dr. Kilcare," spent Thursday (21) here, and was delighted to hear from hometown boy George that Dick's new MGM platter "Love Me Tender" is shaping up as a real hit. . . . Richard Maloney and his orchestra will play for Duquesne University's Cardinal Ball.

LEONARD MENDELWITZ

Hollywood

Fats Domino's "Did You Ever See A Dream Walking" was being issued by Imperial as a single for the first time. Some time ago, Fats was featured in Fats' Imperial label "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.

Fred Martin, Capitol public relations director, will see his movie "Mr. Music," produced by a full-length feature, "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.

Fred Martin, Capitol public relations director, will see his movie "Mr. Music," produced by a full-length feature, "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.

Fred Martin, Capitol public relations director, will see his movie "Mr. Music," produced by a full-length feature, "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.

Fred Martin, Capitol public relations director, will see his movie "Mr. Music," produced by a full-length feature, "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.

Fred Martin, Capitol public relations director, will see his movie "Mr. Music," produced by a full-length feature, "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.

Fred Martin, Capitol public relations director, will see his movie "Mr. Music," produced by a full-length feature, "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.

Fred Martin, Capitol public relations director, will see his movie "Mr. Music," produced by a full-length feature, "A Lot of Dominoes," and is now being paired with "Stop the Clock." Ray Harris leaves his Capitol Atlanta branch post to join the ABC/Paramount promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles wars. He reports to Vito Samella, national manager for the ABC/Paramount label.
Smash Follow Up... The "RINKY DINK" Kid

"HAPPY WEEKEND"

b/w

FIDDLESTICKS

Dave "Baby" Cortez

CHESS 1834

CHESS PRODUCING CORP.
2120 Michigan Ave.,
Chicago 16, Ill.
Mozart Symphonies: Julia-Haffner
Concertante Orchestra of Amsterampoo, Eugen Jochum, Conductor. Philips PHM 500-004 (M); PHH 900-004 (O).
Despite the large number of versions of both of these works, this is one which I think is among the most popular. The magnificent Concertante Orchestra follows the recent outstanding coupling of Mozart's Symphonies No. 36 and 38 with another outstanding effort under the direction of Eugen Jochum. These discs prove that this orchestra has few if any peers in the interpretation of Mozart, and this release will take its place as a piece of strong standard merchandise.

Comedy
The Bickersons Fight Back
Don Ameche and Charles Langford, Columbia CL 1883 (M); CS 6683 (S)—Listening to this album is like visiting a very special stage show, with all the charm and brilliance of the late 1940's. Don Ameche's on the stage-right mikes, Frances Langford's on the stage-left mikes, and the audience yak's are all around you. The bickering marital comedy is familiar, but both performers toss the lines with effortless ease, and a musical backdrop that's not up. All that's missing are music bridges, sound effects and commercials to bring back the full memory of radio situation comedy. It's a sure-fire followup to the earlier "Bickerson" platter.

Folk
The Best of Bikel
Theodore Bikel, Elekra EKL 225—Like a good survey course in literature, this album offers just enough material from a larger scene to orient the audience as to what's in store if it wants to pursue the subject in greater depth. In this case the singer-satirist is wellfully selected popnurture from earlier albums, performing for occasional numbers from Israel, Ireland, Russia, France, Africa, etc. Some are light and gay, some sad and reflective, all are good, and the album is no mere sampler. Pack—again, the songs are up to Elekra's usual standard of taste. Album is a perfect answer to the question "What's a good folk album to start with?" and should bring 'em back for more.

JAMES BROWN AND HIS FAMOUS FLAMES TOUR THE U.S.A.
King 804—This album by Brown contains his current action record "Mashed Potatoes" U.S. store version available with a strong fun dance item that should prove mighty popular. The set is strong on beat and features a stylish rhythm and blues band. Besides the title track, "I've Got Money," "Stick 'n' Doin' the Limbo" stack up as top tracks.

Special Merit Albums
Pop
The Time Is Now
Cees Aznavour, Mercury MG 20741 (M); SR 6741 (S)—the leader of one of the leading chanson singers in France and his records are tops. It's an important and new volume in 12 tracks, most of them sung in English, that would make highly unusual programing and off as well as vocal study. The lengthy story and each is a dramatic entity in itself. "The Boss Is Dead," "Sarah," "Two Guitars" and "You've Got to Learn."

Classical
Mozart: Symphonies 33 and 36
English Chamber Orchestra, Colin Davis Conducting, London SOL 60489—This is the first of Mozart's Symphonies No. 33 and an outstanding interpretation. It is often considered a pleasant but minor work, it is a major work. Davis's performance here leaves the usual five- to six-movement compilation in 3, 4, and this in turn should bring sales. Symphony No. 36 is very well known, but Davis conducts a solid performance that rounds out an interesting release.

Spoken Word
Shakespeare: Cymbeline (4-D) 750
Now Drama, Dramatic Society, and Professional Players. London OSA 1416—"Cymbeline" is Shakespeare's last-known, least-performed play. However, it has slowly gained a considerable place in the English market's corner, and this well-acted piece by a British cast of both considered and unknown talent is not without its own appeal. As a reading of a good story, there's no real attempt to provide vocal fireworks in the stereo, and there's not much "mood" to the performance here by the man who created the character definition. Album is a natural for schools and dramatic societies.

MOVING?
Get Form 3753 from your Postman or at local Postoffice (It's free) Fill it in completely and mail to: Billboard Music Week, 2160 Peterson St., Cincinnati, Ohio.
Do It Now... Avoid Loss of Issues!
SELLING

ANYTHING GOES—ORIGINAL CAST FROM THE HIT PRODUCTION

ROSES ARE RED—BOBBY VINTON

DANCING THEATRE PARTY—LESTER LANIN

MUSIC FROM IRVING BERLIN'S "MR. PRESIDENT"—LESTER LANIN

PORTRAIT IN MUSIC—GEORGE MAHARIS

EPIC

DANCING THEATRE PARTY
LESTER LANIN

Mr. President
LESTER LANIN

And His Orchestra
Featuring His Dancing Pianos

IRVING BERLIN'S

WOODEN TOY

PORTAIT IN MUSIC
GEORGE MAHARIS

ROSES ARE RED
BOBBY VINTON

AND OTHER SONGS
FOR THE YOUNG AND SENTIMENTAL

www.americanradiohistory.com
Harry (Hop) Peebles, Wichita, Kan., promoter, is starting his 14th season of promoting c&w music in the Mountains with a tour featuring Ray Price and His Cherokee Cowboys, Pee Wee King and the Golden West Cowboys, Leon McAniff and His Chimarron Boys, the Philomena Girls and Norma Jean Bill Monroe and the Blue Grass Boys, Redd Stewart, Donny Young the Collins Sisters and Buddy Emmons. Cities to be played are Oma- hai, Sept. 29; Kansas City, Mo., 30; Lincoln, Neb., Oct. 2; St. Paul, Minn., 2, 3; Salina, Kan., 5, and Wichita, Kan., 6. Tommy Hill and his latest Gaddie recently lost their mother who died in Wichita Falls, Texas, of a heart attack. Gaddie's husband, Carl Smith, accompanied Tommy and Gaddie to Wichita Falls and San Antonio, the family's original home, where burial was made.

A c&w package, highlighting Carl Smith, Jean Shepard, Hawkwins Hawkins and Granja Jones, which kicked off a 22-day tour for the Jim Dennis office at Roswell, N.M., last Wednesday (19), is routed as follows: Idaho, Little Falls, Minn., 20; Butte, Mont., 21; Great Falls, Mont., 22; Idaho Falls, Idaho, 23; Billings, Mont., 24; Helena, Mont., 25; Kansas City, Mo., 26; Shemondob, La., 27; Denison, La., 28; Columbus, Neb., 29; Cedar Rapids, Ia., 30; Fort Dodge, Ia., Oct. 2; Council Bluffs, Ia., 3; Mankato, Minn., 4; Rochester, Minn., 5; St. Cloud, Minn., 6; Rock Falls, Ill., 7; Beloit, Wis., 8; Canton, Ill., 9; Lincoln, Ill., 10; Kewanee, Ill., 11; Portage, Wis., 12; and Warsaw, Wis., 14. — Dale Hensley (Tex) Owen, composer of one of the depression era's cowboy song hits, "The Cattle Call," died recently at age 70. His body will be huddled in Denver on Monday (4) for his pending funeral services.

Marvin Harris, assistant to Don Pierce, of Starday Records, is presently in Germany working with a German office of the Starday music publishing interests in Hamburg. En route to the States, Harris will spend several days in London to work with representatives of BMI, as well as representatives of EMI, prior to the regular releasing Starday albums in England. Marvin will also meet with many magazine people such as Chuck Barris, George Goldsbury, and Barnes and George Hassell in London, and others. His purpose, of course, was to help popularize the popularity of country music and keep Starday records active in the European market.

Hank Thompson's syndicated radio show is going great guns, says Jockey, here on duty for the Chicago, Ill., edition. His show has been regularly releasing Starday albums in Chicago for the past 20 days, and they introduced their 20th release this week. 

Bill Rovensky, of Starday's Chicago office, has been in Atlanta, Ga., and the New York offices, and has been attending two conventions. He recently returned to his home office in Chicago, Ill. Rovensky is one of the men franchise owners who believes in one-man promotion in the smaller markets. 

"POPCORN" IS READY TO POP! 

Hank Snow and his Rainbow Ranch Band are at their decks at Country Music Week (Oct. 29) at the Flame Theatre-Cafe, Minneapolis. Webb Pierce is premiering his latest charts as a celebration of the arrival of a new son. The Jim Dennis office has Carl Perkins and band set for a five-week trip through Germany starting early in October. Their tour was arranged by veteran c&w promoter-manager Oscar Davis, who is reporting negotiating a motion picture and network TV deal in behalf of Ray Price, Davis recently arranged a meeting between the成都市音乐中心 and the trio of celebrities who will be there receiving from a stroke of paralyzing lumberjack, Star Denny Storck of Huntingdon, Va.; Doc Williams, of Wheeling, W.Va.; and Melvin (Don) Thruston, plowshare, Brother Oswald, Paul Wayne and Buddy Emmons, of the Starday Studios in Madison, Tenn. hugs and talks interspersed with Tommy Hall in charge. Recent visitors at the Starday offices were Gordon Marshall, of Festival Records, Waylon Jennings, of Decca, Trelip, of London Records, Lynn S. James, with Mr. Towner, of Decca of London, to observe the Nashville street.

By BILL SACHS

Buddy Starcher is doing an hour-long television show live Monday night on WCHS Radio from 5-6 and through Saturday. His show is a weekly live broadcast from New York City. Starcher and other guests on his show are: Jack Benny, Frank Fontaine, Josh Billings, Joe Louis, C. W. McCall, James Brown, Della Reese, Buddy Clark, and many others. 

WITH THE COUNTRY JOCKEYS

By Bill Sachs

Buddy Starcher is doing an hour-long television show live Monday night on WCHS Radio from 5-6 and through Saturday. His show is a weekly live broadcast from New York City. Starcher and other guests on his show are: Jack Benny, Frank Fontaine, Josh Billings, Joe Louis, C. W. McCall, James Brown, Della Reese, Buddy Clark, and many others. 

By BILL SACHS

Buddy Starcher is doing an hour-long television show live Monday night on WCHS Radio from 5-6 and through Saturday. His show is a weekly live broadcast from New York City. Starcher and other guests on his show are: Jack Benny, Frank Fontaine, Josh Billings, Joe Louis, C. W. McCall, James Brown, Della Reese, Buddy Clark, and many others. 

By BILL SACHS

Buddy Starcher is doing an hour-long television show live Monday night on WCHS Radio from 5-6 and through Saturday. His show is a weekly live broadcast from New York City. Starcher and other guests on his show are: Jack Benny, Frank Fontaine, Josh Billings, Joe Louis, C. W. McCall, James Brown, Della Reese, Buddy Clark, and many others. 

By BILL SACHS

Buddy Starcher is doing an hour-long television show live Monday night on WCHS Radio from 5-6 and through Saturday. His show is a weekly live broadcast from New York City. Starcher and other guests on his show are: Jack Benny, Frank Fontaine, Josh Billings, Joe Louis, C. W. McCall, James Brown, Della Reese, Buddy Clark, and many others. 

By BILL SACHS

Buddy Starcher is doing an hour-long television show live Monday night on WCHS Radio from 5-6 and through Saturday. His show is a weekly live broadcast from New York City. Starcher and other guests on his show are: Jack Benny, Frank Fontaine, Josh Billings, Joe Louis, C. W. McCall, James Brown, Della Reese, Buddy Clark, and many others. 

By BILL SACHS

Buddy Starcher is doing an hour-long television show live Monday night on WCHS Radio from 5-6 and through Saturday. His show is a weekly live broadcast from New York City. Starcher and other guests on his show are: Jack Benny, Frank Fontaine, Josh Billings, Joe Louis, C. W. McCall, James Brown, Della Reese, Buddy Clark, and many others. 

By BILL SACHS
THE
OF
ATLANTA

BY THAT
WOLVERTON MOUNTAIN
MAN

CLAUDE KING

SPREADING
LIKE
WILDFIRE!

COLUMBIA SINGLES SELL!
**Reviews of New Albums**

**Continued from page 46**

### STRONG SALES POTENTIAL

**JAZZ LP'S**

- **GOLDEN JAZZ**

  Various Artists, Bebop JCL 6045-01. 
  The record is well-balanced and the musicians are top-notch. It's a great addition to jazz collections.

- **AMERICAN JAZZ**

  Various Artists, Bebop JCL 6045-02. 
  Outstanding performance by many jazz greats. This album is a must-have for jazz lovers.

### MODERATE SALES POTENTIAL

**STIRLING GIBBS'S**

- **MODERN JAZZ**

  Various Artists, Bebop JCL 6045-30. 
  The musicians deliver excellent jazz performances. This album is highly recommended.

- **JAZZ MEETS THE WORLD**

  Various Artists, Bebop JCL 6045-31. 
  A unique blend of jazz and traditional music. The album is well-received by jazz enthusiasts.

### SPECIALTY LP'S

- **COUNTRY & WESTERN**

  Various Artists, Bebop JCL 6045-21. 
  The album features some of the best country and western musicians. It's a classic collection.

- **FOLK SONGS OF THE MIDWEST**

  Various Artists, Bebop JCL 6045-22. 
  A collection of traditional folk songs. The album is highly praised by folk music lovers.

### POPULARITY OF THE AVERAGE ROLLING STONE

- **WHAT'S HAPPENING**

  Rolling Stones, JCL 6045-07. 
  The album is a hit with the Rolling Stone staff. It's a classic rock album that's highly recommended.

- **STRENGTH OF THE WAVE**

  Various Artists, Bebop JCL 6045-08. 
  A collection of some of the best rock songs. The album is well-received by rock enthusiasts.

### ROCK & ROLL REVIVAL

- **AMERICA'S 50'S FAVORITES**

  Various Artists, Bebop JCL 6045-10. 
  A compilation of classic 50's rock & roll hits. The album is highly praised by rock & roll fans.

- **AMERICAN ROCK & ROLL**

  Various Artists, Bebop JCL 6045-11. 
  A collection of some of the best rock & roll songs. The album is well-received by rock & roll enthusiasts.

### RECOMMENDED FOR FUTURE RELEASES

- **FUTURE CLASSICS**

  Various Artists, Bebop JCL 6045-12. 
  A collection of some of the best upcoming rock & roll songs. The album is highly recommended for future releases.

- **THE BEST OF THE 60'S**

  A compilation of classic 60's rock & roll hits. The album is well-received by rock & roll fans.

### RECORD PROCESSING AND PRESSING

- **ATCO RECORDS**

  Atco Records, 1641 W 5th St, New York, N.Y. 10014. 
  An excellent record processing and pressing company. They provide high-quality services.

- **RECORD FACTORY**

  Record Factory, 1641 W 5th St, New York, N.Y. 10014. 
  A reliable record processing and pressing company. They offer top-quality services.

### SONGWRITING

- **DONALD GLASGOW**

  Donald Glasgow, Bebop JCL 6045-14. 
  A talented songwriter. His songs are highly recommended for future releases.

- **JOHN DAVIES**

  John Davies, Bebop JCL 6045-15. 
  A versatile songwriter. His songs are highly praised by music critics.

### FURTHER LISTENING

- **AMERICAN SONGS**

  Various Artists, Bebop JCL 6045-16. 
  A collection of some of the best American songs. The album is well-received by music lovers.

- **AMERICAN MUSIC**

  Various Artists, Bebop JCL 6045-17. 
  A compilation of some of the best American music. The album is highly praised by music enthusiasts.

### CONCLUSION

- **SUMMARY OF THE WEEK**

  The week has been full of exciting music releases. The albums that have gained the most attention include "What's Happening" by the Rolling Stones, "Strenght of the Wave" by Various Artists, and "America's 50's Favorites" by Various Artists. These albums are highly recommended for rock & roll enthusiasts and music lovers in general.

- **THANK YOU FOR READING**

  Thank you for reading this week's review of new albums. We hope you've enjoyed reading about the latest music releases. Stay tuned for more updates on upcoming music releases.

---

**The end of the article.**
Now On The Charts!
All A-Whirl About the Big Smash on Twirl

"CASANOVA BROWN"
The Young Sisters
Twirl 2001

TWIRL RECORDS 20 W. Alexandrine, Detroit, Michigan

Getting Picks All Over!
-Patti Jerome
'LONELY LITTLE MANSION'
Twirl 2002

Order From Your Local Distrib:

PEP DIST. — L. A.
CHATTON — Oakland
W. SLADE — Denver
TRINITY — Hartford
TOPPS — Miami

GODWIN — Atlanta
ALL STATE — Chicago
ALL SOUTH — N. Orleans
MUTUAL — Boston
MERLE — Detroit

Heilicher — Minn.
APEX MARTIN — Newark
M & N — Buffalo
BETA — N. Y.
F & F — Charlotte

SUPREME — Cinn.
MAINLINE — Clev.
B & K — Oklahoma
A. & L — Phil.
BILL LAWRENCE — Pitt.

MUSIC SALES — Memphis
MUSIC CITY — Nashville
DALEY — Houston
SCHWARTZ — Washington
HUFFINE — Seattle
JOHN O'BRIEN — Milwaukee
Wanted National Sales Manager

Must be thoroughly experienced in selling standard and budget merchandise to distributors and volume accounts. Must be able to stand tight investigation and must be presently employed. Base salary $12,000 plus commission plus expenses. Send resume to Don Gabor, President, Continental Records, 50 Fifth Avenue, New York 36.

INTERNATIONAL

**DIRECT FROM GERMANY**

Lis Anderson, Bethesda, R.V. 0046—Lis Anderson is already too well-known after 30 years, and this album should do her no injustice. In spite of her age, she still has her old charm. Her voice is still clear and her voice control is still excellent. She has a repertoire of songs that are still popular in Germany. She sings in German and English. "Browning Food," which has similar roots to "Bittersweet Blvd.

**LEBANON**

Dorothy and Rashid With Falcons, Monarch MF 33—An interesting recording, based during World War II and signed by Rashid. The music is of an unusual, musical style, and it has the flavor of the Middle East. Notice instrumentation not used, although much of the traditional music is used. Strong rhythm section, is the star of the performance.

**GOOD OLD CAMP MEETING SONGS**

Stacy Riddle, King R—The Stacy Riddles have been a traditional group on recordings. They give a making number of the devotion and dedication which they put into their kind of church music. "Hard in Read With True, Star, wee, wee, the air in the program. Good group. The staves on the cover are printed.

CHRISTMAS

**CHRISTMAS ALCHEMY NO. 15**

For RCA Victor—RCA Victor, VC 1403—A practical gift idea for the relatives and friends. The album is a great collection of Christmas songs.

SPECIALTY

**SING ALONG BANDY SONGS AND BARROOM BALLADS**

Oscar Brand, Audio-Film APL 171—A perfect gift for the irish music lover. The songs are performed by the famous Irish band, and the lyrics of the choruses are printed on the jacket. The songs proved a great hit on radio and with staves printed in the book, this album is a hit with all music lovers.

**GREETINGS FROM AUSTRIA**

Various Artists, London CL 2332—Starry Christmas, with the famous Christmas carols from Austria.

**BAND OF ANGELS**

Phillip Giaveno (FC7307)

**GOOD OLD CAMP MEETING SONGS**

Stacy Riddle, King R—The Stacy Riddles have been a traditional group on recordings. They give a making number of the devotion and dedication which they put into their kind of church music. "Hard in Read With True, Star, wee, wee, the air in the program. Good group. The staves on the cover are printed.

SPECIALTY

**SING ALONG BANDY SONGS AND BARROOM BALLADS**

Oscar Brand, Audio-Film APL 171—A perfect gift for the irish music lover. The songs are performed by the famous Irish band, and the lyrics of the choruses are printed on the jacket. The songs proved a great hit on radio and with staves printed in the book, this album is a hit with all music lovers.

**GREETINGS FROM AUSTRIA**

Various Artists, London CL 2332—Starry Christmas, with the famous Christmas carols from Austria.

**BAND OF ANGELS**

Phillip Giaveno (FC7307)

You Can't Please Everybody

by How Can You Know?

Leon Records Volume 24, N. 1

GIVE TO DAMON BURTON CANCER FUND

INTERNATIONAL

With Egl Moon Vernon A/S. Trouble developed when telegraph cables were cut near Siam, China, and the rejoicing crowds were not given the news. The alleged message was released in Norway on October 5. Nera had to pay a little for it.

Copyright Catch

Egl Moon Vernon A/S secured the rights to these songs at the Kongsberg price, the song was released in Norway on October 5. Nera had to pay a little for it.

New Look

Two 100-year-old stores in Idaho are now selling records. They are Grondahl Flygel Folisang and Cappellen Foliang. The owners of the stores said they would start a record club that will sell all ordinary records at a price 15 per cent below the regular price. This record club will also sell records through postal orders, but it also intends to have a shop in downtown Idaho.

Artists Donate

Norwegian singer Ray Adams has donated all his oldies and new records abroad. Several copies all over Europe are very common. Adams also insured a record in England by a newscaster calling himself Ray Adams singing the John Lennon record "VENUS IN BLUE JEANS." The young man previously belonged to the vocal group, the Aves. The Norwegian Ray Adams is positive he will learn this song, and Adams' manager, Per Gunnar, will try to sell the matter, and will, if necessary, go to court.

PHILIPPINES

Macapagal likes New Web Idea

by LUB. MAR, TRINIDAD 264 Escola, Manila

President Macapagal is receptive to Public Works Secretary R. Valencia's plan to establish a microwave, high-frequency communications system to link the public works department with the rest of the country.

Reeves Says

The President said that the plan is also receptive to the continuation of the expansion program for communications in the southern region.

Valencia also said that the President is receptive to the plan as it will benefit the people in the southern region.

More Than TWICE As Many!

Leading record dealers gave more than twice as many votes to High Fidelity than to the next magazine when asked by an independent market research organization which magazine is most effective in driving cassette record buyers into your store.

Make sure you keep as well informed on the new classical records as your customers, your listeners. Every month read.

high fidelity

The Magazine for Music Listeners

Great Somerville, Mass.
THE MOST EXCITING NEW VOCAL PERSONALITY OF 1962

TOMMY ROE

NEW UPCOMING LP

"TOMMY ROE"

LP #432

SUSIE, DARLIN' / PIDDLE-DE-PAT

ABC Paramount #10362

Thanks, disk jockeys, it couldn't have happened without your help.

BILL LOWERY

THE MOST EXCITING NEW COMIC PERSONALITY OF 1962

RAY STEVENS

HIS SMASH FOLLOW UP TO "AHAB THE ARAB"

By Popular Demand From the Nation's D.J.'s

FURTHERMORE

b/w

SATURDAY NIGHT AT THE MOVIES

Contact Your Local Mercury Distributor

BEST SELLING LP

"1,837 SECONDS OF HUMOR"

MERCURY MG 20723

THE TAMS

"UNTIE ME"

JERRY REED

"HULU GULLY GUITAR"

"UNTIE ME"

Adria #711

Columbia #4.45233

"1,837 SECONDS OF HUMOR"

MERCURY MG 20723

THE TAMS

"UNTIE ME"

JERRY REED

"HULU GULLY GUITAR"

"UNTIE ME"

Adria #711

Columbia #4.45233

"1,837 SECONDS OF HUMOR"

MERCURY MG 20723
Summer Spurt Levers to Best Year

**First Gold Disk for A&R People**

NEW YORK—Colorado Records has released its first gold record this year for its new label, A&R People, and the producers of million selling singles will, like the art- ist, get to see the metal for their efforts.

Dave Kapluk said that the first such award has been presented to a jack-of-all-trades of Bobby Vinton’s recordings, who will be the recipient of the new award system will apply to all producers of product for which there are more than 5 million sales. The award will be made for every 1 million sales.

**Strong Tunes Bring in New Adults**

In April Mr. Acker Bilk secured his first million seller with “Strang- ers in the Night,” which was awarded the “Young World” award; Didi had another million seller with “Lovers Who Wander,” the record of The Hollie Boy.

**Tale of 3 Cities Reflects Change**

**Continued from page 5**

Now waging more aggressive sales campaigns in terms of time, money, and space, the single releases than they have in years.

In the music business, the corollary be- lief that singles were only a teen age toy, has been replaced by an emphasis on the sales and appeal of singles to older age groups.

**Best Summer in Five Years**

A&R People will achieve its first single record sales across the country were better in the best sales ever in five years. There were a number of releases that cracked the million mark in sales, and the million mark is only a little above a million and a half—rather typical sales for the typical single these days.

And a good many hot new young artists came to fame on singles alone, some of them on their label records. A&R People, in the same frame, has been very enthusiastic about their appeal to young adults in quite a bit of LP’s.

**Coast Happy**

**Continued from page 5**

In sales over the previous comparable period, with LP’s also recording a strong performance. It is the extent that sales had leaped in sales. May told BMW this has been its biggest year. The sales specialists in singles business, car- rying on the assurance that the singles market is as robust as ever.

**Summy Kickin’ of California Music**

Summertime. The summer just ended "was the biggest in our lifetime," said Steve Summey of California Music, as he attributes it to the increased interest in singles.

While the 1962 sales, 25 per cent ahead of the previous summer, have been the biggest in the company’s history, the company will be holding its own as well. California Music, like most companies similarly indicated this past summer was ahead of the previous comparable period. The company expects to see a sufficient gain in sales to carry it to the next level. A&R People, for example, found sales running at less than 5 per cent, but far from being our best summer period. For the most part, the company has been happy that the summer just ended was ahead of the 1961 summer, and that a great measure of the credit

**Raker Announces**

**Continued from page 5**

signed to Colpix, for which he has recorded. The artist has been booked for a date in Chicago this month. As a clau- sure, he has written tunes recorded by some of the better-known artists, including Edie Gorme and Brook Benton. Milt Katscher is currently filling the stand-by chair of Doon Doherty in Broadway’s "Some Like It Hot.

**Among newcomers to the Colpix roster are Art Gart, Ernie Royal, Manny Albam, and Jon Hendricks.**

1st Everett Barkdale, jazz artist Ray Brown of the Modern Jazz Quartet. New Colpix pro- ducers, on an exclusive basis, include Bob Crews, Larry Kudrow, Ric Williams, Don Costa and Wesley Rogers.

**For a list of May Records are Kitty Bloodworth, Joy Taylor and Bobby Wilding. First King, "From the Heart of the World Loving," is currently being distributed.

**Piece for All in Singles Race**

**Continued from page 5**

You have to fight fire with fire. Capital as the racks are con- cerned, they want all the advan- tages that a distributor gets from a large number of sales and the opportunity to capitalize on each of the opportunities. While the competition in this race is to see the original return, the rack jobber tries to swing with a big seller.

**The Hartford Story**

In Hartford, Trinity Distributors, Inc., a 5-year-old company, is one of the leaders. Trinity has sold an estimated million records in the area.

Trinity was formed in the middle of June, Mid-June to be exact, and has already realized over the similar period in 1962.

By accident and design singles sales have increased in 1962, and Trinity has been very successful. It is experienced by a number of firms on the single record busi- ness. All Trinity’s services, including all singles many firms have tried different merchandising and pricing of records. Trinity, for instance, has been able to sell a number of singles.

**Varied Attacks**

Warner Bros. management has a plus-two single with an extra band on each side. RCA Victor brought out a new release, a single record with Columbia its Sealed Thursday singer, with lower-priced LP’s and single EP’s. And firms cut down on singles, but still do something to compete in the market.

But many record distributors feel that it’s the marketing that’s the big change.

Miller pointed out that the catalog is so large, it is said that extra production being put on single records of all types—radio, country, rock, pop, and jazz. To cut down on single sales and to go on—so much the better for everyone. There is a chance for more, if the single record sales are higher.

The best summer five doubt that singles today do have appeal for a wide audience. Sales figures from A&R People, for example, show "Roses Are Red" and the Ray Conniff hit, "Kiss Me, Love You," both over a million and a half, indicate the wisdom of the appeal of contemporary singles.

**Sweet, Soft "San Francisco" to wild suits as "Monster Mash," "Sherry" and Loco-Motion, in between can be found folk hits from the New York International Folk Festival to the Springfield. The latter, incident- ally, have been on the stand-by entries maintaining the pace set earlier this year by Britain’s Mr. Sooty and his friends. Another current entry is Frank Field, who like the Springfield, is also in the top.

**Country Folk**

The country field is notably representa- tive of any new artist who has had little real pop activity appeal is into the picture this week with "I’ve Been Every- where." The jazz scene has Jimmy Dorsey, who has made "Loo- cero," and Stan Getz and Charlie Byrd, whose "boca nova" trio, "Desifinat."

The wide open nature of the market is reflected in every chart today is further indicated by the fact that only one tune, "What Kind of Fool Am I?" is on the chart. It has had a lot of airplay as the six artists have as many as two sides on the chart, and there are 59 labels represented among the entries.

There is one fairly constant factor, however, even if all else has changed. This is the continuing sales success of the single record. Sales have been on the increase in recent years. In singles again, is runner-up with six entries, while Liberty is the only other label with as many as three. The New York Philharmonic, Eddy, is included, the company would be in the lead with nine titles. "Hot 100."
BIG HIT SOUND!

"NIGHT RIVER"

Ralph Marterie

UA 524
DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

A Swimming Album
That's Really Selling!!
"SINATRA & SWINGIN' BRASS"

Frank Sinatra-Reprieve
Available in Florida from TOPPS DISTRIBUTING CO., INC.
2318 N.W. 6th Ave. Miami, Fla.
Code 305, Florida 4-1164

RECORD STORES

Increase Selling Efficiency
The following tips are useful for increasing
records sales.

1. Always keep up-to-date on the
latest releases. Keep shelf space
open for these records. Keep
stock of the latest releases and
organize them with the
latest release in each series.

2. Always have a"Special
Offer" on the latest
release. Offer it at a
discounted price, but
advertising it on
your
marketing materials. This
will encourage customers
to try the new
release.

3. Never allow a record
to be displayed
without
a cover. A cover
is always
necessary for
its protection.

4. Keep your store
clean and
magnets. A clean
store with
magnets is
desirable.

5. Always
have a
Return Policy. A
return policy
is important
to ensure customer
satisfaction.

6. Always
have a
Guarantee. A
guarantee
is important
to ensure customer
satisfaction.

7. Always
have a
Discount Policy. A
discount policy
is important
to ensure customer
satisfaction.

8. Always
have a
Payment Policy. A
payment policy
is important
to ensure customer
satisfaction.

9. Always
have a
Refund Policy. A
refund policy
is important
to ensure customer
satisfaction.

10. Always
have a
Shipping Policy. A
shipping policy
is important
to ensure customer
satisfaction.

11. Always
have a
Return Policy. A
return policy
is important
to ensure customer
satisfaction.

12. Always
have a
Guarantee. A
guarantee
is important
to ensure customer
satisfaction.

13. Always
have a
Discount Policy. A
discount policy
is important
to ensure customer
satisfaction.

14. Always
have a
Payment Policy. A
payment policy
is important
to ensure customer
satisfaction.

15. Always
have a
Refund Policy. A
refund policy
is important
to ensure customer
satisfaction.

16. Always
have a
Shipping Policy. A
shipping policy
is important
to ensure customer
satisfaction.

17. Always
have a
Return Policy. A
return policy
is important
to ensure customer
satisfaction.

18. Always
have a
Guarantee. A
guarantee
is important
to ensure customer
satisfaction.

19. Always
have a
Discount Policy. A
discount policy
is important
to ensure customer
satisfaction.

20. Always
have a
Payment Policy. A
payment policy
is important
to ensure customer
satisfaction.

21. Always
have a
Refund Policy. A
refund policy
is important
to ensure customer
satisfaction.

22. Always
have a
Shipping Policy. A
shipping policy
is important
to ensure customer
satisfaction.

23. Always
have a
Return Policy. A
return policy
is important
to ensure customer
satisfaction.

24. Always
have a
Guarantee. A
guarantee
is important
to ensure customer
satisfaction.

25. Always
have a
Discount Policy. A
discount policy
is important
to ensure customer
satisfaction.

26. Always
have a
Payment Policy. A
payment policy
is important
to ensure customer
satisfaction.

27. Always
have a
Refund Policy. A
refund policy
is important
to ensure customer
satisfaction.

28. Always
have a
Shipping Policy. A
shipping policy
is important
to ensure customer
satisfaction.
INTERNATIONAL EXCHANGE

FRANCE

AMERICAN RECORDS — LEADING AMERICAN MUSIC card manufacturers regularly update and at some core uncorrected for International contacts. For information...

GERMANY

for information on

MUSIC BOX and

RECORD BUSINESS

IN EUROPE

(A0thet

ATTOMATER MARKT

14. Diethardstrasse

1080 Vienna, Austria

Phone: 27260/2311 Tel 06 52 504


UNITED STATES

RECORD EXPORT

OUR SPECIALITY

FOR PREMIUM PRICES

Prompt, Exacting Service. Our Best Advertisement. EORRERS, LONDON, BRITISH TRADE, NEW YORK, N.Y.

930 Banker Street, New York 30, N.Y.

YOUR ADVERTISING GETS

RESULTS

ALL OVER THE WORLD

WHEN YOU USE THIS INTERNATIONAL EXCHANGE.

Fred Albertson: Picture Record, Inc.

From an advertisement in your November 1962 issue, we requested your services and got the results we expected.

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

If you're interested in worldwide markets, increasing profits, and expediting your business at a reasonable cost, try this exchange.

Without doubt, The Most Important Music Industry Publication!

BILLBOARD MUSIC WEEK'S 1962

WHOS WHO IN THE WORLD OF MUSIC

will be published in November 1962. It will be the culmination of record manufacturers, music publishers and recording artists. Many firms were distributed last year by our advertising department.

Reserve your impressive advertising space now.

Contact your nearest representative at

Billboard, 1454 Broadway, New York 18, N. Y.


MUNICH: Willerding & Co., 11, Springerstrasse, Munich 2.

FRANKFURT: Willerding & Co., 11, Springerstrasse, Munich 2.

MILAN: Willerding & Co., 11, Springerstrasse, Munich 2.

MADRID: Willerding & Co., 11, Springerstrasse, Munich 2.

TOKYO: Willerding & Co., 11, Springerstrasse, Munich 2.

SOUTH AFRICA: Willerding & Co., 11, Springerstrasse, Munich 2.

If you are interested in...
FORCES MERGE

New York Operators Show Strength Through Joy at Bash

SACKETT LAKE, N.Y.—The Music Operators of America and the National Vending Machine Association, the New York State Operators Guild, the New York State Music Operators Guild, and the New York State Coin Machine Association joined forces at the New York State Fairgrounds in Sackett Lake, N.Y., from Friday through Sunday (14-16) in an impressive show of strength on a new low-budget level. An estimated 80,000 spectators were expected to attend, and at last 50,000 were turned away for lack of space. Aside from the annual meeting of the NYSMA (see separate stories), the weekend was devoted entirely to social and athletic functions.

Highlight of the annual banquet Saturday was the tribute talk for Al Denver, president of MONTY for the past 18 years, by the membership, Mr. and Mrs. Denver were presented a set of sterling silver coffee service and the 100th anniversary tape of the association.

Denver Tribute

Making the presentation, George Holtzman, MONTY vice-president, told the operators how Denver had distracted threats against himself and his family when he helped root out racketeers from the industry, how he had planned and guided personal considerations to serve his fellows.

Denver said that music machine operators needed an association for students of juke-box machines and the ethical environment that would serve as an example to other industries.

Irvin Holzman and the United Merchants Music Operators of America, among the Music Operators of America, were outlined by Bob Blundred, MONTY national vice-president, at the annual meeting of the New York State Operators Guild and the Coin Machine Association here Saturday (15).

Among the specific proposals were a “study and workshops at MONTY conventions, making provisions for the interchange of information, and extending the influence of MONTY in the radio field.”

Says Magazine Vital For Op Unity

ROMO—Italy’s trade organization, SAPPAR, is promoting readership of the Italian trade journal, “Le Vendi?,” with the argument that a strong trade publication is indispensable to a prosperous national trade. Much of the cooperation among Italian operators, who in the past have not been noted for their sense of unity of purpose.

Of course, has become highly significant in the magazine, particularly in the field of trade legislation. The journal contends that the trade can prosper in Italy, as elsewhere, only if an adequate organization, representing all the trade, is promoted, and that the Italian trade, largely on the basis of prejudice and without any effort to conduct an impartial inquiry after the facts.

Cigarettes a Match for Juke Boxes

LUCERNE, Switzerland—Swiss operators are testing phonograph and cigarette vending machines operated in tandem.

The cigarette vending machine is a unit specially designed to be placed in tandem with the juke box, the idea being that the cigarette machine, or so-called "juke box" vending machine, automatically, largely on the basis of prejudice and without any effort to conduct an impartial inquiry after the facts.

School Back In, Dallas Sees Zoom Again

By O. R. ALLEN

DALLAS—Following a mild drop-off in attendance in the past opening of school, Dallas operators say that attendance is returning to past levels.

“Things have been good all summer,” Mrs. Robert B. Houston, of the one-stop owner said, “Manufacturers are better now. They watch trends more closely and are more selective in what they offer. This helps music Naturally results in increased sales.”

One of the big boosts for singles was the inclusion of the “More Than You,” recorded by Ray Charles, and the “Grease” of the “Grease Onions” with Booker T. and the MG’s, one of the hottest singles of the year.

Local Talent

Among local operators, it was generally acknowledged that a big play in the Dallas area was Jimmy Veltfort with his recording, “Come Out,” which was an immediate hit and is continuing to build popularity. It’s on a local label.

Phonos Boom in Spain Playland

MARRABELLA, Spain—Juke box operation is booming along Spanish Coast playland, the Costa del Sol, which extends from Gibraltar along the Mediterranean past this resort. (Continued on page 45)
DETROIT GROUP CHANGES NAME AFTER 25 YEARS

By HAL REYES

DETROIT—The Detroit Shuffleboard Association, formal trade organization of operators of all types of legal amusement games, has decided to revive its name to the Detroit Association of Amusement Device Distributors, Fred Chapan, executive secretary, announced.

The trade name dates back nearly a quarter century to the time when the first license to operate a game in licensing in this city, but it has been in a state of disuse in its coverage and did not indicate the full scope of membership as it has in existence.

The new name embodies the term by which the Detroit City ordinance designates local operators—amusement device distributors.

The old name is regularly accepted here though it is contrary to general usage in the trade elsewhere.
Profit Opportunities in Vending
for
Wide-Awake Juke Box Operators

Special subject matter of very special interest to juke box operators . . .

. . . built around the sales and profit potential in the vending equipment to be displayed at the NAMA Convention, Brooks Hall, San Francisco, Calif., October 13 thru 16.

Watch for it in October 20 BILLBOARD MUSIC WEEK . . . distributed nationally Monday, October 15

BILLBOARD MUSIC WEEK

CHICAGO:
Dick Wilson
188 Randolph
CEntral 6-9818

NEW YORK:
Denis Hyland
1564 Broadway
PLaza 7-2800

ST. LOUIS:
Frank Joerling
812 Olive Street
CHestnut 1-0443

Other Offices in: Washington • Great Barrington, Mass. • Cincinnati • Hollywood • London
All Kinds of Merchandising Gimmicks Help Carolina Bulk Ops Score With Youngsters

FLORANCE, S. C.—Local operators are beginning to see a little imagination in merchandising their bulk vending wares. With the highest in history here, operators are encouraged to dress up their machines. And it's paying off.

The No. 1 merchandising gimmick has been the use of poster-type sample cards inside the globe of vending machines, a practice already well-established elsewhere in the country, but never adopted in the Carolinas until around January. Operators who had here-tofore considered charms, candy corn, and similar items as commonplace that they didn't need special promotion are finding that it pays to attract attention to each new item as received by sampling it on a white cardboard square, inserted in front of the mix in the globe.

Wherever the operator has taken the extra time to mount six or seven samples in this way on the card, sales have grown by as much as 25 per cent, according to Bill Haselbush, a part-time operator here.

Free Samples

The second merchandising gimmick has been modeled along the giveaway lines. Under this plan, operators leave a packet of inexpensive charms with the location owner with the suggestion that one or two charms be placed in sacks with candy or other purchases bought by youngsters. Charms are handed out with a wave toward vending machine and the suggestion "Why don't you start a collection?"

Inasmuch as popular varieties of charms are changing from day to day, there is always something new and different which school youngsters can bring into charm bracelets and necklaces. The collection idea has caught on swiftly. This has worked out particularly well with 5-cent charms, rather than 1-cent items, probably because of the more intricate nature of the charms and their better appearance. Since most youngsters today have allowances, coming up with the

(Continued on page 69)

PARIS Vendors Try Charms As New Advertising Form

PARIS—Bulk vending operators in France are experimenting with charms as an advertising medium, providing their customers with a new added, and potentially profitable, source of revenue.

Advertisers provide charms with appropriate advertising messages and, in addition, pay the operator for the use of the machine. The charms are then exhibited with bulk gum, nuts and other bulk vending items.

One of the most popular charm items is capsule-packed balloons, which when installed display the advertiser's message. There is even one type of miniature rocket charm that can be ignited and fired aboard. At the peak of its trajectory the rocket opens a tiny parachute trailing an advertising message.

Experimental Stage

The entire field of charm advertising in this country is still in the experimental stage and such operating patterns are yet to be reached. In the case of the rocket charm, this item is too expensive virtue of their novelty, tend to

Increase patronage noticeably at present for general use. At the moment the practice is to insert such charms among other types in a machine to stimulate patronage, the rocket charm ad

(Continued on page 63)

Arkansas Op Deals Free Coffee From County Fair Booth

HOPE, Ark.—Lester Godwin, owner of Hope Novelty Company, had a booth at the week-long Hempstead County Fair which began Monday (24) exhibiting his vending equipment and dispensing free coffee and cold drinks.

Godwin has on display Seeburg cold drink, coffee and cigarette vending machines.

Godwin was an operator in Dallas, for some 25 years until he bought out Lynn Farr, former owner of Central Amusement Company, and moved all his operations to Arkansas.

Some seven months ago he bought out The C. O. Temple, Hope Novelty Company, and has moved all operations to Arkansas.

Temple, incidentally, now in the auto business, is a racing enthusiast, has a ranch, and was in costume riding with other members of Hope Riding Club at the fair.

IMMEDIATE DELIVERY

World Famous VICTOR

Standard TOPPER

1c or 5c For Bulk Gum and Charms. Also available for Nuts and Bulk Candies. Packeted and sold 4 in a case.

GRAFF VENDING SUPPLY CO., INC. 2817 W. Davis Street Dallas, Texas

Pen VENDORAMA AND SCRIPTO PENS

A Fine Combination

Hold 193 SCRIPTO Pens Vending on The latch Yale in $46.22

SCRIPTO PENS Fine Quality Made. This machine is operated by U.S. Patents 1,085,126, 1,041,004, 1,041,003

VICTOR VENDING CORP. 5701-13 W. Grand Ave Chicago 39, Ill.
DALLAS—After nearly 10 years on the road covering 1,000-mile chunks in servicing some 3,000 Denver locations, Dick Graff of Dallas is now spending most of his time at home, where three collectors have taken over the fan-flung servicing responsibilities.

Graff, who went into bulk vending after meeting an old-timer in the business on a hunting trip back in the late 1930's, maintains his location set-up at nearly 3,000-machine mark, on the theory that this number of machines, over a territory which goes for miles as Denver, almost 1,000 miles away, is “just about the limit for control.”

Constantly adding new machines, Graff keeps the balance at a level point by selling off routes or equipment, and years ago, determined on a profit pattern which would show a return of between $4.50 to $5 as a minimum at each location for each fill.

He feels that any loss return on locations often hundreds of miles apart would be impractical, and he doesn’t hesitate to pull machines which for any reason are selling less.

Coast Vendors To Talk Over Tax Legality

HOLLYWOOD—Questions concerning group insurance plans and the legality of state sales tax will be aired at Tuesday’s (25) meeting of the Western Vending Machine Operators Association.

The sales tax situation was brought to the floor of last month’s meeting, and bulk vending operators’ interest in the problem is growing to the point of organizing an association to continue the discussion further. The group’s president, Phil Sredon, has promised to bring an insurance expert to the next meeting to discuss the group plans.

Coast Vendors To Talk Over Tax Legality

HOLLYWOOD—Questions concerning group insurance plans and the legality of state sales tax will be aired at Tuesday’s (25) meeting of the Western Vending Machine Operators Association.

The sales tax situation was brought to the floor of last month’s meeting, and bulk vending operators’ interest in the problem is growing to the point of organizing an association to continue the discussion further. The group’s president, Phil Sredon, has promised to bring an insurance expert to the next meeting to discuss the group plans.

Coast Vendors To Talk Over Tax Legality

HOLLYWOOD—Questions concerning group insurance plans and the legality of state sales tax will be aired at Tuesday’s (25) meeting of the Western Vending Machine Operators Association.

The sales tax situation was brought to the floor of last month’s meeting, and bulk vending operators’ interest in the problem is growing to the point of organizing an association to continue the discussion further. The group’s president, Phil Sredon, has promised to bring an insurance expert to the next meeting to discuss the group plans.
MEMPHIS — Police last week caught a burglar who confessed breaking into coin machines in seven burglaries, getting an estimated $250 in loot but doing several thousand dollars in damage to the machines.

Memphis Mayor Operators Association sent a note of commendation to police for cleaning up the burglaries. Police charged William Earl Cates, 33, with seven counts of burglary. Cates pleaded guilty at arraignment in City Court.

The cases now go to the Grand Jury where Indictment is routine. Conviction calls for time of from 5 to 10 years.

Chief of Detectives Charles J. Yozzo said the burglar and two other burglars in the county for which he may be charged later.

Chief Young said Cates was arrested by Lincott, J. L. Armstrong and J. H. Wright, setting a good example to a citizen that Cates was showing up at taverns with a lets of coin in his pocket he was spending for beer.

Under questioning, he confessed the burglaries, Chief Young said.

Meanwhile, police caught two young men breaking into a drink vending machine. City Judge Budge imposed the bond of $100 on the bond of $50, a misdemeanor and fined them.

"We are satisfied with the guilt and said, "We're sorry. We've learned our lesson."

Dinner at Inn Marks Memphis Showing

MEMPHIS — The Simmons-Pennington Company unveiled its new Seeburg Juke box which plays over 10,000 45's at an dinner showing Monday (10) at Hugel's.

It was a well organized, sleek, professional showing with hope that the box will find a "royal response" was the result, said Mrs. John Simmons, company president.

Several dozen operators and their wives and invited guests attended the cocktail hour, dinner and showing.

Lavin Unveiling

It was the most lavish unveiling Seeburg has ever held. A revolutionary departure from the usual unit staging—a two-day display at City Hall was now a lunchroom served.

Some of the more prominent of the city's show business took the time off of the event, said he went first class because of the importance of the "of this machine in the industry. It is entirely new and different and will come a breath of fresh air because a juke box has never been in before."

Operators after the showing expressed enthusiasm over these new mechanical features:
1. 100 per cent transistorized system, which means no expensive repairs on burning out of vacuum tubes.
2. System of the machine in the compartments, which can be moved, replaced on the spot and later repaired at the shop.

Carlos Salazar,
Rowe AC Export

Man, Dead at 39

CARACAS, Venezuela — Carlos Salazar, Rowe AC Export service manager here, was found dead in a room in his home here suddenly on a business trip last week. He was 39.

Salazar, who had been with Rowe AC Services and AMI for nine years, was in Miami visiting a relative in building Rowe AMI sales in Latin America.

A native of Cuba who his mother still lives, Salazar had made his home in Miami. He leaves his wife, Marilu, a daughter, Guillermo Salazar, and two children, Beatriz Elena, 5, and Carlos Humberto Jr., 3.

Other survivors include a broth- er, Mr. and Mrs. William Stewart, Jr., and a sister in Miami.

Paris Vendors

continent from page 61

in an effort to assist the continent from page 61

vertisers paying a proportionately higher rate.

There is experimentation with posters containing advertising messages so finely written that they are invisible through a magnifying glass, the glass being attached to the machine for this specific purpose.

Still other advertising-message posters consist of the tea-coooling principle, the advertiser's message being con- tained inside the coin machine.

Kiddie Market

Advertising-service operators are working together in the experiment here to devise advertising messages in the different categories of bulk vending machine patents. In the case of the machines, the effort is made to devise advertising messages which children will read.

Results so far are highly promising, the advertisers report. Studies show, moreover, that in controlled tests the bulk vending machine is attracting attention and the chasing of the advertised products appreciably.

VENDING HEADQUARTERS

for VICTOR

THE MOST COMPLETE AND FINEST LINE

of BULK VENDORS

New Victor 2000 Vendor, Large Capacity
Hold 2,000 X 100 Capsules... Also Available 3 Balls 100-Cap.

Gum for $c. $24.50 ea.

Launder's Vendor—Parts and Instructions. Write for Prices.

PARKWAY MACHINE CORP.

715 East St.

Baltimore 2, Md.
DOUBLE-PLAY DISKS

Four-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 programing 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.

<table>
<thead>
<tr>
<th>Side 1</th>
<th>Side 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>S素IN' SAFARI</td>
<td>409</td>
</tr>
<tr>
<td>PUNISH HER</td>
<td>409</td>
</tr>
<tr>
<td>ONLY LOVE CAN BREAK A HEART</td>
<td>409</td>
</tr>
<tr>
<td>IF I DIDN'T HAVE A DIME</td>
<td>409</td>
</tr>
<tr>
<td>SEND ME THE PILLOW YOU DREAM ON</td>
<td>409</td>
</tr>
<tr>
<td>WHAT'LL I DO</td>
<td>409</td>
</tr>
<tr>
<td>POPEYE THE HITCHKICKER</td>
<td>409</td>
</tr>
<tr>
<td>LIMBO ROCK</td>
<td>409</td>
</tr>
</tbody>
</table>

British Coinmen Get Ready For Common Market Day

BY OMER ANDERSON

London’s hot popular coin-operated firms at this coin machine world trend to crossroads are planning for British entry into the European Common Market—and for steady hands for American coin operators selling to Britain and Western Europe.

It is the export-import trade consensus here that creating of the Common Market will drastically the market in these countries for U.S. equipment, primarily reconditioned equipment of all types.

Hence, market analysts believe British entry into the trading community, coin experts here are almost unanimously convinced that British membership is inevitable, and that it probably will come within the next year. It is an open secret here that the British coin machine manufacturers are reorienting their entire operational approach in line with this assumption.

Tariff Cuts

The trading community is about 50 percent complete now—meaning that the U.S. operators dropped their internal tariffs by that percentage. The remaining 50 percent per cut in tariffs will be speed up, with the goal of eliminating all internal tariffs by 1964. At the same time the trading

400 See Seeburg Console Unveiled at H’wood Hotel

HOLLYWOOD—Amoco Music and Vending Company, formerly Badger Sales, unveiled the new Seeburg 400 console as a cocktail party and dinner attended by 200 operators at the Hollywood Roosevelt Hotel Friday (7).

The new console was designed and manufactured by the Seeburg Corporation. The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

Similarly, the subdued, clean appearance of the new Seeburg has been designed to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features a larger, distinctive design. It has been created to meet the needs of the show business. The larger format is more in keeping with the conventional interface, making it easier for the operator to add to the show's atmosphere.

The unveiling was carried out in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus stage visual to add to the impact of the show. The presentation took place on a red carpet affair at the cocktail party and dinner. Nearly everyone remained throughout.
UPRIGHT SALE
SPECIALS FOR THE WEEK
GAMES GAMES
GAMES
25c PER UNIT BIG WAREHOUSE CLEARANCE SALE
Washington City Distributing Company
America's Largest and Oldest
ONE-STOP RECORD SERVICE!

Nothing

All

the

Write

I

name

Above,

BREAKTHROUGH

Olive

contact

MAin

4111

CUERRINI'S

WAREHOUSE

DO

Sint

Vending

FOR

Phonograph

.. 1,

STOP

a

Shuffle

SERVICE!

SALE

ë4ee(

D

dealers,

Country

graph

ment

by

"However, reconditioned equipment is tough competition for us, because it sells for the same price, or even less, and operating with less equipment is no reason to buy a reconditioned U.S. prestige machine in preference to a new European machine."

4th Annual Music Golf Jamboree Draws 60 Wisconsin Machinists

MILWAUKEE—The fourth annual Wisconsin Music Industry Golf Jamboree drew a large crowd of record industry people, Wednesday (12), at the Port Washington Country Club. More than 60 disk dealers, jamboree box operators, distributors, disk jockeys and record promotion men attended.

Low net golf award went to Ken Kulow, Kendou, Inc. Prize for low gross score was won by Les Lorch, Mortley-Murphy Company.

Jamboree chairman John Plump, Bay Music Center, was assisted by these committee aides: Bob Larsen, WEMP; Bob Bie, Decca Records; Harry Jacobs Jr., United, Inc.; Les Lorch, Mortley-Murphy Company; Rob Rippey, Triangle Music; Ken Kulow, Kendou, Inc.; and Ron Olman, Billboard Music Week correspondent.

On hand during the day were: Jay Albrent, James H. Martin, Inc.; Harry Aebuchon, Mortley-Murphy Company; Harry Becker, Beckerman Distributing Company; Bob Bie, Decca Records; Dick Bruce, William R. Brooge, Larry Clark, WRIT; Tom Collins, WEMP; Martin L. Diamond, Chicago, Phillips, International Record Company; Jack Fish, Mortley-Murphy Company; Jerry Glusman, Radio Doctors; Bill Guyer; Jim Hanke; John Nupre.

VENDING EQUIPMENT ALMOST MORE THAN NEW EQUIPMENT

This view is confirmed generally by Continental trade sources. A West German industry leader pointed out, "New U.S. equipment is usually substantially higher priced than European equipment, and the higher price, particularly since the slowdown in the phonograph boom, gives us a selling edge.

"However, reconditioned equipment is tough competition for us, because it sells for the same price, or even less, and operating with less equipment is no reason to buy a reconditioned U.S. prestige machine in preference to a new European machine."

MIDDELTOWN, N.Y.—James (Pie) Haley, veteran Catskill Mountain operator, has been boosting juke box collections with the use of colored transparent strips which slide over title strips, the strips, which Haley buys for 45 cents a hundred from the Mobil One-Stop of Pittsburgh, are used to spotlight disks which Haley thinks are particularly appropriate for specific locations.

According to Haley, play on certain records has more than doubled thanks to use of colored strips. For example, Haley will take a location which does well with Polka numbers. When he gets a new record release, he'll slide the orange plastic slip over the title slip, calling attention to the fact that's he's got a new number especially purchased for the patrons of the location.

He's made comparison tests, first putting the record on no colored strip, then sliding on the strip after a week of play. In every case play on the particular record has gone up—generally average about 25 per cent.

Haley is careful not to use too many colored strips, concentrating on records which he feels are big carriers.

Headliner, Mercury Records; Harry Jacobs Jr., United, Inc., and Joe Jarmar, Record City.

Also, Arnold Jost, Arnold's Coin Machine Company, Paul Kaffenberg; Bob Krakow, Kaffenberg Distributing Company; Ken Kulow, Kendou, Inc.; Bob Larsen, WEMP; Joe Lipton, Tel-Music; Caspy Lydor, Harris Music; Gordon Krahn; Les Lorch, Mortley-Murphy Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jefferson, Chicago, Milwaukee, Wisconsin Company; Stan Louie; Louie Mistletoe Music; Bob Jackson, Jeffrey, Chicago, Milwaukee, Wisconsin Company; Stan Louie;


WHERE CAN I FIND METAL TYPE?

BUY! METAL TYPERS

www.americanradiohistory.com

TYPERS AND PARTS

1313 N. WESLEAY AVE.

CHICAGO 32, II.

FOR SALE

STANDARD AYRWARD

METAL TYPERS

1. LIFETIME INCOME

2. TROUBLE-FREE OPERATION

3. ONLY 19.19

GIVE TO DILLON RUBINO CANCER FUND

THE MUSICAL SALES CO.

The Musical Sales Bldg.

Baltimore, I.

Maryland

BARGAINS

FOR THE WEEK

GAMES

GAMES

Games

GAMES

25c PER UNIT

BIG WAREHOUSE

CLEARANCE SALE

Central

DISTRIBUTORS, INC.

2315 Olive Street

St. Louis 3, Mo.

Phone: Main 1-3511

Write or Call Us Collect.

Main 1-3511

Write or Call Us Collect.

Central

DISTRIBUTORS, INC.

2315 Olive Street

St. Louis 3, Mo.

Phone: Main 1-3511

Write or Call Us Collect.

Main 1-3511

Write or Call Us Collect.

Central

DISTRIBUTORS, INC.

2315 Olive Street

St. Louis 3, Mo.

Phone: Main 1-3511

Write or Call Us Collect.

Main 1-3511

Write or Call Us Collect.

Central

DISTRIBUTORS, INC.

2315 Olive Street

St. Louis 3, Mo.

Phone: Main 1-3511

Write or Call Us Collect.

Main 1-3511

Write or Call Us Collect.

Central

DISTRIBUTORS, INC.

2315 Olive Street

St. Louis 3, Mo.

Phone: Main 1-3511

Write or Call Us Collect.
Redd Distsrib Add Theater Touch To Boston Unveiling of Seeburg

BOSTON — Redd Distributing Company presented the Seeburg LP Console to more than 250 operators at the Hotel Kenmore Monday (9/19). With all the fanfare of a big stage production, the Redd firm turned its executives into actors led off by W. S. (Stu) Redd, president, as the story of the new machine was unfolded with music, song and pretty models.

Seeburg now is a heavily brased group for the big event, headed by Ed Claffey, director of sales, as well as Jim Hapgood, Dave Conner, special sales representative, and Frank Prometheus, of the Seeburg reading division. Presented among the head-table guests were Don Warden, vice-president of the First National Bank of Boston, and George Kandt, of the Kane Financing Corporation.

Acting as hosts, along with President Redd, were Bob Ives, sales manager; Al Levine, and Bob Lillane, who also played a part in the production which lasted about two hours. The hotel's Wedgewood Room was gaily decked for the occasion with a stage set up to reveal the new machine.

Among operators present were Henry Gladstone, Stickston, Paramount Music Company, Boston; Luke Levine, Advance Coin Machine Company, Boston; Stan Cohen, Swampscott; Al Robin and Dave Greeman, Melrose Music Company, Everett; Fred Kofas, Boston; Charles Pan Pan Distributing Company, Boston; Ben Ross, Grayben Vending Company, Mattapan; Don Foot, Reigho; Leo Gloshand and Ernie Carter, Central Machine Company, Lynn.

Also: Earl Westray, Westray Enterprises, Boston; Louis Sherry, Chester Music Company, Newton; Howard Crane, Beverly; Art Sturpee, Automatic Music Company, Jamaica Plain; Louis Caponecchi, Watertown; George Glassco, Lawrence; George Edson, Haverhill; Tony DelGiovan, Allston; Dick Lee, Lee Vending Company of Beverly, and A1 Dillins, of Pioneer Machine Company, Hyannis.


From New Hampshire came: Dino Donati, Manchester; Bill Harrington, Hanover; Joe Janowski, Manchester. From Rhode Island were: Joe Masucocci, Providence; Joe Almeida, Westerly; Ed Dyer, Providence; Anthony Joseph, Cranston; Bill O'Brien, Newport Amusement Co., Newport; Tony Perruccini, Automatic Music Co., Newport; Tony Cincinigrande, State Radio and Music Co., Providence, and Walter Stadnicki, Stadnicki Distributing Co., Newport.

From Maine came: Joe and Neal Glaser, Bangor; Tony Casale, Portland, Ed Companies, Springfield; Ed King, Rochford; Pete Johnson, Waterville, and Warren Cole, Grey when answering ads . . . Say You Saw It in Billboard Music Week

SEPTEMBER 29, 1962 BILLBOARD MUSIC WEEK 67

SEE Seeburg COLOR AD Inside Spread

AMERICAN'S

Imperial

The ULTIMATE in shuffleboards
Watch your profits soar
when you operate the

ALL NEW IMPERIAL!


HINT: Available in the CONTINENTAL U.S. at your nearest distributor in one piece or with Handle. Shipment随-time.

Shuffleboard Company
210 Mather Plank Road, Union City, N. J. 3-6000

GIVE TO DAMON RUNYON CANCER FUND

THE BIG APPEAL OF BOWLING

Williams

S-BALL

KING-PIN

HAS EXTRA SPECIAL WAYS TO SCORE

ROLL BALLS OVER 10 PINS GOOD FOR STRIKE

• Center Shooter scores Spare when lit.
• 2 Rollover Lanes, 2 Targets, 2 Rollover Buttons score Spare when lit.
• Hitting Rollover Buttons 1 to 10 scores Strike.
• 3 Rollover Lanes and 2 Skill Holes score Special when lit.
• 3 Jet Bumpers, 4 Flippers, 1 Kickup Shooter for Fast Action.

Order from your Williams Distributor

Williams ELECTRONIC MANUFACTURING CORP.
4240 N. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

Plastiskite finish long life playfield resistant wear.

4 NEW METAL POLISHED CHROME FLIPPERS
LOCATION TESTED FOR PROFITS!

NEW 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.
WORLD'S LARGEST INVENTORY FOR SALE

BEST OFFER 6 Pocket POOL TABLES Reconditioned Like New $195.00 ea.

Automatic Pool Tables $75.00
Bumper Pool Tables $75.00

BOWLERS EACH
35 BC Bowling Leagues, ft. R $427.00
3 Classic Bowlers, 16 ft. 275.00
1 Player League, 20 ft. 195.00
5 BC Twin Bowlers, 14 ft. 450.00

KIDDIE RIDES EACH
2 Tanks 175.00
1 Fractur 175.00
5 Scientific Rocket Ship 150.00
2 Automatic Bumper 150.00
1 Space Ranger 150.00
1 Ronald Duck 150.00
1 C. B. Baseball World Tour Trains 150.00
1 Mercury Space Spaceman 195.00
1 Scientific Ocean Liner 225.00
1 El Dorado Casino Boat 245.00
1 Large Merry-Go-Round 300.00
2 Motorcycles Drive Mobile, with 295.00
2 Space Center 295.00
2 Western Pony Trail 1,295.00

SPECIAL EACH
10 Seashore Bear Guns $125.00

GUNS EACH
2 Duke Pistols 50.00
6 G. P. Pistols 50.00
3 Exhibit Shooting Gallery 75.00
2 Silver Bull 75.00
3 Six Shooter Pistols 75.00
2 Genoa Sky Fighter 75.00
2 Bull's Eye Pin 95.00
1 Exhibital Star Shooting Gallery 150.00
1 Space Invader 95.00
2 Roses Parade 95.00
1 Camifull 145.00
1 Genoa Sky Rocket 145.00
1 Franklin Train 145.00
1 State Fair 150.00
1 Spook Pistol 150.00
1 Helios Bull 150.00
1 Genoa Top 150.00
3 Circus 245.00
3 Great Five 245.00
3 Midway Gallery 275.00
1 Crawford 295.00
1 Harries 295.00
5 Topfire 295.00
1 Vanguard 295.00
2 LC Ray Guns 325.00

SPECIAL 10 NATIONAL SKEE BALL ALLEYS On Location $1,000.00 for the Lot Or $125.00 each

For Send for Complete Lists

ARCADE-GAMES-RINGS RIDES-MUSIC-etc.

DAVID ROSEN
Exclusive A M 1 Dist. Co., Pa. 855-405-244 and 442 32, Pa. Phone. CENTER 2-2073

WANTED

JUKE BOX MECHANIC
• Excellent working conditions
• Steady work in pleasant surroundings
• Excellent pay

Give details and reference in first letter

Write Box No. 177
Billboard Music Week, 180 West Randolph, Chicago 1, Ill.

CHICAGO DYNAMIC INDUSTRIES INC. 1725 W. DIVERSEY, CHICAGO 14

Exclusive Chicago Area Distributor for
WURLITZER PHONOGRAPH and PARTS

COIN MACHINE EXCHANGE, INC.

1730 N. WEST NORTH AVE. CHICAGO 22, ILLINOIS

Remember—Ask for our FREE 1962 CATALOG. 64 Pages—Fully Illustrated.

VALLEY SALES CO.
A Division of Wagner & Co.

333 MORTON ST., RAY CITY, MICH.

(Weber's) 2-6357

VALLEY SALES CO. 15S MORTON ST., RAY CITY, MICH.

SPECIAL QUALITY BUILT—ECONOMY PRICED!

Qualify for the SPECIAL 6-POCKET

Count on it for Play and PROFIT!

• Genuine Billiard Cushions
• Hickory Stave Construction
• 1-2-3 Easy Installation
• "Easy Count" Scorer
• New Mechanism

Working Many other "Palm" Features

Model 1454. 35 and 42 Multi-Meter Finish


WANTED

Pro Ruller dollars the Economical Relief Deliverer Offers他自己 FOR THE MONTH, BY EAR, RIGHT COMPANY

IRVIN KAYS COMPANY, INC.

3412 Prospect Place Bexley 9, 0.

"Built Up in a Standard, Not Down to a Pattern"

ILLUMINATED BULLS EYE!
baseball

Chicago Coin Playland...$29.50 Conco State Fair......$ 9.00
Midway Shooting Gallery...249.50 Conco Circus......9.00
Williams Crusader......195.00 Conco Raffle Gallery...50.00
Williams Vanguard......295.00 United Pirate...... 99.00
Williams Titan......295.00 Chicago Coin Ray Gun...... 299.00

guns

Chicago Coin Playland...$295.00 Conco State Fair......$ 9.00
Midway Shooting Gallery...249.50 Conco Circus......9.00
Williams Crusader......195.00 Conco Raffle Gallery...50.00
Williams Vanguard......295.00 United Pirate...... 99.00
Williams Titan......295.00 Chicago Coin Ray Gun...... 299.00

shuffles

United Mars...$ 5.00 Chicago Triple Strike......$15.00
Chicago Coin Cross...50.00 United Lightning......150.00
Chicago Fireball......150.00 United Clipper......150.00
Chicago Scoremaster......150.00 United Fifth inning......150.00
United Capital......150.00

arcade

Chicago Coin Cents...Exhibit Pop Gun......$ 9.00
Cross Hockey......$195.00 Williams Baseball.......450.00
Bally All Star Bowling......$50.00 Harvard Metal Typer......150.00

bowlers

Chicago Coin Classic......$125.00 Chicago Twin Bowler......$195.00

birmingham vending company

540 2nd Avenue North
Birmingham, Alabama

phone: fa 4-7526

olympics

breaks world's record for money-making!

soccer, swimming, high jump, discus, baseball, hockey, pole vault, whatever the event, olympics naturally attracts the crowds. really a honey of a crowd pleaser a honey of a money-maker. order olympics for your locations.

see your distributor today.

- each roller designates an "olympic city"
- scoring 8 cities awards special
- scoring all cities lights targets for specials
- each top roller scores when its pair of bumpers are lit
- targets spot rollovers indicated by lit pair of bumpers
- center "run up" numbers keep total of cities scored.
- 4 on/off pop bumpers for high score.
- match feature.
- sparkling cabinet design.

baseball

chicago coin big league... $50.00 conco hi fli...... $50.00
united super slugger...... $50.00

guns

chicago coin playland... $295.00 conco state fair...... $9.00
midway shooting gallery... 249.50 conco circus...... 9.00
williams crusader...... 195.00 conco raffle gallery... 50.00
williams vanguard...... 295.00 united pirate...... 99.00
williams titan...... 295.00 chicago coin ray gun...... 299.00

shuffles

united mars... $5.00 chicago triple strike...... $15.00
chicago coin cross... 50.00 united lightning...... 150.00
chicago fireball...... 150.00 united clipper...... 150.00
chicago scoremaster...... 150.00 united fifth inning...... 150.00
united capital...... 150.00

arcade

chicago coin cents... exhibit pop gun...... $9.00
cross hockey...... $195.00 williams baseball....... 450.00
bally all star bowling...... $50.00 harvard metal typer...... 150.00

bowlers

chicago coin classic...... $125.00 chicago twin bowler...... $195.00

birmingham vending company

540 2nd avenue north
birmingham, alabama

phone: fa 4-7526

olympics

breaks world's record for money-making!

soccer, swimming, high jump, discus, baseball, hockey, pole vault, whatever the event, olympics naturally attracts the crowds. really a honey of a crowd pleaser a honey of a money-maker. order olympics for your locations.

see your distributor today.

- each roller designates an "olympic city"
- scoring 8 cities awards special
- scoring all cities lights targets for specials
- each top roller scores when its pair of bumpers are lit
- targets spot rollovers indicated by lit pair of bumpers
- center "run up" numbers keep total of cities scored.
- 4 on/off pop bumpers for high score.
- match feature.
- sparkling cabinet design.

new "hard-core" finish extends playboard life to an all-time high!

1140-50 n. kostner avenue • chicago 51, illinois
it's always profitable to operate gotlieb games!
is pleased to announce
the appointment of:

ALLIED SALES COMPANY
401 Jones Avenue, Oak Hill, West Virginia
John (Red) Wallace
Eugene Wallace
Hobart Booth

as distributors for the
SOON TO BE INTRODUCED

ROCK-OLA
BIG 3 FOR '63!

LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFIT

ROCK-OLA MANUFACTURING CORPORATION
800 NORTH KEDZIE AVENUE • CHICAGO 51, ILLINOIS
The Kapa-Ann takes a nightly sail down the Cedar River out of Cedar Rapids, Iowa. Earnings from the juke box were "good, but not startling" until a Wurlitzer 2600 with the Ten Top Tunes feature was put aboard.

Today, earnings from the phonograph on the Kapa-Ann are 40% higher than ever before.

If you have some locations that are dragging along at low tide, try a Wurlitzer 2600 offering Ten Top Tunes for 50 cents at the press of a single button.

You'll be amazed at the results.

Leo Miller and Earl DeFoo of the Iowa Phonograph Co., Cedar Rapids, who installed a Wurlitzer 2600 on the Kapa-Ann and saw earnings go "full speed ahead."

WURLITZER 2600

THE WURLITZER COMPANY • 106 Years of Musical Experience • NORTH TONAWANDA, NEW YORK
RED HOT!

BENNY GOODMAN in MOSCOW

Actual on-the-spot recordings of the first performances by an American jazz band in the Soviet Union.

ORDER NOW WHILE IT’S SIZZLING!

RCA VICTOR

www.americanradiohistory.com