

**SPECIAL
THIS WEEK**

SELLING CHILDREN'S RECORDS for Christmas and All Year Round

October 13, 1962

5

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



Pleasant Autumn Days in LP's Seen Ahead for Dealers

SINGLES

★ NATIONAL BREAKOUTS

THE CHA-CHA-CHA, Bobby Rydell, Cameo 228

★ REGIONAL BREAKOUTS

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

UNTIE ME . . . The Tams, Arlen 711 (Lowery, BMI) (Chicago)

AFTER LOVING YOU . . . Eddy Arnold, RCA Victor 8048 (Red River, BMI) (Houston)

BUSTIN' SURFBOARDS . . . Tornados, Aertun 1013 (Mate, BMI) (Los Angeles)

I JUST DON'T KNOW WHAT TO DO WITH MYSELF . . . Tommy Hunt, Scepter 1236 (Quartet, ASCAP) (Detroit)

THE ALLEY CAT SONG . . . David Thorne, Riverside 4530 (Metorian, BMI) (Los Angeles)

A TRUE, TRUE LOVE . . . Bobby Darin, Capitol 4837 (Adaris, BMI) (Hartford)

DON'T EVER LEAVE ME . . . Bob and Earl, Tempe 102 (Fore-Site, BMI) (Los Angeles)

NEW ON THE HOT 100

69. **THE CHA-CHA-CHA** . . . Bobby Rydell, Cameo 228
76. **409** . . . Beach Boys, Capitol 4777
77. **I'VE GOT A WOMAN** . . . Jimmy McGriff, Sue 770
78. **NEXT DOOR TO THE BLUES** . . . Etta James, Argo 5424
79. **YOU CAN RUN** . . . Jerry Butler, Vee Jay 463
80. **I'LL BRING IT HOME TO YOU** . . . Carla Thomas, Atlantic 2163
83. **LOVERS BY NIGHT, STRANGERS BY DAY** . . . Fleetwoods, Dolton 62
84. **I'M HERE TO GET MY BABY OUT OF JAIL** . . . Everly Brothers, Cadence 1429
85. **MAMA SANG A SONG** . . . Stan Kenton, Capitol 4847
89. **I'VE BEEN EVERYWHERE** . . . Hank Snow, RCA Victor 8072
90. **YOU CAN'T LIE TO A LIAR** . . . Ketty Lester, Era 3088
91. **DON'T HANG UP** . . . Orlons, Cameo 231
92. **I'LL REMEMBER CAROL** . . . Tommy Boyce, RCA Victor 8074
93. **HAPPY WEEKEND** . . . Dave (Baby) Cortez, Chess 1834
94. **FOOLS RUSH IN** . . . Etta James, Argo 5424
95. **FURTHER MORE** . . . Ray Stevens, Mercury 72039
97. **HAIL TO THE CONQUERING HERO** . . . James Darren, Colpix 655
98. **HEARTACHES** . . . Patsy Cline, Decca 31429
99. **HULLY GULLY GUITARS** . . . Jerry Reed, Columbia 42533
100. **I'M GONNA CHANGE EVERYTHING** . . . Jim Reeves, RCA Victor 8080

ALBUMS

★ NATIONAL BREAKOUTS

MONO

JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES, Bill Dana, Kapp KL 1304
TONY BENNETT AT CARNegie HALL, Columbia C2L 23

THE LIVELY ONES, Dic Damone, Capitol T 1748

STEREO

CARIBBEAN GUITAR, Chet Atkins, RCA Victor LSP 2549

FOLK MATINEE, Limelitters, RCA Victor LSP 2547

★ NEW ACTION LP'S

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

MONO

EXOTIC SUITE OF THE AMERICAS . . . Perez Prado, RCA Victor LPM 2571

WARM AND WILLING . . . Andy Williams, Columbia CL 1879

TWANGY GUITAR SILKY STRINGS . . . Duane Eddy, RCA Victor LPM 2576

ROUTE 66 THEME & OTHER GREAT TV THEMES . . . Nelson Riddle and His Ork, Capitol T 1771

THE BEST OF SAM COOKE . . . RCA Victor LPM 2625

WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS . . . Sammy Davis Jr., Reprise R 6051

THE SWINGERS . . . Four Freshmen, Capitol T 1753

TILL DEATH DO US PART . . . Bob Braun, Decca DL 4339

ANY DAY NOW . . . Chuck Jackson, Wand 654

DRINKING AGAIN . . . Dinah Washington, Roulette R 25183

SEALED WITH A KISS . . . Brian Hyland, ABC-Paramount ABC 431

JUST JIMMY REED . . . Vee Jay LP 1050

LOVE AMONG THE YOUNG . . . James Darren, Colpix CP 428

THE THINGS WE DID LAST SUMMER . . . Shelley Fabares, Colpix CP 431

THE NEW CHRISTY MINSTRELS . . . Columbia CL 1872

STEREO

BROTHERS FOUR GREATEST HITS . . . Columbia CS 8603

HUGO WINTERHALTER GOES CONTINENTAL . . . RCA Victor LSP 2482

HERBIE MANN AT THE VILLAGE GATE . . . Atlantic 1380

HONOLULU HONKY TONK . . . Frankie Carle and His Piano and Ork, RCA Victor LSP 2540

LOLITA . . . Sound Track, MGM SE 4050

(Continued on page 8)

Singles business blew hot and cold last week depending on the city. In some markets, like Los Angeles, Chicago and Memphis, for example, singles were selling solidly; in other markets, like Philadelphia and New York, business was off from previous weeks. But even where it was off, dealers, most of them anyway, did not seem to be too discouraged, they said that so far it has been a good fall season.

While singles were spotty, LP's held to their steady sales rise since the start of the fall buying season. It appeared the pleasant trend would continue. Hit albums, many of them by singles artists, sparked the LP market. Nat Cole with "Ramblin' Rose" and Martin Denny's "Taste of Honey" were two of the hottest new albums around, with sets by Jose Jimenez, Vic Damone, Tony Bennett, Chet Atkins, the Limelitters, Burl Ives, Floyd Cramer and Connie Francis starting to grab sales action.

Not that the older albums weren't moving, too. Dealers last week reported among their biggest sellers albums by Peter, Paul and Mary, Ray Charles, the sound tracks of "West Side Story" and "The Music Man," as well as LP's by Stan Getz and Charlie Byrd and Jimmy Smith.

Meanwhile, manufacturers were starting to issue this month their second salvo of powerhouse releases as they moved nearer to the holiday season. Christmas LP's were starting to make their way to market, and new releases by such top artists as Belafonte, Peggy Lee, Frank Sinatra (on both the Reprise and Capitol labels), Brenda Lee, Bobby Darin, Van Cliburn, Fats Domino, Joan Baez, Rusty Warren, Johnny Mathis and Mantovani were either in the process of being released or were just issued. These LP's, plus new sets by strong singles artists looked as if they would make the months of October and November a potent sales period.

Darkest Before Dawn, Miami Hopes

MIAMI—Considerable rain, the back-to-school-movement and a normally bad time of the year for sales all combined to make September one of the slowest periods in many months here. After a better-than-average summer for singles and albums, dealers felt the September squeeze more keenly than usual.

Toward the middle of October, according to a one-stop, migrant workers begin moving into the Florida area for the impending citrus fruit harvest. "That's when the juke box operators begin getting active again," he said. "And that's when business sort of unofficially begins to move again. Soon after that the tourist season begins, which means our local population has more money to spend on things like records."

On the radio front, the rating battle continues here between WFUN and WQAM. The two have been nip-and-tuck. Only a month ago, the Storz-owned WQAM hired ex-New York rock king Alan Freed, in a move to grab a bigger share of the market. Just before that, Gary Mack and Bill Holly, key programming operatives from WQAM, both involved in the station's current success, moved to WFUN.

Meanwhile, one of the more alert indie disk merchants, Mike Spector, made two new moves to expand his operation in the area this week. Spector has run what he calls his "conventional" store on U. S. 1 in Coral Gables for some time. Earlier this year he opened his first leased department in the Farmer's Market, super-discount store in West Palm Beach, 80 miles to the north.

This week, Spector announced two new openings. First of these is in the Central Shopping Plaza, in a heavy downtown traffic location, directly across from the West Flagler Kennel

(Continued on page 8)

SEE BACK COVER FOR ELVIS' BIG NEW SINGLE

150 Best Selling

MONAURAL LP's

★ STAR PERFORMERS—selections on Chart 7 weeks or less registering greatest upward progress this week

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OL 5670	51
2	3	PETER, PAUL & MARY Warner Bros. W 1449	25
3	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	26
4	4	THE MUSIC MAN Sound Track, Warner Bros. B 1459	10
5	8	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	4
6	5	RAY CHARLES GREATEST HITS ABC-Paramount, ABC 415	9
7	9	ROSES ARE RED Bobby Vinton, Epic LN 24020	11
8	7	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1849	15
9	11	HATARI! Henry Mancini, RCA Victor LPM 2559	13
10	6	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM E 4062	16
11	10	POT LUCK Elvis Presley, RCA Victor LPM 2523	14
12	12	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	8
13	17	WEST SIDE STORY Original Cast, Columbia OL 5230	105
14	13	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	12
15	48	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8422	5
16	18	TIME OUT Dave Brubeck, Columbia CL 1397	93
17	24	JOAN BAEZ, VOL. I Vanguard VRS 9078	33
18	16	THE BEST OF THE KINGSTON TRIO Capitol T 1705	19
19	14	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	20
20	27	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	101
21	20	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	232
22	42	BUDDY HOLLY STORY Coral CRL 57279	92
23	23	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	23
24	15	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	18
25	33	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	53
26	21	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	24
27	29	MOM'S MABLEY BREAKS IT UP Chess LP 1472	7
28	35	MUSIC MAN Original Cast, Capitol WAD 990	225
29	22	ROY ORBISON'S GREATEST HITS Monument M 4009	7
30	19	ROME ADVENTURE Sound Track, Warner Bros. W 1458	18
31	32	MY FAIR LADY Original Cast, Columbia OL 5090	340
32	30	GEORGE CHAKIRIS Capitol T 1750	7
33	52	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	51
34	39	THE SOUND OF MUSIC Original Cast, Columbia KOL 3450	147
35	26	LOVERS WHO WANDER Dion, Laurie LL 2012	14
36	34	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	26
37	37	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 3458	5
38	41	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	45
39	25	RAY CHARLES STORY Atlantic 2-900	10
40	43	FOLK MATINEE Limeliters, RCA Victor LPM 2547	3
41	70	A TASTE OF HONEY Martin Denny, Liberty LRP 3237	3
42	28	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R 1005	7
43	59	JOAN BAEZ, VOL. II Vanguard VRS 9094	46
44	36	BABY ELEPHANT WALK Lawrence Welk, Dot DLP 3457	5
45	38	SINATRA SINGS . . . OF LOVE & THINGS Capitol W 1729	9
46	54	VINCENT EDWARDS SINGS Decca DL 4311	15
47	44	DINAH '62 Dinah Washington, Roulette R 26170	17
48	50	THE BUTT-DOWN MIND ON TV Bob Newhart, Warner Bros. W 1467	6
49	58	DID YOU EVER! Dave Gardner, RCA Victor LPM 2498	7
50	60	G. I. BLUES Elvis Presley, RCA Victor LPM 2254	102
51	47	HEAVENLY Johnny Mathis, Columbia CL 1351	160

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	45	CAMELOT Original Cast, Columbia KOL 5620	90
53	72	RUMAROUND SUE Dion, Laurie LLP 2009	46
54	40	THE GOLDEN HITS OF THE EVERLY BROTHERS Warner Bros. W 1471	8
55	73	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	158
56	51	PORTRAIT IN MUSIC George Maharis, Epic LN 24021	6
57	55	THE GARLAND TOUCH Judy Garland, Capitol W 1710	8
58	67	LIVE IT UP Johnny Mathis, Columbia CL 1711	34
59	63	A SONG FOR YOUNG LOVE Letterman, Capitol T 1669	34
60	126	MILES DAVIS AT CARNEGIE HALL Columbia CL 1812	2
61	53	NO STRINGS Original Cast, Capitol D 1695	26
62	31	EDDIE CANO AT P.J.'S Reprise R 4030	7
63	65	LOLITA Sound Track, MGM E 4050	4
64	61	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 4305	3
65	74	THROUGH CHILDREN'S EYES Limeliters, RCA Victor LPM 2512	17
66	80	BY REQUEST Perry Como, RCA Victor LPM 2567	3
67	75	TWO OF US Robert Goulet, Columbia CL 1826	7
68	56	COLLEGE CONCERT Kingston Trio, Capitol T 1658	32
69	57	WALK ON THE WILD SIDE Elmer Bernstein, Chess A-4	15
70	62	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBD 1569	63
71	91	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	73
72	76	DO THE TWIST Ray Charles, Atlantic 8054	43
73	68	WORRIED MIND Ray Anthony, Capitol T 1732	13
74	84	ALWAYS YOU Robert Goulet, Columbia CL 1676	27
75	117	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	135
76	104	BEST OF JOELSON Al Jolson, Decca DKA 169	4
77	83	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	18
78	92	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	119
79	115	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	48
80	86	MR. PIANO Roger Williams, Kapp KL 1290	5
81	46	A YOUNG MAN'S FANKY Johnny Crawford, Del-Fi DFLP 1223	7
82	82	TWIST AND SHOUT Isley Brothers, Wand 653	3
83	49	BOBBY YEE MEETS THE CRICKETS Liberty LRP 3220	13
84	81	CHAD MITCHELL TRIO AT THE BITTER END Kapp KL 1281	7
85	130	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	19
86	85	JULIE AND CAROL AT CARNEGIE HALL Julie Andrews & Carol Burnett, Columbia OL 5840	7
87	139	THINGS AND OTHER THINGS Bobby Darin, Atco 146	2
88	103	ALL THE HITS Bobby Rydell, Cameo C 1019	7
89	106	ONCE UPON A TIME Letterman, Capitol T 1711	19
90	102	RHAPSODY IN RHYTHM Ray Conniff, His Ork & Chorus, Columbia CL 1878	2
91	94	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	20
92	101	WHAT'D I SAY Ray Charles, Atlantic 8029	59
93	140	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	41
94	97	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	39
95	128	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	27
96	77	GEORGE MAHARIS SINGS! Epic LN 24001	20
97	95	SHOW BOAT Various Artists, Columbia OL 5820	5
98	—	JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES Bill Dana, Kapp KL 1304	1
99	142	AMERICAN WALTZES Mantovani, London LL 3260	12
100	148	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	2

*Does not include weeks prior to 1958 when different LP chart was published.

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	48
2	2	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	10
3	4	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	22
4	5	HATARI! Henry Mancini, RCA Victor LSP 2559	13
5	3	PETER, PAUL & MARY Warner Bros., WS 1449	12
6	11	WEST SIDE STORY Original Cast, Columbia OS 2001	67
7	6	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	15
8	7	SOMETHING SPECIAL Kingston Trio, Capitol ST 1747	9
9	16	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	3
10	9	MUSIC MAN Original Cast, Capitol SWAO 990	96
11	8	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	51
12	12	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	135
13	10	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	16
14	13	RAY CHARLES GREATEST HITS ABC-Paramount, ABCS 415	8
15	20	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	53
16	17	CAMELOT Original Cast, Columbia KOS 2031	90
17	15	BABY ELEPHANT WALK Lawrence Welk, Dot DLP 2547	3
18	22	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R9-1005	6
19	28	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBD 1569	63
20	40	A TASTE OF HONEY Martin Denny, Liberty LST 7237	2
21	46	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8422	2
22	18	TIME OUT Dave Brubeck, Columbia CS 8192	62
23	38	BEST OF THE KINGSTON TRIO Capitol ST 1705	18
24	39	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V6-8474	14
25	24	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	23
26	25	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	4
27	27	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 2548	3
28	14	POT LUCK Elvis Presley, RCA Victor LSP 2523	14
29	23	NO STRINGS Original Cast, Capitol SO 1695	26
30	29	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	50
31	26	BEYOND THE REEF Earl Grant, Decca DL 74231	13
32	19	AMERICAN WALTZES Mantovani, London PS 248	19
33	49	WORRIED MIND Ray Anthony, Capitol ST 1732	12
34	30	FOR THE HERO MINDED Peter Nero, RCA Victor LSP 2536	8
35	34	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 74305	3
36	31	DANCE AGAIN Edmundo Ros & Ork, London SP 44013	4
37	36	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	20
38	33	SPAIN Stanley Black Ork, London SP 44016	9
39	—	CARIBBEAN GUITAR Chop Akins, RCA Victor LSP 2549	1
40	41	THE GARLAND TOUCH Judy Garland, Capitol SW 1710	6
41	35	POPS ROUNDUP Boston Pops (Fiedler), RCA Victor LSC 2595	6
42	21	SINATRA SINGS . . . OF LOVE AND THINGS Frank Sinatra, Capitol SW 1729	9
43	44	RHAPSODY IN RHYTHM Ray Conniff, His Ork & Chorus, Columbia CS 8678	2
44	45	RONNIE ALDRICH & HIS TWO PIANOS London SP 44018	2
45	50	EL CID Sound Track, MGM SE 3977	7
46	37	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	19
47	—	FOLK MATINEE Limeliters, RCA Victor LSP 2547	1
48	42	MOON RIVER Lawrence Welk, Dot DLP 25412	40
49	32	ROSES ARE RED Bobby Vinton, Epic BN 26020	9
50	47	PIANOS IN PARADISE Ferrante & Teicher, United Artists UAS 6220	3

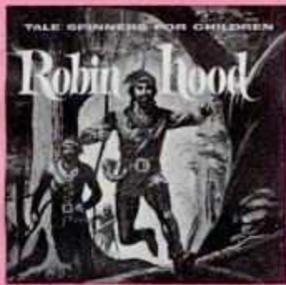
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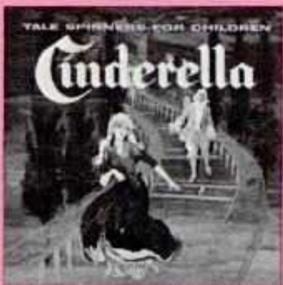
ROBIN HOOD
UAC 11001 (Mono.)



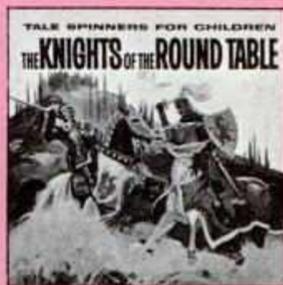
WILLIAM TELL
UAC 11002 (Mono.)



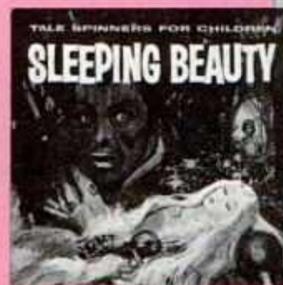
SNOW WHITE
UAC 11003 (Mono.)



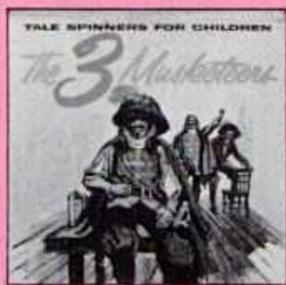
CINDERELLA
UAC 11004 (Mono.)



THE KNIGHTS OF THE ROUND TABLE
UAC 11005 (Mono.)



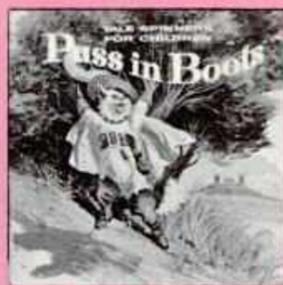
THE SLEEPING BEAUTY
UAC 11006 (Mono.)



THE THREE MUSKETEERS
UAC 11007 (Mono.)



THE UGLY DUCKLING
UAC 11008 (Mono.)



PUSS IN BOOTS
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★ **STAR PERFORMERS**—Selections registering greatest upward progress this week.

Ⓢ Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

Ⓢ Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34
1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
SHERRY	Four Seasons, Vee Jay 456																																	
2	2	4	13	MONSTER MASH	Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167																							6						
3	3	2	2	RAMBLIN' ROSE	Nat King Cole, Capitol 4804																							11						
4	4	6	6	LET'S DANCE	Chris Montez, Monogram 505																							10						
5	8	17	27	I REMEMBER YOU	Frank Ifield, Vee Jay 457																							6						
6	5	3	4	GREEN ONIONS	Booker T & the MG's, Stax 127																							10						
7	15	19	28	DO YOU LOVE ME	Contours, Gordy 7005																							10						
8	6	8	8	PATCHES	Dickey Lee, Smash 1758																							8						
9	9	7	12	ALLEY CAT	Bert Fabric, Atco 6236																							12						
10	14	12	15	IF I HAD A HAMMER	Peter, Paul & Mary, Warner Bros. 5296																							9						
11	23	44	66	HE'S A REBEL	Crystals, Philles 106																							6						
12	7	13	16	VENUS IN BLUE JEANS	Jimmy Clanton, Ace 8001																							9						
13	24	30	43	ONLY LOVE CAN BREAK A HEART	Gene Pitney, Muscor 1022																							5						
14	19	24	29	SURFIN' SAFARI	Beach Boys, Capitol 4777																							10						
15	10	11	9	YOU BEAT ME TO THE PUNCH	Mary Wells, Motown 1032																							10						
16	11	5	3	SHEILA	Tommy Roe, ABC-Paramount 10329																							12						
17	12	18	19	RAIN, RAIN GO AWAY	Bobby Vinton, Epic 9532																							8						
18	20	21	26	WHAT KIND OF LOVE IS THIS	Joey Dee and the Starliners, Roulette 4438																							8						
19	13	15	23	LIE TO ME	Brook Benton, Mercury 72024																							8						
20	21	26	31	PUNISH HER	Bobby Vee, Liberty 55479																							7						
21	35	50	—	ALL ALONE AM I	Brenda Lee, Decca 31424																							3						
22	22	25	32	IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	Carole King, Dimension 2000																							8						
23	28	32	42	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett, Columbia 42332																							10						
24	25	36	52	POPEYE (THE HITCHHIKER)	Chubby Checker, Parkway 849																							4						
25	26	27	30	HULLY GULLY BABY	Dovells, Parkway 845																							10						
26	30	46	60	DON'T GO NEAR THE INDIANS	Rex Allen, Mercury 71997																							5						
27	17	9	7	YOU BELONG TO ME	Duprees, Coed 569																							11						
28	38	42	57	TORTURE	Kris Jensen, Hickory 1173																							7						
29	16	10	5	TEEN AGE IDOL	Rick Nelson, Imperial 5864																							10						
30	40	54	71	WHAT KIND OF FOOL AM I	Sammy Davis Jr., Reprise 20048																							7						
31	46	63	80	GINA	Johnny Mathis, Columbia 42582																							4						
32	18	23	17	BEECHWOOD 4-5789	Marvelettes, Tamla 54065																							10						
33	47	59	68	LIMBO ROCK	Chubby Checker, Parkway 849																							6						
34	36	51	61	LITTLE BLACK BOOK	Jimmy Dean, Columbia 42529																							5						

THIS WEEK	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66
35	37	53	69	KING OF THE WHOLE WIDE WORLD	Elvis Presley, RCA Victor EPA 4371 (Extended Play)																							4				
36	44	49	53	HIDE AND GO SEEK	Bunker Hill, Mala 451																							8				
37	56	66	84	CLOSE TO CATHY	Mike Clifford, United Artists 489																							5				
38	39	41	44	STOP THE MUSIC	Shirelles, Scepter 1237																							6				
39	49	76	86	WARMED OVER KISSES	Briana Hixson, ABC-Paramount 10359																							4				
40	34	37	35	COME ON LITTLE ANGEL	Belmonts, Sabina 505																							13				
41	67	87	—	NOTHING CAN CHANGE THIS LOVE	Sam Cooke, RCA Victor 8088																							3				
42	29	22	22	A WONDERFUL DREAM	Majors, Imperial 5855																							9				
43	27	14	11	LOCO-MOTION	Little Eva, Dimension 1000																							16				
44	77	—	—	NEXT DOOR TO AN ANGEL	Neil Sedaka, RCA Victor 8086																							2				
45	33	28	14	RINKY DINK	Dave (Baby) Cortez, Chess 1829																							14				
46	50	55	62	THE THINGS WE DID LAST SUMMER	Shelley Fabares, Colpix 654																							5				
47	68	80	85	TEN LONELY GUYS	Pat Boone, Dot 16391																							4				
48	69	84	—	BABY FACE	Bobby Darin, Atco 6236																							3				
49	55	48	51	YOU CAN'T JUDGE A BOOK BY THE COVER	Bo Diddley, Checker 1019																							9				
50	64	67	76	NO ONE WILL EVER KNOW	Jimmie Rodgers, Dot 16378																							7				
51	73	90	—	IF A MAN ANSWERS	Bobby Darin, Capitol 4837																							3				
52	71	83	—	JAMES (Hold the Ladder Steady)	Sue Thompson, Hickory 1183																							3				
53	63	79	90	WORKIN' FOR THE MAN	Roy Orbison, Monument 467																							4				
54	60	73	79	STORMY MONDAY	Bobby Bland, Duke 355																							6				
55	53	56	58	SAVE ALL YOUR LOVIN' FOR ME	Brenda Lee, Decca 31424																							4				
56	78	85	91	DON'T YOU BELIEVE IT	Andy Williams, Columbia 42523																							5				
57	61	65	82	SWEET SIXTEEN BARS	Earl Grant, Decca 25574																							6				
58	62	64	65	IF I DIDN'T HAVE A DIME	Gene Pitney, Muscor 1022																							7				
59	54	61	63	A TASTE OF HONEY	Martin Denny, Liberty 55470																							14				
60	92	—	—	LOVE ME TENDER	Richard Chamberlain, MGM 13097																							2				
61	81	—	—	SUSIE DARLIN'	Tommy Roe, ABC-Paramount 10362																							2				
62	84	—	—	THE BURNING OF ATLANTA	Claude King, Columbia 42581																							2				
63	72	75	87	TWISTIN' WITH LINDA	Isley Brothers, Wand 127																							4				
64	70	70	74	THE SWISS MAID	Del Shannon, Big Top 3117																							5				
65	58	60	55	I KEEP FORGETTIN'	Chuck Jackson, Wand 126																							7				
66	87	—	—	I'M GOING BACK TO SCHOOL	Dee Clark, Vee Jay 462																							2				

THIS WEEK	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
67	75	69	77	WHAT TIME IS IT?	Jive Five, Beltone 2024																							5						
68	65	71	88	AND THEN THERE WERE DRUMS	Sandy Nelson, Imperial 5870																							4						
69	—	—	—	THE CHA CHA CHA	Bobby Rydell, Cameo 228																							1						
70	99	—	—	HE THINKS I STILL CARE	Connie Francis, MGM 13096																							2						
71	86	93	—	DESAFINADO	Stan Getz and Charlie Byrd, Verve 10260																							3						
72	90	—	—	POP POP POP-PIE	Sherry's, Guyden 2068																							2						
73	83	86	97	SECOND FIDDLE GIRL	Barbara Lynn, Jamie 1233																							4						
74	95	—	—	LEAH	Roy Orbison, Monument 467																							2						
75	88	—	—	(DANCE WITH THE) GUITAR MAN	Duane Eddy, RCA Victor 8087																							2						
76	—	—	—	409	Beach Boys, Capitol 4777																							1						
77	—	—	—	I'VE GOT A WOMAN	Jimmy McGriff, Sue 770																							1						
78	—	—	—	NEXT DOOR TO THE BLUES	Etta James, Argo 5424																							1						
79	—	—	—	YOU CAN RUN	Jerry Butler, Vee Jay 463																							1						
80	—	—	—	I'LL BRING IT HOME TO YOU	Carla Thomas, Atlantic 2163																							1						
81	97	—	—	DID YOU EVER SEE A DREAM WALKING	Fats Domino, Imperial 5875																							2						
82	91	91	92	FOREVER AND A DAY	Jackie Wilson, Brunswick 55233																							4						
83	—	—	—	LOVERS BY NIGHT, STRANGERS BY DAY	Fleetwoods, Dolton 62																							1						
84	—	—	—	I'M HERE TO GET MY BABY OUT OF JAIL	Everly Brothers, Cadence 1429																							1						
85	—	—	—	MAMA SANG A SONG	Stan Kenton, Capitol 4847																							1						
86	96	98	98	I LEFT MY HEART IN THE BALCONY	Linda Scott, Congress 106																							4						
87	93	96	96	MR. LONELY	Buddy Greco, Epic 9536																							4						
88	94	—	—	I WAS SUCH A FOOL	Connie Francis, MGM 13096																							2						
89	—	88	—	I'VE BEEN EVERYWHERE	Hank Snow, RCA Victor 8072																							2						
90	—	—	—	YOU CAN'T LIE TO A LIAR	Ketty Lester, Era 3088																							1						
91	—	—	—	DON'T HANG UP	Orions, Cameo 231																							1						
92	—	—	—	I'LL REMEMBER CAROL	Tommy Boyce, RCA Victor 8074																							1						
93	—	—	—	HAPPY WEEKEND	Dave (Baby) Cortez, Chess 1834																							1						
94	—	—	—	FOOLS RUSH IN	Etta James, Argo 5424																							1						
95	—	—	—	FURTHER MORE	Ray Stevens, Mercury 72039																							1						
96	100	—	—	WHEN THE BOYS GET TOGETHER	Joanie Sommers, Warner Bros. 5308																							2						
97	—	—	—	HAIL TO THE CONQUERING HERO	James Darren, Colpix 655																							1						
98	—	—	—	HEARTACHES	Patsy Cline, Decca 31429																							1						
99	—	—	—	HULLY GULLY GUITARS	Jerry Reed, Columbia 42533																							1						
100	—	—	—	I'M GONNA CHANGE EVERYTHING	Jim Reeves, RCA Victor 8080																							1						

HOT 100—A TO Z—(Publisher-Licensee)

All Alone Am I (Duchess, BMI)	21
Alley Cat (Meritor, BMI)	9
And Then There Were Drums (Trawls, BMI)	68
Baby Face (Kempick, ASCAP)	48
Beechwood 4-5789 (Jobete, BMI)	32
Burning of Atlanta, The (Conrad, BMI)	62
Cha-Cha-Cha, The (Fajob-Kalman, ASCAP)	69
Close to Cathy (Arch, ASCAP)	37
Come on Little Angel (Glendon, ASCAP)	40
(Dance With the) Guitar Man (Lindauer, BMI)	75
Desafinado (Hollis, BMI)	71
Did You Ever See a Dream Walking (DeSylva, Brown & Henderson, ASCAP)	81
Do You Love Me (Jobete, BMI)	7
Don't Go Near the Indians (Buttercup, BMI)	26
Don't Hang Up (Kalmann, ASCAP)	91
Don't You Believe It (Doff, ASCAP)	56
Fools Rush In (Bragman, Vocco & Conn, ASCAP)	94
Forever and a Day (Merrimac, BMI)	82
409 (Sea of Tunes, BMI)	76
Further More (Lowery, BMI)	95
Gina (Elm Drive, ASCAP)	31
Green Onions (East, BMI)	6
Hail to the Conquering Hero (Aldon, BMI)	97
Happy Weekend (Arc, BMI)	93
He Thinks I Still Care (Glad-Jack, BMI)	70
Heartaches (Leeds, ASCAP)	98
He's a Rebel (Janney, BMI)	11
Hide & Go Seek (Marks-Florentino, BMI)	36
Hully Gully Baby (Kalmann, ASCAP)	25
Hully Gully Guitars (Lowery, BMI)	99
I Keep Forgettin' (Tris, BMI)	65
I Left My Heart in San Francisco (General, ASCAP)	23

I Left My Heart in the Balcony (Trinity-Kitt, BMI)	86
I Remember You (Paramount, ASCAP)	5
I Was Such a Fool (Francon, ASCAP)	8
I'm Going Back to School (Conrad, BMI)	66
I'm Gonna Change Everything (Tuckahoe, BMI)	100
I'm Here to Get My Baby Out of Jail (Cole, BMI)	84
I've Been Everywhere (Hill & Range, BMI)	89
I've Got a Woman (Progressive, BMI)	77
I'll Bring It Home to You (Kaga, BMI)	80
I'll Remember Carol (Calbay, BMI)	92
If a Man Answers (Adaris, BMI)	51
If I Didn't Have a Dime (January, BMI)	58
If I Had a Hammer (Ludlow, BMI)	10
It Might as Well Rain Until September (Aldon, BMI)	22
James (Acuff-Rose, BMI)	52
King of the Whole Wide World (Presley, BMI)	35
Leah (Acuff-Rose, BMI)	74
Let's Dance (Rondell & Sherman-DeVorzon, BMI)	4
Lie to Me (Ben Day, BMI)	19
Limbo Rock (Twist, BMI)	33
Little Black Book (Plainview, BMI)	34
Loco-Motion (Aldon, BMI)	43
Love Me Tender (Presley, BMI)	60
Lovers by Night, Strangers by Day (January, BMI)	83
Mama Sang a Song (Tree-Champion, BMI)	85
Mr. Lonely (Ripley, BMI)	87
Monster Mash (Garpax, BMI)	2
Next Door to an Angel (Aldon, BMI)	44
Next Door to the Blues (Figure, BMI)	78
No One Will Ever Know (Milene, ASCAP)	50
Nothing Can Change This Love (Kays, BMI)	41
Only Love Can Break a Heart (Arch, ASCAP)	13
Patches (Aldon, BMI)	8

Pop Pop Pop-Pie (Dandelion, BMI)	72
Popeye (The Hitchhiker) (Kalmann, ASCAP)	24
Punish Her (January, BMI)	20
Rain, Rain Go Away (Regan, BMI)	27
Ramblin' Rose (Swuco, BMI)	3
Rinky Dink (Arc-Cortez, BMI)	45
Save All Your Lovin' for Me (Champion, BMI)	55
Second Fiddle Girl (Dandelion-Crazy Cajun, BMI)	73
Sheila (Eager-Nitetime, BMI)	16
Sherry (Bobob, ASCAP)	38
Stop the Music (Vee-Vee, BMI)	3
Stormy Monday (Greggark, BMI)	54
Surfin' Safari (Guld, BMI)	14
Susie Darlin' (Chancellor, ASCAP)	61
Sweet Sixteen Bars (Progressive, BMI)	57
Swiss Maid, The (Tree, BMI)	64
Taste of Honey, A (Songfest, ASCAP)	59
Teen Age Idol (Nelson, ASCAP)	29
Ten Lonely Guys (Roosevelt, BMI)	47
Things We Did Last Summer, The (Kerwin, ASCAP)	46
Torture (Acuff-Rose, BMI)	28
Twistin' With Linda (Weman, BMI)	63
Venus in Blue Jeans (Aldon, BMI)	12
Warmed Over Kisses (Pogo, ASCAP)	39
What Kind of Fool Am I (Ludlow, BMI)	30
What Kind of Love Is This (Planetary-Gee, ASCAP)	18
What Time Is It (Luscay, BMI)	67
When the Boys Get Together (Ted, ASCAP)	96
Wonderful Dream, A (Travis-Rittenhouse, BMI)	42
Workin' for the Man (Acuff-Rose, BMI)	53
You Beat Me to the Punch (Jobete, BMI)	15
You Belong to Me (Ridgeway, BMI)	27
You Can Run (Armada, BMI)	79
You Can't Judge a Book by the Cover (Arc, BMI)	49
You Can't Lie to a Liar (Morris, ASCAP)	90

BUBBLING UNDER THE HOT 100

Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

- #16391 **Ten Lonely Guys** **Pat Boone**
- #16378 **No One Will Ever Know / Because** **Jimmie Rodgers**
- #16397 **Someone / Blue Flame** **Arthur Alexander**
- #16387 **Anna ^{GO TO}_{HIM} / I Hang My Head And Cry** **Billy Vaughn**
- #16374 **A Swingin' Safari** **Billy Vaughn**
- #16364 **Baby Elephant Walk** **Lawrence Welk**
- #16394 **I'm Standing By / They Say** **Rodge Martin**
- #16396 **Tell It To The Birds** **Dore Alpert**
- #16393 **Matilda** **The String-A-Longs**
- #16386 **What Kind Of Fool Am I** **Keely Smith**
- #16399 **Wonderful To Be Young / Got A Funny Feeling** . . . **Cliff Richard**

NEW SINGLES

- #16401 Josephine, Please No Lean On The Bell / Brooklyn Boogie . . . LOUIS PRIMA
- #16402 As Long As She Needs Me / I'll Be Seeing You TONY MARTIN
- #16400 Faithful To The End / Lamp Of Love DENNY REED

NEW ALBUMS

- DLP 3461(M), 25461(S) What Kind Of Fool Am I? KEELY SMITH
- DLP 3453(M), 25453(S) No One Will Ever Know JIMMIE RODGERS
- DLP 3456(M), 25456(S) Dorsey Burnette Sings DORSEY BURNETTE

HOT ALBUMS

- DLP 3457(M), 25457(S) Baby Elephant Walk and Theme from the Brothers Grimm LAWRENCE WELK
- DLP 3458(M), 25458(S) A Swingin' Safari BILLY VAUGHN
- DLP 3455(M), 25455(S) Pat Boone's Golden Hits Featuring SPEEDY GONZALES



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IS THE BOSSA NOVA THE NEW TWIST?

After Start In Jazz, Fad Breaks in Pop

By BOB ROLONTZ

NEW YORK—A new twist fad may be in the making with the bossa nova, the Brazilian rhythm. The success of the bossa nova in the jazz field—which has already spilled over into pop—through the

BRAZILIANS DID IT ALL

NEW YORK — The three tunes that kicked off the original bossa nova trend were all penned by Brazilians. The big hit "Desafinado" was written by Antonio Carlos Jobim and Newton Mendonca. English lyrics were penned by John Hendricks and Jesse Cavanaugh. Tune is published in the U. S. by Hollis. With the English lyric it is also known as "Slightly Out of Tune."

"One Note Samba," another widely recorded bossa nova, was penned by Jobim and Mendonca, with an English lyric by Hendricks. This is published by Leeds. And "Recado," also much recorded, was written by Luiz Antonio and Djalma Ferreira, and is published by Paris Music.

It is expected that a veritable flood of Brazilian music will soon hit the large and small waxworks as record firms cover the trend. Pubbers, too, are grabbing Brazilian copyrights wildly, hoping to come up with another bit hit. Brazilian pubber Enrique Lebediger, the king of the bossa nova, due in New York this week, will find a warm welcome awaiting him from Tin Pan Alley pubbers looking for bossa nova material.

Stan Getz-Charlie Byrd hit "Jazz Samba" album and the duo's "Desafinado" hit single—has started a bossa nova rush in the pop field almost comparable to the twist activity of a year ago. Pop a.&r. men, publishers and artists are

TV EXPOSURE DUE ON COMO

NEW YORK—The original bossa nova hit, "Desafinado," will grab national TV exposure for the first time when Stan Getz and Charlie Byrd appear on the Perry Como TV show over the NBC-TV network on Wednesday (17). They will play their hit and other bossa nova rhythms on the TV-er.

Radio air play has been an imposing factor in the growth of the bossa nova trend. William B. Williams and other WNEW jockeys have been playing the Stan Getz-Charlie Byrd "Desafinado" for some time. Bill Randle and Willis Conover on WCBS and other jockeys, both jazz and non-rock deejays, have also been featuring the track out of the album since it first came out some months ago. Felix Grant of WMAL in Washington, has devoted a good deal of time to bossa nova for several years. Joao Gilberto and other bossa nova stars have been featured regularly on Grant's Spanish music portion of his show. Grant says that Charlie Byrd, a Washington resident, heard the rhythm on his show and investigated it further on his South American tour for the State Department.

hopping on the bossa nova as though it were already a full-fledged trend.

Biggest kick-off for pop bossa nova was the TV performance of a bossa nova-styled ditty called "Eso Beso," written and sung by hit-maker Paul Anka and Joe Sherman on this past Sunday's Ed Sullivan Show (7). The recording of the tune on the Victor label is due out on Tuesday (9) and it is understood that the Victor brass have set an all out campaign on the Anka platter to take advantage of all the publicity now accruing to the Brazilian rhythm. And MGM is rushing out an Ella Fitzgerald recording of "Desafinado," backed with "Stardust—Bossa Nova."

Though the bossa nova has no dance yet going for it, the Fred Astaire Studios are now creating a dance to go with the Colpix waxing of "Recado," by the Zoot Sims

(Continued on page 43)

Mass Appeal Key Sought By Industry

By JACK MAHER

NEW YORK — While the pop music world searches for the right key to break the bossa nova into a huge mass appeal item comparable to the twist, the amount of jazz-oriented material of the Brazilian rhythm continues to build. There is also a move afoot that will bring the leading exponents of the music to this country for a Carnegie Hall concert November 21. The concert is being sponsored by Show magazine and Audio Fidelity Records.

So far, the predominant material in the bossa nova groove has been cut by jazz labels and pop people with a jazz background. "Jazz Samba" the hit Verve LP, and the hit single by Stan Getz and Charlie Byrd from that LP "Desafinado" have been chart items for the past few weeks. This original sounding side has hyped a whole series of sets from a wide variety of labels, all of which have tried to emulate the swing and the sound of the hit.

Byrd First

Byrd was one of the first to take to the new rhythm, discovering it on a trip to South America more than two years ago. About the same time, Dizzy Gillespie and some of the members of the Woody Herman band and others came back to the States with reports about the new music. Byrd is a guitarist whose interests encompass classical and Spanish guitar and it was natural for him to come by the bossa nova style. He makes no claim to play an authentic bossa nova, but says that he utilizes the construction of the music in his own jazz interpretations. It is the opinion of many who know the authentic sound that Byrd's is one of the more authentic of all available.

Of the top bossa nova artists in Brazil, most of them are composers as well as performers. Antonio Carlos Jobim, an ork leader; Joao Gilberto, guitarist and singer; Luiz Bonfa, composer, and Baden Powell, guitarist, are cited by Byrd and others as the leaders in the

Fredericks, Drake Cut Diet, Health LP's for Epic

NEW YORK — A health expert and a food expert have been signed to records by Epic. The health and beauty expert is TV star Debbie Drake who has been helping the nation exercise through her daily TV show for years. The food expert is Dr. Carleton Fredericks, who is familiar to diet conscious Americans through his radio show and his books on nutrition.

The Debbie Drake album will have exercises for both men and women with musical background. The LP chart will include diagrams of the exercises, photographs and calory charts.

The Fredericks set will contain speeches on food and eating, booklets with reducing diets and suggestions on how to shop for foods. Both LP's will be aimed at the supermarket impulse buyer.

IT'S A 4-4 BEAT, MEN!

NEW YORK—The bossa nova, which has caught the fancy of the jazz world and is now causing a stir in pop circles, is basically a soft, swinging 2-4 samba rhythm. The tempo, however, has a much more even 4-4 feeling than the heavily accented samba beat. The drums also supply subtle back beats accenting up-beats in the rhythmic pattern. The even flowing quality of the rhythm is the thing that appeals to jazz musicians. A more heavily accented pattern might be more appealing to the pop trade.

The term bossa nova itself seems to have no direct literal translation from the Portuguese, but it has been popularly interpreted to mean "something new" and "new beat."

field. Bill Zing, representing Show magazine, is attempting to line up Jobim, Gilberto and the others for the forthcoming Carnegie Hall show.

Byrd not only has the hit album and single with Getz on Verve, but also has LP's with his own group on Riverside. One already released is "Latin Impressions," while another in the works features the Byrd trio augmented by strings and two horns. Getz has a new LP coming on Verve which will also feature bossa nova material. This one has been arranged for by Gary McFarland and features the tenor saxist backed by a big band.

Jazz Labels

The jazz labels have been the first to take the offensive in bossa nova material. Major and indies with and without jazz divisions are quickly moving in on the trend. Dizzy Gillespie has an amount of bossa nova on his first album for Philips. This album, "Jazz on the Riviera," also features Lalo Schifrin, a South American by birth. The composer, arranger, and pianist for Gillespie also has an album out on his own on the Audio Fidelity label, called "Bossa Nova."

Atlantic Records has two bossa nova albums in its catalog. One is "Right Now" with Herbie Mann; other is "Amor" with the Brazilian stars of the rhythm. This set has been in the Atlantic catalog since 1958. United Artists Records has two forthcoming albums of the rhythm, "Bossa Nova Brazil" by Herbie Mann and "Leroy Holmes Goes Latin." The Herbie Mann set was cut before Mann went to Atlantic. Another jazz label, Prestige, (Continued on page 43)

ARMADA Polls Distrib Woes

NEW YORK — The American Record Merchants and Distributors Association (ARMADA), in line with its stated policy of organizing flying trouble-shooting teams to iron out difficulties in specific markets, last week polled its distributor members to determine the most critical problems facing distrib in key areas.

The survey, one of a series planned by ARMADA, is expected to point up ways and means the association can best service its members. A committee is expected to be appointed shortly to carry on mediation of the local problems.

Results of the survey, according to Paul Ackerman, ARMADA executive secretary, will be revealed later, though names of firms and individuals will be kept strictly confidential.

The survey asks the following questions: 1. Is the distributor burdened by excessive allocations, and if so which labels are the prime offenders? 2. Is transshipping a problem, and if so, what is the source of the goods and which labels are most transshipped? 3. Are out-of-State mobile-type operators active in the area? If so, does the distributor feel that a jointly operated distrib one-stop could help overcome the problem? 4. Are accounts being lost to rack (Continued on page 43)

Curtain Goes Up On Columbia Club Case October 22

WASHINGTON — Barring unforeseen delays, the curtain should go up on the Federal Trade Commission's hearing of the Columbia Record Club case October 22 in New York. However, a pre-hearing conference set for here Friday, October 12, may result in a change of schedule.

CBS has denied the FTC complaint that its subsidiary, the Columbia Record Club, threatens a monopoly situation in the LP record business, or that its advertised prices for club merchandise are misleading.

FTC spokesmen say that at the pre-trial conference here, Columbia attorneys will argue several motions: One asking to know more of the particulars in the Commission's files on its case; another asking for more time to answer the allega-

tions, and two additional motions asking for dismissal of certain charges in the complaint.

Under present FTC policy of expediting cases, the New York hearings would keep going to their conclusion, until all evidence is in, all arguments heard by the hearing examiner. In that case, the hearings could go on for at least a week, and very possibly two or more. In more leisurely days, the FTC would hold a series of hearings when necessary, with periods of adjournment.

However, until a public hearing actually gets into high gear, neither the Commission nor the respondents can predict the exact schedule. Expected to be present at the hearing are FTC complaint attorneys Peter Diaz, Richard Lavine and Morton Needelman.

SHOOT THE WORKS!

Broader Swindle Sheet Gets Government Okay

WASHINGTON—The sky's the limit for deduction of Broadway show tickets and night club entertaining for businessmen in the final version of the tax reform bill made ready for President Kennedy's signature last week. Of interest to record rackers, distributors and promoters is deductible status given to a sign, display rack, or other promotional material to be used on the business premises of a recipient.

The deductible fun spending can take place before, after or during business confabs of any kind, or simply in the interest of good will. The business host need not even be present at the entertaining, but may pick up the tab and deduct it as business expense. The same

kindly deductibility applies to business conventions or other types of gatherings, where food, drink or entertainment is involved.

Gifts would be limited to \$25 per year per recipient, to be deductible—but the promotional signs, racks, et al., used in the business premises of the recipient are deductible items regardless of cost. Also, promotional items costing \$4 or less, which are distributed in quantity will be deductible for businessmen who like to flood clients with pens, calendars, et al., as long as the business insignia are indelibly stamped on the item.

The deductible allowances for entertainment under the law would become effective and apply only to expenses incurred after December 31, 1962.

HARRY FOX OFFICE WINS 35G COURT JUDGMENT

NEW YORK—A suit brought in U. S. District Court by the Harry Fox Office on behalf of Famous Music and other publishers against Secco Records, was settled this week in favor of the plaintiffs. Originally filed in 1958 by attorney Julian T. Abeles, representing Fox, the suit charged Secco with short royalty payments on disks of a number of songs in the catalogs of the plaintiffs.

The suit was concluded with a decision by Federal Judge Frederick Van Pel Bryan that Secco should pay \$35,000 to the various publishers involved. The final decision was rendered following four separate conferences involving attorneys for Secco and the Fox office. A part of the decision is the agreement by Secco that accountants for the Fox Office have the right to audit its books in the future.

The original action was based not only on claims of short royalty payments on domestic records, but also on the fact that any U. S. record manufacturer who ships master tapes overseas is liable to domestic publishers for all royalties on records manufactured overseas from the original tapes. Beyond this, a part of the claim was that, according to the law, a manufacturer is liable for mechanical

royalties on all records manufactured rather than on records sold, even though it has become accepted trade practice to pay only on records sold.

In original action, Secco had claimed that acceptance by the publishers involved of statements and covering checks constituted acceptance of the accuracy of the statements, thereby absolving Secco of any further liability. This stand was not upheld. In fact, it was pointed out, the money awards last week were made considerably after the statute of limitations had expired on the claims.

The Fox Office regards the decision as of special importance in that it establishes the liability for royalty payments by the American owner on foreign records manufactured from American masters; it establishes the right of audit of the Fox Office; and it spells out what royalties are liable on records manufactured rather than sold.

Columbia's Xmas Includes Pop, Jazz, Classics

NEW YORK — Columbia Records is already on a Christmas kick, with eight new Christmas LP's being issued this week, including pop, jazz and Masterworks sets.

The firm's pop Christmas wax includes new LP's by Mahalia Jackson, Doris Day — in her first LP of hymns and inspirational songs, Ray Conniff, "Jingle Bell Jazz" with seasonal tunes by Dave Brubeck, Miles Davis, Duke Ellington, Lamber-Hendricks and Ross, etc., Anita Bryant, and the Jesus and Mary Choral Group.

Firm's Masterworks releases spotlight the Philadelphia Orchestra, in a set called "The Sound of Christmas," and a new recording of "The Carnival of the Animals," narrated by Leonard Bernstein, plus "The Young Person's Guide to the Orchestra" narrated by Henry Chapin, son of classical a.&r. chief Schuyler Chapin.

Appeal to Supreme Court In Music License Fight

NEW YORK—An appeal to the Supreme Court in Washington will be the next course of action taken by the All-Industry TV Station Music License Committee, which has been waging a 21-month drive to evolve a new music-license formula with ASCAP without injecting the question of station holdings in BMI.

The decision to go to the country's highest court was made by the station group's Executive Committee in the wake of a September 4 opinion filed by Judge Sylvester J. Ryan. In it, Judge Ryan stated he did not have the power, under the current ASCAP Decree, to grant the type of license the All-Industry Committee has sought—namely, "blanket" and "per-program" licenses to play the ASCAP repertory on locally originated TV shows.

There's little likelihood of a Su-

preme Court decision on the long-term dispute "before May or June, 1963" according to Hamilton Shea, veteran radio-TV exec who is the committee's chairman. The group turned thumbs down, earlier this year, on a proposed settlement whereby a fee reduction of 17 per cent would be granted on ASCAP licenses of the existing type—provided broadcasters divested themselves of ownership and control of BMI, a condition for which ASCAP has argued, as well as for a fee increase.

While the All-Industry Committee's appeal is pending, TV stations "must continue during this period to pay the existing rate," Shea informed broadcasters in a resume letter now being circulated, although he also cited the fact that "the Court's order continues to provide that the rate finally fixed will be retroactive to January 1, 1962."

FTC to Look Into Co-Op Advertising

WASHINGTON—The pleasures and pitfalls of co-operative advertising between manufacturer and retailer will get a shirt-sleeve conference at the Federal Trade Commission. An invitation went out last week to one and all in the manufacturing, distributing and retailing lines to talk in person at the conference or write their views on co-op advertising to the Commission.

The FTC says the conference on the shouldering of a portion of retailer's ad expenses by manufacturer or distributor is being called at the request of the American Retail Federation, the National Retail Merchants Association, and others.

The tripper in co-op advertising is the equal-treatment required under the terms of the Robinson-Patman amendment to the Clayton Act. If a seller chooses to make payments to his customers for services or facilities such as advertising, "such payments must be available on proportionally equal terms to competing customers." The Commission has a deep file of com-

plaints under this section of the law it administers.

Within the limits of available time and space, anyone who wants to can speak his piece at 10 a.m., Wednesday, October 17, at the Federal Trade Commission Building, Sixth Street and Pennsylvania Avenue, N. W., Washington. Those who want to tell their story should notify the Commission before October 15, naming the particular interest and probable amount of time needed. Written comment must be filed before October 17.

WB Sets New World Line

LONDON — Warner Bros. Records President Mike Maitland plans to launch a new line of album releases which will have the general title of WBR International or something similar.

He was having discussions about the project during his trip around Europe before and after the label's licensee sales conference in Amsterdam last month.

Discussing the project here with BMW, Maitland pointed out that Bobby Weiss, Warner's international director, had already begun to explore the field of foreign masters and had commissioned albums in Germany, Sweden, Greece and other countries. Emilio Pericoli's "Al Di La," acquired from Italy, had become the best selling single the label had ever had.

Maitland, who had worked on the "Capitol of the World" series before joining Warner Bros., noted there were problems in purchasing foreign masters, but with careful selection he was convinced that there was much business for Warners in this field.

Epic Opens Yule Album Sales Plan

NEW YORK—Epic Records will institute a special sales program this week for its new October release and also for three Christmas sets from the firm's catalog. Under the program distributors will receive one album free for every six purchased during October, until October 26, 1962.

The new releases on which the program is based includes the four LP package called "Swing Street." Set contains 64 tracks by famous musicians of the Thirties and Forties whose fame was solidified on New York's 52d St. Artists range from Billy Holiday to Bunny Berigan, and also include Count Basie, Art Tatum, Fats Waller, and many more.

There are also albums by Dave Pike, Slide Hampton, the track of the flick "All Night Long," and others. Christmas sets on which the sales program is based include Lester Lanin's "Christmas Dance Party," "Christmas Carols," by the Holland Royal Male Choir and "The Birth of Christ."

Sinatra Sale Capitol Bonanza

HOLLYWOOD — Capitol Records' Frank Sinatra sale during the month of July proved to be one of the most successful efforts of its kind in the label's history, BMW learned last week. Capitol grossed approximately \$2,000,000 (manufacturer's price) during the one month on Sinatra product.

The program included 21 Sinatra LP's. According to Capitol, one of the best sellers was the newest release, "Sinatra Sings of Love . . . and Things." Of the 21 LP's offered in the program, 14 jumped aboard BMW's Top LP's chart as a result of the sale's push.

The label is following up its Sinatra drive in its October release with a triple LP Sinatra package, "The Great Years" (BMW, Oct. 6) to list at \$14.94.

Discount on 41 Capitol and Angel Christmas Albums

HOLLYWOOD — A 13½ per cent discount is being extended on 41 Capitol and Angel Christmas albums, which includes new additions to the labels' previously established holiday sellers. Exchange privileges and delayed billing are other benefits being offered.

Dealer purchases from October 1 to October 25 will be payable in three equal installments from November through January. Shipments from October 26 through November 25 will be payable in two installments in December and January, and product ordered after November 26 will be payable in January.

42 YEARS IN A 'CRAZY BUSINESS'

Paul Southard to Turn in His Order Book—Maybe

By REN GREVATT

NEW YORK — When Paul Southard, veteran Columbia Records branch manager here, reluctantly turns in his order forms and sample carrying case next February ("I may have reached retirement age, but I don't feel it"), he'll have completed 42 years in the record business. His faith in the indie record dealer is just as strong today as it was 42 years ago.

Southard discussed dealers, distributors, rack jobbers, disk prices and the old-time record business last week in an interview with BMW. Starting at the Aeolian Piano Company in 1920, Southard later spent nine years with Brunswick-Balke Colender Company and seven years—from 1933 to 1939—with RCA Victor, in a close association with another disk industry veteran, Ted Wallerstein.

When Wallerstein moved over to Columbia Records, Southard followed, and, working his way through the sales organization, eventually became vice-president in charge of merchandising. Southard's career at Columbia spanned the war years, when he urged all Columbia branch men and sales personnel to get as much scrap shellac into the

plants as possible, not through just tapping stores for old supplies, but by going out and ringing doorbells. "We needed whatever we could get to keep turning out records," he said.

LP Debut

Southard also recalls the AFM musicians' strike of the late 1940's, and his scrapbook is loaded with fascinating memory pictures, including one of Don Law, current country a.&r. chief as chain store sales man-

ager. It also contains a photo of Southard making the now-famous initial presentation of the LP record during a sales convention in Atlantic City in 1948.

In the early 1940's Southard set up 40 Columbia distributorships to take the place of the four earlier branches. One of these was the Times Appliance distributor in New York, a Westinghouse distributorship. Eventually, Southard left Columbia

to buy into the Times operation, though as the Columbia distributor here, he was still a part of the family. Later the firm was bought out by Columbia and made a branch in 1958, with Southard the manager.

"The best thing they ever did was to give it to me and the next best thing they did was to take it back," Southard reflected. Reflecting even further back, he

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Columbia Pact To Gary Clarke

NEW YORK—Gary Clarke, co-star of "The Virginian" TV show, has been signed by Columbia Records. Clarke was once a part of the Lettermen group, appeared as a singer with Louis Prima and Keely Smith in Las Vegas, and did solo vocal appearances with Bill Norvis' Upstarts. He was signed to the label by Dave Kapralik, East Coast director of pop a.&r. for Columbia.

Time Records Back With Picone as Head of Sales

NEW YORK—Time Records is ready to kick off a full-fledged re-entry into the record market. The label, which has gone through a period of reorganization and re-financing, has set up a whole new program that will expand the firm's activities in both the singles and album fields.

According to Bobby Shad, the label topper, Time will start issuing

12 singles a month immediately. The material in these releases will be aimed at all musical fields. The label will issue six albums a month. Shad also said that Phil Picone had returned to the firm as sales manager, allowing Shad to concentrate all his energies on a.&r. Picone comes back to Time after a tenure with United Artists Records.

In connection with this new expanded program, Shad took off last week on a recording trip that will include Nashville for country wax and the West Coast for r.&b. sessions. New signings include trumpeter Mel Davis, English pianist Derek Smith and trumpeter Ray Crisara. The firm will also shortly issue a new recording of Maurice Chevalier cut in France.

Local Angle For Jingles

NEW YORK — Music Makers, Inc., which claims to be "the largest creator of musical commercials," is the latest jingle firm to seek new revenue from local radio stations. It will be represented in station-level sales by Richard H. Ullman, Inc., the sales offshoot of The Peter Frank Organization.

Music Makers will be the production arm for "station thematic packages," i.e. station-break jingles, program signatures, deejay and public service announcements, and so on. According to RHU sources, it is the first time that Music Makers jingle packages have been available on a less-than-national level.

RHU is also launching a sales campaign for its 1963 line of programming aids to stations, which range from background music and sound effects to signature packages and musical commercials. Currently producing for the Ullman sales arm are PFO Radio-TV Productions in Dallas, and Stars International, Inc., in Hollywood.

Liberty 15% Off On Chipmunk Line

HOLLYWOOD — Liberty last week offered dealers a 15 per cent discount on Chipmunk product, new and catalog, as part of a special program.

The program is tied in with CBS-TV's "The Alvin Show" and includes station-break spot announcements plugging the Chipmunk disk line during the last two shows in November and the first two in December.

New Chipmunk product includes an LP and two EP's. Program starts October 1 and ends December 24. Payments will be in two equal installments, one December 10 and the other January 10.

Prestige Names Ozzie Cadena A.&R. Director; Signs Artists

BERGENFIELD, N. J.—Prestige Records this week widened its out-of-town recording activities, re-signed two artists to exclusive pacts and hired a new a.&r. director. The label has also jumped on the bossa nova kick with two new albums and has added gospel material to its Tru-Sound catalog.

The label's new head of a.&r. is Ozzie Cadena. Cadena formerly was with Savoy Records, did some special rates for Blue Note and had a record production firm and label of his own. Cadena replaces Esmond Edwards at Prestige, who recently joined the Chess-Checker set up as a.&r. chief of its Argo jazz subsid.

Prestige has also re-signed two artists who formerly were with the firm. Pianist Red Garland and tenor saxist Eddie (Lockjaw) Davis are back with the label after a tenure with Riverside Records.

Out-of-town recording has been done with a number of artists on the label's subsid banners. On Swingsville the firm is releasing an album produced by Leonard Feather recorded on the West Coast and featuring such top jazz names as Ben Webster, Benny Carter, Barney Bigard, Jimmy Rowles and Dave Barbour. In Philadelphia, the label's International division has recorded a live set with Jack Elliott at the Second Fret. The Moodsville label will have a new set recorded by Cootie Williams in Miami. The album was cut by Sid Wayman while Williams was playing the show with Belle Barth.

Bossa Nova

The two albums on the bossa nova kick are by Gene Ammons on Prestige, and Dave Pike on the New Jazz subsid. Artists appearing

SHOOT ME THE PENICILLIN, BABY

SPRINGFIELD, Mo.—What with the public's current adulation of Kildare, Casey and all things medically dramatic, Springfield's Earl Barton Music comes forward with "Wonder Drug," by Carl Butler, released last week on Columbia. It enumerates a long string of polysyllabic medications — streptomycin, aureomycin, ilotycin — all of which, the singer moans, he'll try to cure a broken heart with. The song, however, holds forth no new hope for curing the common cold.

Clarification of Copyright Act

WASHINGTON—The Register of Copyright last week clarified the recent Act of Congress, (P.L. 87-668) Second Session, that, automatically continued in force, until December 31, 1965, any renewal term of copyright scheduled to expire between September 19, 1962, and December 31, 1965.

No renewal (second-term) copyright will expire in the period from September 19, 1962, to December 31, 1965. The extension covers only those renewal copyrights that were still in force on September 19, 1962. Act has no effect on first terms of copyright, nor does it revive renewal copyrights that expired before September 19, 1962.

Talent Agencies Combine Forces

NEW YORK — United Talent Management, Ltd., and International Management Associates are now associated in the agency management and representation fields. Both companies were formed last July shortly after MCA announced the cessation of its talent agency business.

The UTM-IMA stable of record talent now includes the Kingston Trio, the Four Preps, Martin Denny, Henry Mancini, Rick Nelson and the New Christy Minstrels. Union of the two firms will now provide coverage for their clients in radio, TV, motion pictures, supper clubs, fairs and special events, according to Edwin K. Green, president of UTM, and Herbert T. Brenner, president of IMA. Union was made last Wednesday (26).

The combined firm will operate in New York out of the present UTM offices in the Time-Life Building and will maintain present offices in Chicago and Las Vegas. A West Coast base is expected to be opened in the near future.



ROME—Meeting in Rome to celebrate Billboard Music Week awards to Warner Bros. Records artist Emilio Pericoli, Messrs. J. K. Maitland, president of Warner Bros. Records, and Bobby Weiss, international director of Warner Bros. label, take time out to present the new international star with special BMW scrolls as "Favorite International Artist" and "Favorite International Record, 'Al Di L,'" according to the recent BMW American Disk Jockey poll.

INDUSTRY BRIEFS

Advance Adds LP Unit

LOS ANGELES—The Advance Paper Box Company has added a high-speed record album production unit to its paper box manufacturing plant here. The album division is under the personal supervision of Jim McQuiston, veteran record album producer on the West Coast. Advance has been serving the disk industry for four decades, and the album production unit rounds out its packaging services.

Colombo With Blue Note

NEW YORK — Jules Colombo has been named public relations man for Blue Note Records. Colombo, a familiar figure in jazz circles, has been personal manager for Thelonious Monk and other jazz artists, and was promotion chief for Prestige Records prior to joining Blue Note.

New Label for Goldie

NEW YORK — Goldie Goldmark, president of Goldie Records, is planning to bring out a new label during the first 10 days of October. To be called Javelin Records, the label's first release will feature Gene Avery singing "Everybody Knows (You're Got the World at My Feet)."

Jacques Bouyer in New York

CHICAGO — Jacques Bouyer, sales manager of Philips Records in France, is scheduled to arrive in New York Monday (6) for a tour of the East. He'll survey marketing procedures and techniques and visit distributors and retailers in the area.

Smash National on 'Lazy Man'

CHICAGO — "Lazy Man," by the Triumphs on the Dante label, will be distributed nationally by Smash Records. The disk was produced by Ray Doggett and is currently ranked fifth in Houston, according to Smash's Charlie Fach.

UA Gets a Beat; Snags Mingus in Jazz Pact Race

NEW YORK — United Artists Records has scored in the latest round of the jazz signings derby by getting Charles Mingus on an exclusive two-year pact. The artist will get a specific guarantee for each record, but no money was turned over at the signing. On tap for the first record under the new contract is a big band concert to be held in Town Hall October 12 with a 30-piece big band. The concert is being sponsored by the label.

An album has already been cut by a trio composed of Mingus, bass; Duke Ellington, piano, and Max Roach, drums. The set will feature old and new Ellington compositions and will be released in January. The label also has an option for another set by this big name trio, which it will record sometime next year. The label also has recorded another bossa nova set with Leroy Holmes. This one will also feature topflight jazz artists as sidemen.

The label is also releasing two new albums in October. The sets due are never before issued discs by Billie Holiday, and a Herbie Mann package. The Mann set was recorded some time ago and is timed to take advantage of the artist's current popularity.

Cameo Reorders Cause Month Delay

NEW YORK — Cameo-Parkway sales chief Al Kahn has completed a trip throughout the country, meeting with the label's distributors. His conferences with distributors encompassed a follow-up of the firm's new rack-order program, and a complete re-evaluation of the firm's record order system.

Kahn reported that reorders on product are so heavy that Cameo-Parkway is four weeks behind delivery on its new LP's. Special discounts on quality purchases and the 15 per cent discount on new releases have helped bring on the back-order situation. Albums by Bobby Rydell, Chubby Checker and Dee Dee Sharp, and an oldies-but-goodies LP, have been racking up solid business.

COMING FAST!

COUNTRY & WESTERN MUSIC FESTIVAL

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BIG, IMPORTANT
Editorial Features

BILLBOARD MUSIC WEEK'S

November 10 issue will be distributed at the convention and will bring the convention in print to those who can't attend this big event.

- Country & Western Music Poll Winners
- Country & Western Man of the Year
- Features on Artists, Personal Appearances, Country Writers, Growth of C&W Music Internationally and many other features vital to this important part of our musical heritage.

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

OCTOBER

MON. 8—JOHNNY NASH, JO STAFFORD

Singer Johnny Nash is performer for the week on the late night Westinghouse syndicated "Steve Allen Show." Nash's latest Warner Bros. single is "Don't Take Away Your Love" b.w. "Moment of Weakness." Songstress Jo Stafford joins the show on Wednesday (10) for the week. Miss Stafford's current release is on Colpix and titled "If My Heart Had a Window" b.w. "Symphony."

TUES. 9—BRENDA LEE

The Decca recording star performs on "The Red Skelton Hour" on CBS-TV (8:30-9:30 p.m. EDT). The thrush will give out with two numbers, her latest smash single "All Alone Am I" plus "Kansas City."

TUES. 9—BOB NEWHART

The Warner Bros. Records comedian delivers a monologue tagged "A Friend and a Dog" from his new W.B. album called "The Button-Down Mind on TV," on "The Garry Moore Show" (CBS-TV, 10-11 p.m. EDT).

WED. 10—DIZZY GILLESPIE

Phillips recording artist will guest on the Steve Allen Show (Westinghouse TV) syndicated in various cities. His latest album is "Dizzy on the French Riviera."

THURS. 11—ANDY WILLIAMS, NEW CHRISTY MINSTRELS

On "The Andy Williams Show" (NBC-TV, 10-11 p.m. EDT) host Williams sings "The Sweetest Sounds." Williams' latest Columbia LP, released last week, is titled "Warm and Willing." The New Christy Minstrels with Randy Sparks perform "Cotton Picker's Song" and their new single for Columbia, "This Land."

SUN. 14—SERGIO FRANCHI, CONNIE FRANCIS

The recently signed RCA Victor Italian tenor is scheduled to make his U. S. TV debut on "The Ed Sullivan Show" on CBS-TV (8-9 p.m. EDT). The 30-year-old singer will perform several of the selections from his first Victor album titled, "Italy's Brilliant New Tenor: Sergio Franchi in Romantic Italian Songs." MGM Records' recording star, Connie Francis, makes another appearance on the Sullivan show and will probably plug her latest double-sided hit single, "I Was Such a Fool" and "He Thinks I Still Care." Miss Francis' latest MGM LP is titled "Country Music Connie Style."

SUN. 14—DINAH SHORE

The Capitol Records songstress sings a program of blues, ballads and spirituals in her first "one-woman" television appearance on NBC-TV (10-11 p.m. EDT)—the season premier of "The Dinah Shore Show." Miss Shore's latest Capitol album is "Fabulous Hits of Dinah Shore."

TUES. 16—KAY STARR

Capitol Records songstress Kay Starr is featured on "The Red Skelton Hour" on CBS-TV (8:30-9:30 p.m. EDT). Miss Starr sings three numbers: "You're Nobody 'Til Somebody Loves You," "Nobody," and "Side by Side." The last two are available as singles on Capitol, and her latest LP is "I Cry by Night."

WED. 17—STAN GETZ AND CHARLIE BYRD

Getz and Byrd have been set to appear on "The Perry Como Show" (NBC-TV, 9-10 EDT) to showcase their current chart item of "Desafinado" and other selections from their Verve album titled "Jazz Samba."

WED. 17—BROOK BENTON

Mercury Recording artist Brook Benton guests on the Steve Allen Show (Westinghouse TV) syndicated in various markets. Benton's "Lie to Me" single is climbing the charts and his latest album is "Singing the Blues."

FRI. 19—GORDON AND SHEILA MacRAE

The MacRaes are guests on "The Jack Paar Program" (NBC-TV, 10-11 p.m. EDT). The husband and wife team record for Capitol Records and have an album together for that label tagged "Our Love Story." Mr. MacRae's current offering on the singles scene is "Warmer Than a Whisper" b.w. "Lonely" plus an LP titled "Whispering Hope."

SUN. 21—CLIFF RICHARD

The popular British vocalist has been signed to make his American TV debut on CBS-TV's "The Ed Sullivan Show" (8-9 p.m. EDT). The lad records for Dot Records in the U. S. and will probably plug his new Dot disk, "Wonderful to Be Young," from the film of the same name in which he stars, along with Robert Morley and Carole Gray.

MON. 22—ROBERT GOULET, CLAUDIO ARRAU

Robert Goulet guests on the "Bell Telephone Hour" (NBC-TV, 10-11 p.m. EDT) to sing music from current and upcoming Broadway shows, including his current Columbia waxing of "What Kind of Fool Am I." Concert pianist Claudio Arrau plays the third movement of Beethoven's "Concerto No. 5 in E-flat." Arrau's complete rendition of the "Emperor Concerto" is available on Angel Records.

TUES. 23—STEVE LAWRENCE

Lawrence, recently signed to Columbia Records, makes his first of four scheduled

WEEKLY MARKET ANALYSIS

Continued from page 1

Club greyhound racing strip. In this case, Spector owns the store layout himself.

The second of the new outlets is a leased department in Britt's, big new J. J. Newberry-owned department store in the Oakland Park section of northeast Fort Lauderdale. Commenting on the moves, Spector noted, "A man simply has to get all the locations he can today and get 'em where the traffic is. That's what I aim to do."

Oldies on Air—Good or Bad?

MEMPHIS—Though "Top 40" still rules the roost among pop-minded radio stations here, a trend toward mixing in "oldies but goodies" with current platter fare is developing among stations like WHBQ, WMPS and WHHM, according to Memphis record industry sources. Does the trend help record sales? Said one veteran Memphis distributor: "It sometimes helps if the number is from an album that's still available. If it's a singles oldie, it may prove nothing but a headache since the radio station may have the only copy in town."

New records aren't getting the brush-off by any means. Several sources commented on the fact that Claude King's "The Burning of Atlanta" (Columbia) was getting a great deal of airplay in the area, with stations cooking up giveaways and contests to go with it. Charles Jones of Columbia Midsouth told BMW the King platter was "our top single, and has been leading everything else in the shop for the past two weeks."

Other new singles reportedly picking of action in Memphis include Sam Cooke's "Nothing Can Change This Love," Rex Allen's "Don't Go Near the Indians," Bob Summers' "One Stop," Troy Dodds' "Down in Tennessee," and the Marquettes' "Canadian Sunset."

Memphis-area record sales, for both albums and singles, were cited to BMW as being "very good." One large distributor, in fact, said that his business during September showed "a 118 per cent increase over the same month a year ago, with albums accounting for 82 per cent of the gain."

LATE SPOTLIGHTS

Pop

ELLA FITZGERALD

DESAFINADO (SLIGHTLY OUT OF TUNE) (Hollis Music, BMI) (2:09)—This is a sock interpretation of the current bossa nova winner in its English lyric version by Ella. The tune has swing and fine backing in the new rhythm by Marty Paich. Flip is "Stardust-Bossa Nova" (Mills Music, ASCAP) (2:39). **Verve 10274**

SHEILA

Tommy Roe with the Jordanaires. ABC-Paramount ABC 432 (M); ABCS 432 (S)—Tommy Roe, who recently had the nation's No. 1 hit, "Sheila," has a mighty potent LP here that should sell to his flock of new fans. In addition to his smash single, the set contains a fine collection of teen-slanted songs, including "Susie Darlin'," "Piddle de Pat," "Little Hollywood Girl" and "Maybelline."

guest appearances on "The Garry Moore Show" on CBS-TV (10-11 p.m. EDT). His initial album release for Columbia is called "Come Waltz With Me."

TUES. 23—LAWRENCE WELK

The prolific Dot recording artist, Lawrence Welk, and his orchestra make a rare television guest appearance when they visit Jack Benny on "The Jack Benny Program" on CBS-TV (9:30-10 p.m. EDT). Welk's current Dot LP is "Baby Elephant Walk and Theme From the Brothers Grimm."

SUN. 28—HELEN SHAPIRO

The 15-year-old popular British singer, recently pacted to Epic Records, will appear on "The Ed Sullivan Show" (8-9 p.m. EDT).

NEW ON THE TOP LP'S

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MONO

- 98. JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES... Bill Dana, Kapp KL 1304
- 107. VERSATILE BURL IVES... Decca DL 4152
- 121. TONY BENNETT AT CARNEGIE HALL... Columbia C2L 23
- 125. THE LIVELY ONES... Vic Damone, Capitol T 1748
- 130. I REMEMBER HANK WILLIAMS... Floyd Cramer, RCA Victor LPM 2544
- 131. COUNTRY MUSIC CONNIE STYLE... Connie Francis, MGM E 4079
- 134. SNAP YOUR FINGERS... Joe Henderson, Todd MT 2701
- 140. SONGS FOR SINNERS... Rusty Warren, Jubilee JLP 2024
- 144. JIM, TONY & BOB THE LETTERMEN... Capitol T 1761

STEREO

- 39. CARIBBEAN GUITAR... Chet Atkins, RCA Victor LSP 2549
- 47. FOLK MATINEE... Limeliters, RCA Victor LSP 2547

Capitol Gets U. S. Custom Disk Pact

HOLLYWOOD—Capitol Records was awarded the \$1,300,000 custom recording and pressing contract for 18 federal government agencies after submitting a bid for the government business for the first time in the label's history. Pressing contract has gone to Allied Record Manufacturing Company for 12 years, but it was awarded to Columbia Records in 1960.

Last year Allied again won the government contract, but by then Allied had been bought out by Precision Radiation Instruments (Tops Records). Capitol this year won the contract in bidding against Columbia, RCA Victor, Precision Radiation Instruments and United Superior.

The government contract will be serviced by the Los Angeles and Scranton plants for pressing and for recording by Capitol's studios both here and in New York. Capitol anticipates more than a 1,000,000 12-inch LP's will be manufactured by its plants under terms of the government contract. The agreement, concluded between the government's General Services Administration and Capitol will be fulfilled by the label's Custom Services Department under Bud Harden's supervision.

BILLBOARD MUSIC WEEK

Published by

The Billboard Publishing Company
2160 Patterson St., Cincinnati 14, Ohio
381-6450

Publisher

Hal B. Cook.....New York Office

Editorial Office

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PLaza 7-2800

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Subscription rates payable in advance. One year \$15 in U. S. A. (except Alaska, Hawaii and Puerto Rico), Canada and Europe. Rates in other foreign countries on request.

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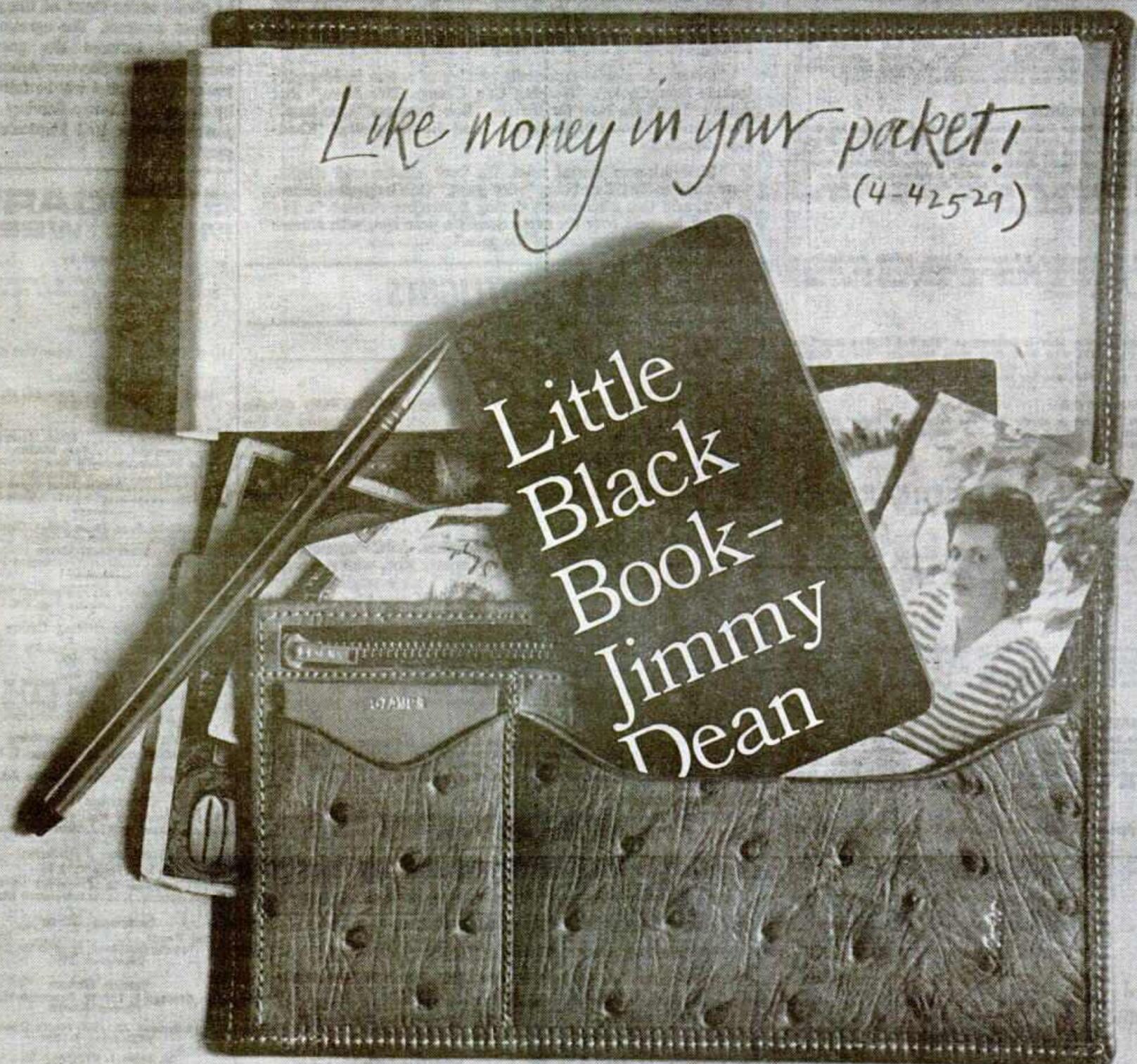
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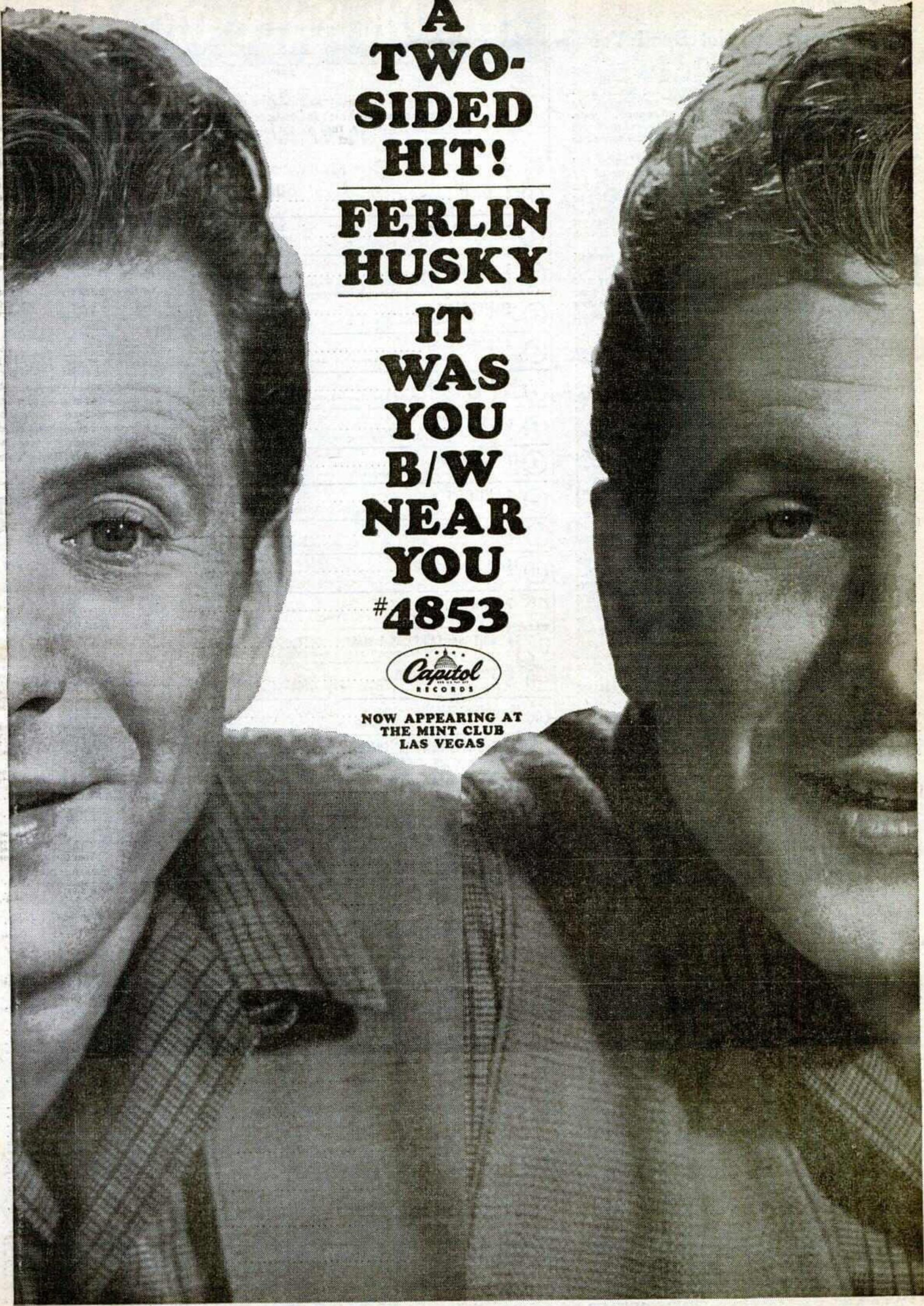
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LAS VEGAS**



LEGIT REVIEW

'Stop the World' Not Dead Yet

The odds are not favorable, but there is a possibility that despite a buffeting by the most powerful drama critics—Howard Taubman of The Times and Walter Kerr of The Herald Tribune—"Stop the World—I Want to Get Off" may survive. At least the evidence on the night caught indicated as much. For despite adverse notices, the house was filled and boasted numerous standees, and the enthusiasm of the people on hand seemed to know no bounds.

There's quite a bit at stake for the industry. London had anticipated that its original cast album would be one of the year's big ones. The spirited chart action for singles of "What Kind of Fool Am I" (three renditions are on the Hot 100 or Bubbling chart) and heavy air play for various versions of "Gonna Build a Mountain," also indicate strong possibilities yet to be realized. Too, there are numerous other singles and albums using material from the show.

It wouldn't surprise if some of the critics permitted personal emotion to color their judgment, even subconsciously. Producer David Merrick has had a festering feud with both Kerr and Taubman, having expressed his open contempt, and he has gone so far in the program notes as to facetiously award a fictitious trophy for the outstanding daily reviewer to Kerr, a knock hardly calculated to win that critic's good wishes.

It would be a shame if such considerations harmed the show. Not that it is immortal, but because it is several cuts above the average Stem fare, both in intent and execution. Tony Newley, who wrote the play and score with Leslie Bricusse, reached for a theme far more ambitious than a normal musical: the life cycle of an average man. As the show's star, Newley proves a spectacularly magnetic personality with the ability to move as well as entertain. And in multiple roles as wife and several mistresses, Anna Quale is one of the bright new entries whose versatility assures a career of major proportions.

Where the difficulty lies is in the lack of an incisive point of view in the scripting, and an uncertainty of where to lay on the satire. The family life of "Mr. Littlechap" thus is played straight, and it proves strictly one-dimensional—miserable, until it's too late. Though the protagonist recognizes his failings in his final song, "What Kind of Fool Am I," his unsympathetic actions have served to cast a pall over proceedings. But in its attitude toward worldly matters, such as Russia, Germany and America, the show lays about with devastating effectiveness.

But though there are undeniable weaknesses, "Stop the World" nevertheless remains one of the most strikingly original efforts of recent seasons in approach, costuming, sets and interpretation. Space limitation precludes elaboration beyond citing the pantomimists' costumes and make-up worn by all concerned throughout, and the circus tent setting, all in keeping with the theme that "All the world's a stage." Amusing and poignant and boasting a first-class score, "Stop the World" has produced some strong disks, and has introduced two potent personalities. On these grounds alone its survival seems deserved, for there are shows on the boards with far less to offer.

SAM CHASE

★ ★ ★

VAUDE REVIEW

Nice Try, No Cigar for Fisher

The acid test of any pop singer's ability to relate to a live audience is the "one-man show" staged in a New York legit theater. There's no club atmosphere to distract, no studio tape editing to improve high notes, no mechanical gadgetry of TV or movie—just a direct communication between performer and audience.

This is the challenge Eddie Fisher has accepted in his limited engagement at New York's Winter Garden, aided by comedian Dick Gregory (whose latest album is on the Vee-Jay label) and Juliet Prowse, who is something of a sex symbol for Frank Sinatra's Beverly Hills in-group. That Fisher doesn't really turn the trick is due to a combination of errors of theatrical judgment.

The first half of the show is a sort of de luxe vaudeville bill split between Gregory, whose long-length monolog zeroes-in on targets ranging from Billie Sol Estes and Hertz TV commercials to the University of Mississippi, and Miss Prowse, a singer-dancer-comedienne whose material (such as a spoof on movie musicals in which she portrays France's St. Joan and Cleopatra who looks like you-know-who) is sometimes imitative or in dubious taste.

Thus, the second half of the Monte Proser-Milt Blackstone presentation begins with the audience half-hoping for something sensational from Fisher, and half-expecting (on the strength of Act I) that they're in for a let-down. Actually, they get a bit of both.

Fisher, who is soon coming out with a 20th-Fox album, is in good control of the situation in smooth, easy, middle-register ballads like "Back in Your Own Backyard," "You Made Me Love You," "Oh, My Papa" and "Wish You Were Here." He also gives his fans their money's worth in his semi-novelty numbers, such as a Greek-lyric version of "Never On Sunday" (taught to him "by that noted Greek philosopher, Spyros Skouras") and a Yiddish-flavored "Mack the Knife" (voiced in what Fisher tongue-in-cheeked as "West German"), backed by a large stage ork batoned by Eddy Samuels.

The singer's appeal takes a cropper, however, when he tries to re-create history in a long medley of tunes Al Jolson once sang in the same theater. He just doesn't have the stature, musical showmanship and vocal power (judging by Fisher's close reliance on a booming p.a. system) to sell the concept. Also, Fisher is his own worst enemy when he detracts from his performance with between-songs ad-libs which touch on his recent marital difficulties and which seem an obvious, and uncomfortable, bid for audience sympathy. If anything, he should be above such tactics.

CHARLES SINCLAIR

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING OCTOBER 13

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SHERRY	By B. Gaudio—Published by Bobob (ASCAP)	7
2	2	MONSTER MASH	By B. Pickett-L. Capizzi—Published by Garpax (BMI)	4
3	3	RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Sweco (BMI)	8
4	5	LET'S DANCE	By Lee—Published by Rondell & Sherman-DeVorzon (BMI)	5
5	4	GREEN ONIONS	By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)	6
6	10	I REMEMBER YOU	By Mercer-Schertzing—Published by Paramount (ASCAP)	4
7	6	PATCHES	By Barry Mann-Larry Kolber—Published by Aldon (BMI)	6
8	17	DO YOU LOVE ME	By Berry Gordy Jr.—Published by Jobete (BMI)	4
9	8	ALLEY CAT	By Bjorn—Published by Meteorion (BMI)	7
10	24	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	2
11	16	IF I HAD A HAMMER	By Seeger-Hays—Published by Ludlow (BMI)	4
12	7	SHEILA	By Tommy Roe—Published by Eager-Nitetime (BMI)	10
13	26	ONLY LOVE CAN BREAK A HEART	By H. David-B. Bacharach—Published by Arch (ASCAP)	3
14	9	VENUS IN BLUE JEANS	By Greenfield-Keller—Published by Aldon (BMI)	6
15	19	SURFIN' SAFARI	By Wilson-Love—Published by Guild (BMI)	4
16	11	YOU BEAT ME TO THE PUNCH	By W. Robinson-R. White—Published by Jobete (BMI)	5
17	12	RAIN, RAIN GO AWAY	By G. Shayne-N. Regney—Published by Regent (BMI)	4
18	21	WHAT KIND OF LOVE IS THIS	By Johnny Nash—Published by Planetary-Gee (ASCAP)	4
19	14	LIE TO ME	By M. Singleton-B. Benton—Published by Ben Day (BMI)	5
20	25	PUNISH HER	By Nader-Gluck Jr.—Published by January (BMI)	3
21	29	I LEFT MY HEART IN SAN FRANCISCO	By D. Cross-G. Cory—Published by General (ASCAP)	2
22	13	TEEN AGE IDOL	By Jack Lewis—Published by Nelson (ASCAP)	7
23	23	POPEYE (The Hitchhiker)	By Dave Appell-Kal Mann—Published by Kalmann (ASCAP)	2
24	15	YOU BELONG TO ME	By P. King-R. Stewart-C. Price—Published by Ridgeway (BMI)	7
25	—	ALL ALONE AM I	By Hadjidakis-Altman—Published by Duchess (BMI)	1
26	28	IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	By C. King-G. Goffin—Published by Aldon (BMI)	3
27	27	HULLY GULLY BABY	By Kal Mann-Dave Appell—Published by Kalmann (ASCAP)	3
28	—	WHAT KIND OF FOOL AM I	By Newley-Bricusse—Published by Ludlow (BMI)	1
29	30	DON'T GO NEAR THE INDIANS	By Lorene Mann—Published by Buttercup (BMI)	2
30	—	TORTURE	By John D. Loudermilk—Published by Acuff-Rose (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. SHERRY—The Four Seasons, Vee Jay 2570; Janis Ross, Twin Hits 2022.
2. MONSTER MASH—Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167.
3. RAMBLIN' ROSE—Nat King Cole, Capitol 4804; Ray Garnett, Twin Hits 2021; Wody Herman, Philips 40064.
4. LET'S DANCE — Chris Montez, Monogram 505.
5. GREEN ONIONS — Booker T. & the MG's, Stax 127; The Downbeats, Twin Hits 2024.
6. I REMEMBER YOU—Frank Ifield, Vee Jay 457.
7. PATCHES — Dickey Lee, Smash 1758; Tony De Cio, Twin Hits 2021.
8. DO YOU LOVE ME—The Contours, Gordy 7005; Billy Wade, Twin Hits 2023.
9. ALLEY CAT—Bert Fabric, Atco 6226; Contrasts, Twin Hits 2027.
10. HE'S A REBEL—Vikki Carr, Liberty 55493; Crystals, Philips 106.
11. IF I HAD A HAMMER—Peter, Paul and Mary, Warner Bros. 5296; Janis Ross, Twin Hits 2028.
12. SHEILA—Tommy Roe, ABC-Paramount 10329.
13. ONLY LOVE CAN BREAK A HEART—Gene Pitney, Musicor 1022.
14. VENUS IN BLUE JEANS—Jimmy Clanton, Epic 8001; Kit Fleming, Twin Hits 2023.
15. SURFIN' SAFARI — Beach Boys, Capitol 4777.
16. YOU BEAT ME TO THE PUNCH —Mary Wells, Motown 1032.
17. RAIN, RAIN GO AWAY—Bobby Vinton, Epic 9532; Chet Avery, Twin Hits 2028.
18. WHAT KIND OF LOVE IS THIS—Joey Dee & the Starliners, Roulette 4438; Chet Avery, Twin Hits 2025.
19. LIE TO ME—Brook Benton, Mercury 72024.
20. PUNISH HER—Bobby Vee & the Crickets, Liberty 55479.
21. I LEFT MY HEART IN SAN FRANCISCO—Tony Bennett, Columbia 42332; Frank Sinatra, Reprise 20107.
22. TEEN AGE IDOL—Rick Nelson, Imperial 5864.
23. POPEYE (The Hitchhiker)—Chubby Checker, Parkway 849.
24. YOU BELONG TO ME—The Duprees, Coed 569.
25. ALL ALONE AM I—Brenda Lee, Decca 31424.
26. IT MIGHT AS WELL RAIN UNTIL SEPTEMBER—Carole King, Dimension 2000; Janis Ross, Twin Hits 2027.
27. HULLY GULLY BABY—Dovells, Parkway 845.
28. WHAT KIND OF FOOL AM I—Ronnie Aldrich, London 9553; Shirley Bassey, United Artists 503; Cordials, Felsted 8653; Vic Damone, Capitol 4827; Billy Daniels, Jubilee 5437; Sammy Davis Jr., Reprise 20048; Billy Eckstine, Mercury 72022; Burt Farber, Felsted 8652; Robert Goulet, Columbia 42519; Woody Herman, Philips 40064; Mantovani, London 9552; Anthony Newley, London 9546; Keely Smith, Dot 16386.
29. DON'T GO NEAR THE INDIANS —Rex Allen, Mercury 71997.
30. TORTURE—Kris Jansen, Hickory 1173.

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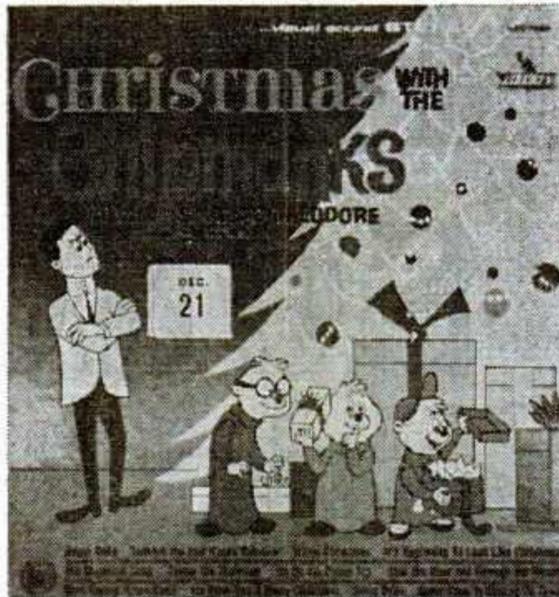


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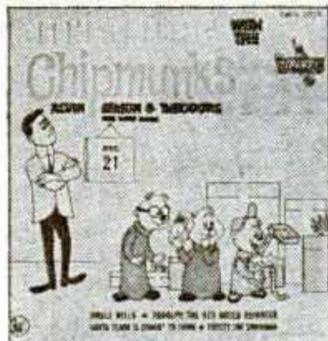
CHRISTMAS SALES PROGRAM

NEW CHRISTMAS LP:



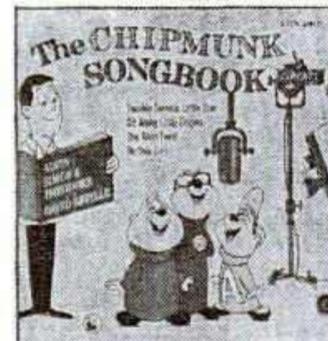
CHRISTMAS WITH THE CHIPMUNKS
LRP-3256/LST-7256

NEW EP:



CHRISTMAS WITH THE CHIPMUNKS
LSX-1016

NEW EP:



THE CHIPMUNK SONGBOOK
LSX-1015

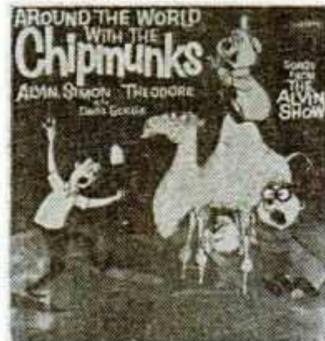
PROGRAM INCLUDES THE ENTIRE CHIPMUNK CATALOG:



THE CHIPMUNK SONGBOOK
LRP-3229/LST-7229



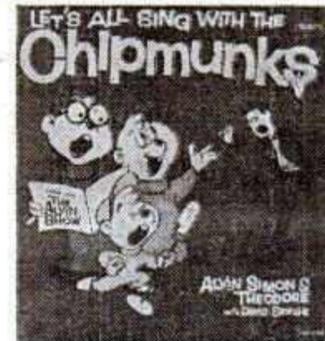
THE ALVIN SHOW
LRP-3209/LST-7209



AROUND THE WORLD WITH THE CHIPMUNKS
LRP-3170/LST-7170



SING AGAIN WITH THE CHIPMUNKS
LRP-3159/LST-7159



LET'S ALL SING WITH THE CHIPMUNKS
LRP-3132/LST-7132

EP'S:

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LSX-1008

LET'S ALL SING WITH THE CHIPMUNKS
LSX-1007

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MERCHANDISING OF

Children's Records

• HOW THEY'RE SELLING • WHO SELLS THEM AND HOW
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• 1962 RELEASES BY LABEL • MARKET SIZE, STRENGTH AND POTENTIAL.



Children's Disk Business Shows New Signs of Life

Kiddie Population Rise Lifts Market

NEW YORK — The children's record business shows new signs of life. With 28,000,000 youngsters in the U. S. under 12 years of age—and more on the way—the market is worth the attention of disk firms by sheer weight of numbers. And it's worth the attention of any dealer looking to brighten his profit picture.

But if there is life to the retail level, there's a curious lack of action on the part of major disk producers. In years past, the majors could be counted on to have a respectable line of children's records. No more. They are represented, for the most part, by less than a dozen items and, in some cases, by only one or two disks. Independent labels of all sizes have filled the vacuum left by the majors and the over-all product is distinguished by its breadth and variety.

Reasons for the majors' abdication of the kiddie business can be guessed at. For one thing, the production of a good children's record costs about the same as any other type of disk. But where a popular LP might ride the crest of some artist's popularity and pay off fast, a children's record might not break even for two or three years. It's a long-haul business proposition.

Long Haul

Too, many of the kiddie disks carry a low price tag. The profit (Continued on page 43)

AND MORE KIDS ON THE WAY!

NEW YORK—The kiddie market—big today—will be booming in the next decade. The size of the boom has been roughly estimated by statisticians who use 1960 census figures for a yardstick. Here are a few of their estimates:

Marriages—every year the number of marriages will increase by 700,000. In 1970, the altar-bound will hit a peak of 2.3 million couples.

Births—every year the number of births will increase by about a million. In 1970, about 5.4 million babies will be born.

Children under 14—by 1970, there will be 58.5 million children under 14 in the U. S. This is an increase of 5.2 million over the 1960 census figure.

Rackers Making Hay Among Kids In Suburbia

NEW YORK—The story of population movement in the U. S. is also the story of the growth of rack merchandising. Stated simply, the population is exploding in the direction of the suburbs and that's where the racks "live." According to the latest U. S. census figures, (Continued on page 43)

Retailers Agree Sales Hold Firm

NEW YORK—Almost 90 per cent of record-music stores carry children records and of those that do, about the same number report that sales this year are either on the increase or holding firm. This is one of the findings of a national study of dealer attitudes toward kiddie records, conducted by BMW last week.

Only 22 per cent of the dealers reached felt that kiddie record sales were on the decline. The number who felt that sales were increasing or holding firm were evenly divided at 39 per cent each. Of the entire sample, 26 per cent had no opinion.

The survey provided a number of clues as to what makes the public choose one label over another. The reasons reflect dealer opinion rather than accurate sales figures. Their opinions should carry substantial weight with disk producers, however. Reasons cited were (in order of importance): name artist, album cover art, brand name and TV promotion. All of these factors were felt by the dealers to be more important than price and the inclusion of some kind of bonus (reader album, coloring angles, other gimmicks).

The BMW survey covered 25 markets from coast to coast and dealer opinion was solicited from between two and five outlets in each market.

Promo Needed, Says Cy Leslie

Merchandising is almost as important as product in selling children's records, according to Cy Leslie, head of Pickwick International, producer of a broad range of kiddie product. Pickwick markets the Happy Time series at 99 cents, the Cricket line at \$1.98 and Instant Learning Records, a line of language instruction disks, at \$5.95. "With all our records we provide special racks, window streamers, displays, counter cards and an aggressive advertising and promotion campaign," Leslie said.

"We find that special pre-packs of singles and albums provide a sales unit that's highly attractive (Continued on page 43)

Bye-Bye Birdie, Kids Say To Tired Mother Goose

When it comes to subject matter in the kiddie record field, Mother Goose has had it. That's the studied opinion of Selma Brody, who is in charge of a.&r. for Peter Pan, a leading album and single line in the children's record business.

"Kids have gotten very hip today and they seek a lot of action in their records," says Miss Brody. "We've found that the Mother Goose kind of material has pretty much lost its appeal by age three. The same thing is true of many of the more classic items such as 'Treasure Island.'

"Our research indicates that the traditional items like these will sell up to a point. But the reason it sells is the mother not the child. Mommy is buying for her kiddies strictly out of nostalgia, because she remembers those stories herself and she thinks that's what her children want.

TV Image

"The fact is that younger children today identify themselves very strongly with television, a factor which was not present beyond 15 years ago. Today it's the cartoon image that counts. Deputy Dawg, Huckleberry Hound and their kind, which provide a strong visual image, have taken over, and conse-

quently we go in heavily for all kinds of TV licensed material.

"We make a license and royalty arrangement with the owner of the TV property. Then we write our own stories involving the familiar characters and record the original TV voices in our scripts for recording. It's proved very profitable for us."

Age Shrinking

Miss Brody also feels that the kiddie market may have shrunk in terms of age brackets covered by such material. The purely kiddie records sell up to about the first or second grade age level only, she believes.

"Beyond this level, it becomes a problem of appealing to special interests, particularly through 'learning records.' Educational material in sugar-coated form, with special kinds of learning aids as part of the package, are important in the market today," she said.

Not strictly a part of the a.&r. function, but a factor in sales, nevertheless, is the Peter Pan approach, now being tested, of giving a free gift with each record. A current Peter Pan group of 12-inch LP's, selling for \$1.98, also includes free bonus gifts with each record in the form of a surprise "extra."

15 WAYS TO BOOST SALES OF CHILDREN'S RECORDS

1. Let your customers know you have children's records in length and depth through massed album display. Put up a sign—"Children's Record Department."
2. Call attention to your children's department with suitable display material—and make it festive (all-day suckers, balloons and streamers are only a few of the appropriate props).
3. Tie-in with children's clothing stores. Swap window display material. Put a poster in the clothing store—and put its poster in your children's record department.
4. Children (like their parents) love something for nothing. Buy a couple of gross of lollipops—at a fraction-of-a-cent apiece—and hand them out to the small fry who come in with their parents. (Hide them from the teenagers.)
5. Get a good mailing list—that clothing store probably has one—and send out a jumbo postcard mailing suggesting kiddie records as Christmas gifts. (Phonographs, too, if you carry them.)
6. Elementary schools can be helpful. Meet the teachers. Keep them up to date on recorded educational materials they might use. Speak at PTA meetings on new developments in the field.
7. Plan now for a pre-Christmas window featuring children's records. Review display materials available from record labels.
8. Sunday school teachers—most of them amateurs—are always seeking materials to enliven classes and make them more compelling for youngsters. Suggest some of the excellent Bible story albums. Non-religious subjects will also be attractive.
9. Don't forget that children's records are bought by parents—parents who want their offspring to have "advantages" and culture. Appeal to this attitude with a browser full of material suggesting "culture-for-the-young."
10. Put together a bonus package of hard-to-move disks for children and offer it at a very special low price with a phonograph purchase.
11. Make it easy for parents to buy. Organize records into age groupings with a browser for each. Tip: don't try to slice the grouping too fine. Make them "Pre-school and nursery," "six to eight years" and "eight years and over."
12. Make your store "Children's Records Headquarters" in your town by mentioning kiddie disks with at least one line in all your advertising.
13. Assign one sales clerk to the job of "Specialist—Kiddie Records." Have that clerk bone up on the children's record catalogs of every line you carry (and even those you don't). Give incentive to that clerk by mentioning him (or her) by name as "Kiddie Record Specialist" in your ads. Have him (or her) write to various labels for any special sales-aid material they might have.
14. Have an official "Children's Record Week" any time after Thanksgiving. Use a "10 per cent off if you bring in this ad" gimmick to stimulate traffic. And create a bonus deal for your clerks to stimulate sales. Ask your newspaper ad salesman to send around a reporter and give him the story about "Children's Record Week" for publication.
15. Get in touch with music teachers to find out who the serious music students are in your town. Make a direct-mail pitch to their parents.

RECOMMENDED READING

The advertisements noted below carry detailed information on some key Children's Record lines (listed alphabetically) and product. Buyers are urged to check these messages and to contact appropriate local distributors to place orders or to request further information.

Company	Page
Columbia Records	21
Cricket Records	16
Disneyland Records	14-15
Folkways Records	18
Golden Records	35
Liberty Records	12
Mercury Records	17
Peter Pan Records	18 and 20
Teaching Systems, Inc.	18
United Artists Records	Inside Front Cover
Wonderland Records	19

Re-discover your potential



**thru...
Disneyland
RECORDS**

**YOU CAN CASH IN NOW ON
FOR THESE HOT**



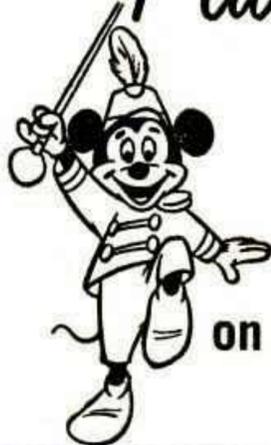
ST 3917

"LADY AND THE TRAMP"

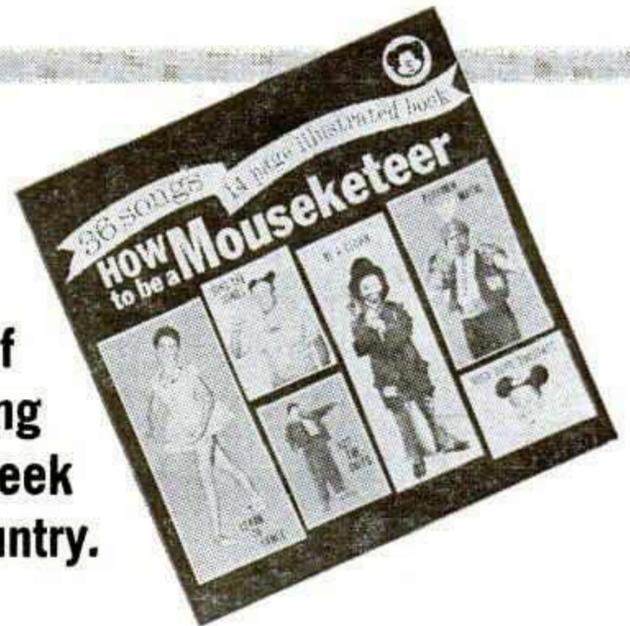
\$3.98 STORY-TELLER

The story and songs plus 10 page full-color book
\$1.98 LP All the Songs from the film -
now in national release

**Plus MICKEY MOUSE CLUB
RECORDS**



For the millions of
youngsters now watching
the M.M.C. 5 days each week
on local TV stations across the country.



In Children's Records, Only the Best

in Children's Records!!!

**YOU WILL BE REWARDED WITH FASTER TURN-OVER
AND MORE PROFIT BY INVESTING
A LARGER SHARE OF YOUR INVENTORY DOLLAR
IN DISNEYLAND CHILDREN'S RECORDS!**



THE TREMENDOUS PROMOTION NEW RELEASES

"IN SEARCH OF THE CASTAWAYS"

\$3.98 STORY-TELLER

The complete story and all the songs plus 11
page full-color book from the motion
picture being released this Christmas



ST 3916



And **HUNDREDS MORE FROM THE
FABULOUS DISNEYLAND CATALOG**
the most extensive library of children's
records anywhere in the world including
many new albums such as "Great Operatic
Composers," a \$5.98 classic for every family.



© Walt Disney Productions

Is Good Enough - Disneyland

CHILDREN'S RECORDS RELEASED IN 1962

A listing of kiddie LP manufacturers and their addresses, showing the product released thus far this year and the prices of the lines where available.

AMBASSADOR RECORD CORP.

461 Eighth Avenue, New York 1, N. Y.
\$1.98—PETER PAN

8000—Mighty Mouse
8001—Magic Land of Allakazam
8002—Joke Along With Jimmy Nelson
8003—Arnold Stang—Favorite Funny Stories
8004—Lariat Sam
8005—Deputy Dog
8006—Dress Up and Dance
8007—A Musical Visit to the Treasure House—(Capt. Kangaroo)
8008—Super Car
8009—Inside Kids—(Sonny Fox)
8010—The Best of the Brothers Grimm
8011—Sing a Song of Presidents

99c—DIPLOMAT

5001—Children's Hour of Nursery Rhymes
5003—Cinderella & Alice in Wonderland & Other Musical Stories (narrated by Jack Arthur & Toby Deane)
5004—The Musical Story of Peter Pan—(Milton Rich)
5005—Puff & Toot and Other Musical Stories
5006—Musical Hour of Story Time featuring Tina the Ballerina and Others
5007—Party Time Dance & Game Songs
5008—Children's Songs of Reverence
5009—Mother Goose Nursery Rhymes
5010—Peter Pan Pops
5011—Happy Birthday
5012—I Believe (Songs of Devotion)
5014—Peter and the Wolf—(Symphony Bowl Orchestra)
5015—Songs of the West That Children Love Best
5016—Thumbelina & the Ugly Duckling—(Elliott Lawrence)
5017—Popeye the Sailor—Musical Stories
5018—The Valiant Tailors
The Emperor's New Clothes

CAEDMON RECORDS

461 Eighth Avenue, New York, N. Y.
\$5.95

TC 1124—Carl Sandburg's Poems for Children

TC 1129—The Three Little Pigs and Other Fairy Tales (Boris Karloff)
TC 1139—The Cat That Walked by Himself and Other Just So Stories (Boris Karloff)
TC 1159—How to Tell Corn Fairies When You See 'Em and Other Rootabaga Stories (Carl Sandberg)

CAPITOL RECORDS

1750 North Vine, Hollywood 28, Calif.
\$2.98
JAO 3259—Bozo at the Circus
JAO 3251—Woody Woodpecker and His Talent Show
JAO 3252—Walt Disney's the Three Little Pigs

\$1.98

J 3255—Rusty in Orchestraville
J 3258—Bible Stories for Children
J 3254—Sparky's Magic Piano
J 3253—The Sorcerer's Apprentice
J 3256—Little Toot
J 3257—Bugs Bunny and His Friends

COLPIX RECORDS

711 Fifth Avenue, New York 22, N. Y.
CP 209—Mister Ed
CP 210—Huckleberry Hound and the Ghost Ship
CP 211—The Treasure of Sarah's Mattress (Quick-draw McGraw)
CP 212—Top Cat
CP 213—The Jetsons

COLUMBIA RECORDS

799 Seventh Avenue, New York 19, N. Y.
\$1.98
HL 9532—Bible Stories for Children: The First Six Stories of Genesis (Bud Collyer)
HL 9533—Here Comes Willie Woo (Ron Marshall)
HL 9534—Hey Kids, Let's Sing (Rosemary Rice & Children's Chorus)

\$3.98—MONO — \$4.98—STEREO

CL 1782 CS 8582—Merrily We Sing and Learn—French, Vol. 1 (Noel Regney, Singers and Orchestra)

\$2.98—HI-FI FUN MUSICAL COLORING

KITS

C-35—Learning America the Fun Way! (Rosemary Rice)
C-36—The Silly Record (Frank Buxton)
C-37—Stories of Famous Children in the Old Testament (Bud Collyer)
C-38—Mama Goose and Papa Gander (Mr. Greenjeans)
C-39—For Sleepyheads Only (Kay Lande)
C-40—A Day at the Circus With "Mr. Singing Ringmaster" (Harold Ronk of Ringling Bros. & Barnum & Bailey)

COSMO RECORDING CORP.

1130 Madison Ave., Elizabeth, N. J.
EL 2-9570, N. Y. Phone: WO 2-4437

\$1.98—SIMON SAYS SERIES

M 2—Let's Play Games
M 3—Three Little Pigs
M 4—Let's Sing Along With Mother Goose
M 5—Mother Goose Nursery Rhymes
M 6—Circus Time
M 7—Fairy Tale Favorites
M 8—Alice in Wonderland
M 9—Little Red Riding Hood
M 10—Cinderella
M 11—The Adventures of Peter Pan
M 12—Singalong Songs
M 13—Songs for Little Cowboys

DECCA RECORDS

445 Park Avenue, New York 22, N. Y.
\$3.98

DL 4204—Adventures in Resting (Vol. I)
DL 4272—Adventures in Resting (Vol. II)
DL 4073—Stories for Children Who Ask Questions
DL 4244—Mommie, Where Do Babies Come From?

DISNEYLAND RECORDS

500 South Buena Vista Street, Burbank, Calif.
\$1.98

DQ-1224—Songs for Bedtime

(Continued on page 20)

Disney Secret: It Settles for Slow Return Over Long Haul

HOLLYWOOD—"A great deal of our success is due, not only to the Disney name, but because we invest heavily in our productions," according to Jimmy Johnson, head of Disneyland Records. "For example, we have a \$15,000 master cost on our 'Great Operatic Composers' LP. Many of the other albums are in the \$10,000-\$12,000 category in our \$3.98 line. It is not

unusual for us to spend \$5,000 to \$7,500 for an LP listing at \$1.98. "The reason we can afford to do this is because we do not expect to make a return on our over-all investment within six-month period as one does with a pop LP. These albums go on year after year. Each several years that pass, a new group of children enter the age bracket, and an entirely new market exists for the same product.

"We have some things in our line now that are still going great but (Continued on page 43)

Start Phonos For Kiddies At Early Age

There's a strong, healthy market for kiddie phonographs for a couple of reasons. Sheer numbers is one of the best; there are about 28,000,000 children 12 or under in the U. S., according to the latest census figures.

Another less obvious reason is the adult's trend toward quality purchases. Grown-ups are buying bigger ticket phonographs, and, with a reasonable-sized investment (often well over \$100) in disk-playing equipment, they prefer to buy the small fry an inexpensive unit of their own. (Sometimes the dealer has to remind parents that this is a good idea.)

It's a little hard to classify kiddie phonographs. In times past, anything with a turntable and a Mother Goose decal could qualify. They're still around and they're unmistakably kiddie units, but many parents (Continued on page 43)

DADDY, O DADDY COME HOME WITH RECORD

One of the most intriguing sales gambits to hit the disk business in a long time is being employed to great advantage by a Philadelphia retailer. According to Nelson Verbit, head of Marnel Distributors, one of his dealer accounts is now selling children's records in a neighborhood pub.

The dealer, Verbit explained, has placed one of United Artists' new floor kiddie record racks in a tavern near his store. Reports indicate that "sales have been brisk." The reasoning behind the move is that if a fellow stops by for a couple of belts on the way home from work, he gets a guilty feeling. This is quickly overcome when he buys a 99-cent long-play record to take home to the kiddies.

CRICKET... the Senior Name in the JUNIOR RECORD MARKET

INSTANT LANGUAGE AND SPELLING FOR CHILDREN

\$5.95 retail

Here is an absolute must for all accounts. The new trend is to amuse and teach. These beautiful four color, 12" square boxes have the look and contents that sell. Each set contains a high fidelity, long playing record plus those books necessary to the set. The language sets have a fully illustrated book printed in four colors. The basis of the sale works on two principles:

1. It's fun to learn.
2. This is what the modern parent is looking for.

... and of course don't forget our vast catalog of 29c Children's Singles in four color sleeves.

For further information & your nearest distributor contact:

PICKWICK INTERNATIONAL, INC.

PICKWICK BUILDING • LONG ISLAND CITY 1, NEW YORK

CHILDREN'S PLAY HOUR SERIES

\$1.98 retail

The greatest and cheapest "Baby Sitter" on the market today. Twelve inch, high fidelity long playing records in magnificent full four color hard jackets. Each LP a complete show in itself. Here's the greatest collection of performers that children as well as grown-ups love: Gisele MacKenzie, Joseph Cotten, Eddie Dean, Boris Karloff, William Bendix, Felix the Cat (Original TV sound tracks), Popeye, Jimmy Nelson, Ray Heatherton, Dennis Day, David Wayne, Smiley Burnette and others.

CHILDREN'S BIBLE STORIES

\$1.98 retail

Parents will indeed welcome this splendid new record series, which uses thrilling theater to bring to life the magnificence and excitement of Biblical times. Never before have the events of the Biblical era been presented in so exciting and dramatic a fashion. Each story is reenacted by a huge cast of the finest actors in America, complete with glorious orchestral background music and thrilling true-to-life sound effects. Here is the most thoughtful gift for any occasion. Approved By All Faiths.



Peter Pan

The oldest name in Children's Records presents

**A BIG TICKET...
BIG PROFIT LP LINE**

\$1.98
PER
12" LP

- GREAT NAMES • GREAT MUSIC
- EXCITING 4 COLOR COVERS
- DISPLAY MATERIAL

FREE GIFTS included in LP's

GUARANTEED SALE
on all merchandise



Peter Pan THE NEW PETER PAN **BIG 7" CHILDREN'S RECORD 29¢**



The above are just a few of hundreds of titles in this series which includes favorite nursery rhymes, fairy tales, educational stories and popular music. Each record is packaged in a beautiful full color record sleeve.

BRAND NEW CHRISTMAS RELEASE of Peter Pan 29¢



Plus other titles

PETER PAN RECORDS, Dept. BB, 461 8th Ave., N. Y. C. 1

Gentlemen: Please send me following assortment of 12" \$1.98 LP's (min. 25 @ \$1.20 ea.):

8000 _____ 8001 _____ 8002 _____ 8003 _____ 8004 _____
8005 _____ 8006 _____ 8007 _____ 8008 _____ 8009 _____
8010 _____ 8011 _____ Total _____ LP's @ \$1.20

Please send me _____ gross of selected 29¢ 7" records @ \$24.96 per gross (check one) 78 RPM 45 RPM MIXED

Please send me _____ gross of selected 29¢ 7" Christmas records @ \$24.96 per gross. (check one) 78 RPM 45 RPM MIXED

Name _____

Firm _____

Address _____

City _____ State _____

Bill us Enclosed is check in the amount of \$ _____

Please send me additional information. Distributor territories open

PRICE CUTS LEFT MARK, CAPITOL MAN DECLARES

HOLLYWOOD—Price cutting and the efforts by some manufacturers to meet this competition has been one of the primary problems of the children's record business. This is the opinion of Alan Livingston, today Capitol's vice-president in charge of its entire records and phonographs division, who personally built Capitol's kiddie catalog and was the creator of the Bozo the Clown character.

"When we built our catalog," Livingston recalls, "the object was to produce quality recordings for the children's market. We used the best actors, top writers, full orchestras, and put in everything we could to make each album a top quality product. In those days, the albums were being produced for the \$3.98 buyers."

But discounting and price-slash-

ing have left their mark on the kiddie field, according to Livingston. Manufacturers, faced with cut-rate competition, were forced to seek production short cuts so that they could save the money that was being cut from the price tag, Livingston explained. As a result of this condition, Livingston claims that "much of today's children's product is of lower quality as a result of the shoddy production forced on the manufacturer by price-cutting conditions."

Capitol continues to make present-day LP reproductions from its earlier masters, dipping into a catalog of some 150 kiddie album titles. Livingston says the firm has refused to engage in price wars with others in the field. It has, however, agreed to grant an additional 15 per cent to dealers on its complete kiddie line "to remain competitive."

RETAILER STILL KING OF KIDDIE RECORD HEAP

HOLLYWOOD—Racks are important in the children's record field, but the regular record retailer reigns supreme as the king of the kiddie business. That is the consensus of opinion among key record manufacturers. Of prime importance say manufacturers, is dealer who recognizes the value of children's business, and sees to it that he has a well organized, well stocked children's section.

Stan Gortikov, head of Capitol Records Distributing Corp., said that "racks are an important outlet for children's merchandise, but it's the regular old-line record dealer who is responsible for having kept this business alive," and that it's to the dealer's credit that the business exists at its present high level.

Disneyland's Jimmy Johnson, head of Walt Disney's music activities including the record firms, told BMW: "Racks are primary outlets for children's records, with particular emphasis on the \$1.98 material, but it's the dealer who carries the full line who remains the heart of our business."

Other labels here who are active in this facet of the record business echoed these feelings, including such firms as Era, Playtime and Liberty, among others.

RECOMMENDED READING

The advertisements noted below carry detailed information on some key Children's Record lines (listed alphabetically) and product. Buyers are urged to check these messages and to contact appropriate local distributors to place orders or to request further information.

Company	Page
Columbia Records	21
Cricket Records	16
Disneyland Records	14-15
Folkways Records	18
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Liberty Records	12
Mercury Records	17
Peter Pan Records	18 and 20
Teaching Systems, Inc.	18
United Artists Records	Inside Front Cover
Wonderland Records	19

Parents Lean to Disks That Give Children Glimpse of New Worlds

NEW YORK—It's axiomatic in the kiddie record business that the greatest percentage of sales by far are made to adults. And the thing that moves them to buy is not so much entertainment as educational purpose or improvement.

A case in point is the Vox "Music Masters" series. This series, which covers 20 great composers from Bach to Verdi have enjoyed consistent sales since their introduction back in 1959.

Their declared purpose is to "introduce young listeners to old masters" and they work toward this end through narrated capsule biographies and a selection of the most melodic themes from major works. Much of the credit for the consistent sale of the series must go to the actual productions. The narrative portions of the records are extremely well done. They do not talk down to the young listeners.

A somewhat different approach to educational entertainment is taken by Folkways in their "records for children." The stated purpose of the Folkways catalog is "to make song and play meaningful for the young as well as slow learners."

Like the Vox series, Folkways are not new to the catalog. Too, they fall in the higher price (and bigger profit) category. The Folkways catalog numbers over a hundred titles.

Among the purely educational recordings, Teaching Systems, Inc., a new firm, has made definite inroads during the past year. The entire catalog consists of just seven 12-inch long play records with such titles as "Let's Divide," "Let's Multiply" and "Musical Geography." While the school market is the most obvious, sales are by no means restricted to audio/visual sales representatives. The home market is regarded by the firm to be bigger by far.

Dealers are prone to neglect the sale of disks devoted to these purely educational subjects. It's unfamiliar fare to most. But Teaching Systems, Inc., has racked up hefty sales among dealers who see and understand their potential. Though the recorded material was prepared by a woman school teacher, active

Columbia Trying For Big Kid Hold

Columbia Records is one of the few diskeries of major stature now attempting to take a more solid hold in the kiddie record market. For some time it has been represented with a children's series on Harmony and just now is introducing a brand-new series known as "Hi Fi Fun Musical Coloring Kits" which are being marketed under the Columbia label.

According to Bruce Lundvall, who heads up the firm's kiddie record operation, "in person" merchandising is being employed to get the new albums off the ground. Artists involved are making personal appearances in a number of stores in an attempt to get dealers more excited about the product.

"We'd like to see a lot of excitement generated in this field," Lundvall said, "and we're willing to try different ideas with merchandising and with product to achieve it."

"Right now we're trying the idea of including special materials with records (in the coloring kit albums) and we have other ideas in mind as well."

in her profession, it is accompanied by music that has a definite bouncy, pop flavor. They have avoided a dry and dull approach to the subject matter. To introduce dealers to the product, the firm has produced a seven-inch long play "sampler" for dealers. A group of ad mats for dealer use is in the works.



DISCOVER THE BEST IN CHILDREN'S RECORDS

FOLKWAYS RECORDS is the leading producer of recordings created for children by artists who LOVE children. Here are some of Folkways' 100 children's records that the N.Y. Times recently reviewed as "best for children."

Songs to Grow On, Woody Guthrie (FC7005) \$4.25. Amer. Folksongs for Children, Pete Seeger (FC7001) \$4.25. Music Time, Charity Bailey (FC7307) \$4.25.

NEW RELEASE
This Is Rhythm, Ella Jenkins (FC7652) \$5.95.

(All Folkways Records come with accompanying texts and instructional notes.)

Write for Folkways' complete children's catalogue
FOLKWAYS RECORDS 121 W. 47 ST. New York 36

**A NEW DYNAMIC SYSTEM OF LEARNING
BASIC SCHOOL SUBJECTS WITH RECORDS**

Teacher created, classroom tested, "Sing and Learn" records aid in teaching grade school subjects. Proven effective for average, gifted or retarded child.

"LET'S DIVIDE," "LET'S MULTIPLY," "LET'S ADD," "LET'S SUBTRACT," "MUSICAL GEOGRAPHY," "THE PARTS OF SPEECH," "U. S. STATES & CAPITALS."

WRITE FOR FREE ILLUSTRATED FOLDER

TEACHING SYSTEMS, Inc. 1650 BROADWAY NEW YORK 19, N. Y.

From child guidance material endorsed by churches, schools, libraries and the press come...

Childcraft Records

AND PLAYCRAFT RECORDS

The Quality Children's Record Library from Mercury That Gives You the **Big Share** of Those Christmas Gift Dollars!



These records were produced in cooperation with the publishers of the Childcraft Development Plan and are highly endorsed by leading educators and cultural groups.

Childcraft, unlike other record lines, offers you a complete series pointed to the purpose of the proper development parents want for their offspring. Childcraft is quality all the way—in the material recorded, in the stature of the talent, in the beautiful, full-color, poly-sealed albums. Indeed, this is the No. 1 line for you to carry in depth, to feature strongly, and to add prestige and volume to your store! Order now from your Mercury distributor.

Childcraft was prepared with the help of 155 child guidance experts—and Childcraft records give parents material for children's parties, for rainy days, for "What do I do now?" days, and for bedtime.

NEW WORLDS OF JOY FOR EVERY GIRL AND BOY

MERCURY CHILDCRAFT SERIES

CLP-1200

MUSIC FOR LITTLE FOLKS

This should be the first record in every child's life. Hey Diddle Diddle; Humpty Dumpty; Jack and Jill; Simple Simon; plus 28 others.

CLP-1201—A CHILD'S INTRODUCTION TO THE CLASSICS

Every parent wants this one. Boris Karloff narrates Peter and the Wolf; 10 others, including The Nutcracker Suite; The Sorcerer's Apprentice; Hansel and Gretel. Dorati and Minneapolis Symphony.

CLP-1202

AFTER-SCHOOL FAVORITES

Entertaining variety. Peter Ponsil and his Tonsils; The Whistler and his Dog; Brahms and Mozart Lullabies; others.



CLP-1203

CONCERT IN THE PARK

Band music of old-timers for new-timers. The Band Played On; In the Good Old Summertime; Parade of the Wooden Soldiers; 11 others.

CLP-1204—PATRIOTIC SONGS AND MARCHES FOR CHILDREN

Stirring renditions for very young patriots. The Star Spangled Banner; America, The Beautiful; Columbia, The Gem of the Ocean; From the Halls of Montezuma; 14 others.



CLP-1205—BEST LOVED FAIRY TALES, VOLUME I

The child's world of fantasy. Alice in Wonderland; Jack and the Beanstalk; Sleeping Beauty; Pinocchio; Snow White and the Seven Dwarfs; The Shoemaker and the Elves.

CLP-1206—BEST LOVED FAIRY TALES, VOLUME II

Featuring Boris Karloff. More fantasy and adventure with sound effects. The Billy Goat's Guff; The Gingerbread Boy; The Happy Prince; The Ugly Duckling; Cinderella; Rumpelstiltskin.

CLP-1207—MOTHER GOOSE NURSERY SONGS

All the songs a child should know. Little Jack Horner; Jack and Jill; Old Mother Goose; Hot Cross Buns; 54 others.

CLP-1208—LET'S ALL JOIN IN

Sing-along, dance-along record for the kids. The Hokey Pokey; The Bunny Hop; The Hinkey Dinkey Square Dance; Tumbling Tumbleweeds; Red River Valley; others.

CLP-1209

IT'S TIME FOR PLAYING

Fun and action with Mickey Mouse, Donald Duck, Minnie and Goofy. Ten Little Indians; London Bridges; Peter Peter Pumpkin Eater; many others.



CLP-1210

A TRIP TO ADVENTURELAND

Fascinating thrills with Bob Emerick as Train Conductor. Realistic sound effects for almost real experience. Rocket to the Moon; Treasure Island; Twenty Thousand Leagues Under the Sea; others.

CLP-1211—ALL ABOARD FOR A SINGING PARTY

Gay, children's group record. Old McDonald Had a Farm; Little Brown Jug; Casey Jones; Get Along Little Doggie; I've Been Working on the Railroad; others.

CLP-1213—CHRISTMAS SONGS AND STORIES

12 favorite carols and four popular songs of the season, including A Christmas Carol, Rudolph The Red Nosed Reindeer.

MERCURY PLAYCRAFT SERIES

PLP-1300—PATTI PAGE SINGS

The queen sings to all her princesses and princes. The Doggie in the Window; Arfie, The Doggie in the Window; Arfie Goes to the City; The Mama Doll Song; I Want to be a Cowboy's Sweetheart; Nobody Likes a Crybaby; The Froggie Love Song; I Wanna Go Skating with Willie; Pretty Snowflakes.

PLP-1301—KIDDIE HIT PARADE

Rusty Draper, June Winters and The Gaylords sing and play. On the Good Ship Lollipop; I'm a Little Teapot; The Ballad of Davy Crockett; The Arkansas Traveler; Turkey in the Straw; Mexican Hat Dance; Three Blind Mice, and others.

PLP-1302

SING-A-LONG WITH RUSTY

Rusty Draper, a great children's favorite, does Peter Rabbit; Eating Goober Peas; Blue Tail Fly; Down in the Valley; Pony Boy; The Car Song; Camptown Races; The Ballad of Davy Crockett, and others.

Order Now From Your Mercury Distributor



America's First Family of Fine Recordings

Mercury Record Corporation • 35 East Wacker Drive • Chicago 1, Illinois



CHILDREN'S RECORDS RELEASED IN 1962

Continued from page 16

- DQ-1225—More Mother Goose
- DQ-1226—Songs From All Around the World
- DQ-1227—Musical Highlights From the Mickey Mouse Club
- DQ-1228—Sleeping Beauty
- DQ-1229—Songs From the Mickey Mouse Club Special
- DQ-1230—Chip 'N Dale Chipmunk Fun
- DQ-1231—Lady and the Tramp

- LP-88—Mr. Ed
- LP-89—Alfred Hitchcock's Favorite Ghost Stories for Young People
- LP-90—Yogi Bear—Featuring Top Cat—How to Be Better Than the Average Child Without Really Trying
- LP-92—Grimm's Fairy Tales (Danny Kaye)

GRAND AWARD

1501 Broadway, New York, N. Y.
\$4.98 (MONO OR STEREO)
GA 33501—Children of Paris
GA 261 SP—French Twins in Paris

LIBERTY RECORDS

6920 Sunset Boulevard, Los Angeles 28, Calif.
\$3.98

LSX 1015—The Chipmunk Songbook
LST 7256—Christmas With the Chipmunks
LRP 3256—

MGM RECORDS

1540 Broadway, New York 36, N. Y.
\$1.98

- CH-104—The Music, Songs & Story of TOM THUMB
- CH-106—More TV Story Time With Tom and Jerry
- CH-108—The Magic World of CIRCUSES & CLOWNS
- CH-111—Tubby the Tuba (told by Jose Ferrer) The Story of Celeste (told by Rosemary Clooney)

MERCURY RECORD CORP.

35 East Wacker Drive, Chicago 1, Ill.
\$1.98—CHILD CRAFT SERIES
CLP 1200—Music for Little Folks
CLP 1213—Christmas Songs and Stories

PICKWICK SALES CO.

8-16 43d Ave., Long Island City, N. Y.
\$1.98—CRICKET 12" LP'S—

PLAYHOUR SERIES

- CR 39—Giselle MacKenzie Sings and Tells "Cinderella" & "Alice in Wonderland"
- CR 40—Songs from Walt Disney and Other Film Favorites
- CR 41—Civil War Songs
- CR 42—The Story & Songs From "BABES IN TOYLAND"

\$2.98—CRICKET 12" LP'S—

BIBLE STORIES

- CR 201—Noah and the Ark
- Joseph and His Brothers
- CR 202—Moses: Egypt
- Moses: Promised Land
- CR 203—Battle of Jericho
- Samson
- CR 204—Story of Ruth
- David and King Saul
- CR 205—David and Goliath
- Solomon
- CR 206—Statue of Gold
- The Lion's Den
- CR 207—Birth of Christ
- Good Samaritan
- CR 208—Prodigal Son
- Events Surrounding Last Supper

99c—HAPPY TIME — 12" LP'S

- HT 101—Peter and the Wolf
- HT 102—Music From "BABES IN TOYLAND"
- HT 103—Mother Goose Favorites
- HT 104—Songs From Walt Disney and Others
- HT 105—Sing Along for Children, Volume One
- HT 106—Happy Cricket featuring the CHIMP-MUNK SONG
- HT 107—Happy Birthday Party Time
- HT 108—Lullabies
- HT 109—Little Engine That Could and Other Railroad Sound Effects

(Continued on page 45)



GOLDEN RECORDS is featuring this attractive rotating floor display unit for dealers. Occupying little space, the unit still makes possible major display of both singles and album product.

don't forget the kids!

AMERICA'S LEADING CHILDREN'S RECORD LINE

Peter Pan

BIG 7" RECORDS

SELL ON SIGHT

\$16.80 PROFIT ON EVERY GROSS 78 or 45 RPM

FREE RACK

SONGS, STORIES, POPEYE, OTHERS Send \$24.96 for 144 records—Guaranteed Sale

PETER PAN RECORDS
461-X 9th Ave. New York 1, N. Y.

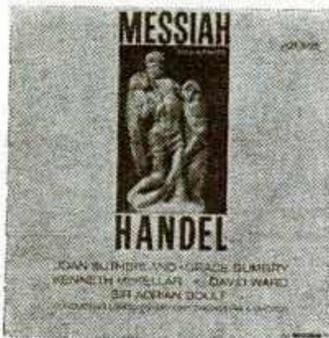
LONDON RECORDS

Christmas LP's

DISCOUNT • DATING

100% GUARANTEED SALE

NEW RELEASES



Handel: MESSIAH - Highlights
Joan Sutherland; Grace Bumbry; Kenneth McKellar; David Ward. London Symphony Chorus and Orchestra—Sir Adrian Boult.
Stereo OS25703 Mono 5705



Handel: MESSIAH CHORUSES
London Symphony Chorus and Orchestra—Sir Adrian Boult
Stereo OS25711 Mono 5711



JOAN SUTHERLAND HANDEL MESSIAH EXCERPTS
Joan Sutherland; Grace Bumbry; London Symphony Chorus and Orchestra—Sir Adrian Boult.
Stereo OS25712 Mono 5712

SOME OF OUR PREVIOUSLY RELEASED CHRISTMAS LP'S

MANTOVANI CHRISTMAS CAROLS
Mantovani and His Orchestra
The First Nowell; Joy To The World; Hark! The Herald Angels Sing; Silent Night, Holy Night; God Rest Ye Merry, Gentlemen; O Tannenbaum; White Christmas; Midnight Waltz; Good King Wenceslas; Nazareth; O Holy Night; O Little Town of Bethlehem; Adeste Fidelis; Skaters' Waltz.
Stereo PS142 Mono LL913

CHRISTMAS GREETINGS FROM GERMANY
Will Glahn, Orch. with Children's Chorus
Alle Jahre wieder; Laise risselt der Schnee; Es ist ein Ros' entsprungen; Morgen kommt der Weihnachtsmann; Herbel, oh ihr Giibigen; Stille Nacht, heilige Nacht; O Tannenbaum, O Tannenbaum; Am Weihnachtsbaum die Lichter brennen; Ihr Kinderlein, kommet; Vom Himmel hoch; others
Stereo PS148 Mono TW91223

CHRISTMAS ORGAN AND CHIMES
C. Smart, Organ; J. Blades, Chimes
Chimes Introduction; Silent Night, Holy Night; Joy To The World; Hark! The Herald Angels Sing; Good King Wenceslas; O Little Town of Bethlehem; O Come All Ye Faithful; It Came Upon The Midnight Clear; Once In Royal David's City; I Saw Three Ships; O Tannenbaum; others.
Stereo PS189 Mono LL3145

GERMAN CHRISTMAS SING-ALONG—Chorus and Orchestra conducted by Jean Jakus
Alle Jahre Wieder; O Tannenbaum; Stille Nacht, Heilige Nacht; Von Himmel Hoch; Still, Still, Still; Kling, Glockchen, Kling; Lasst Uns Das Kindlein Wiegen; Susser Die Glocken Nie Klingeln; Zu Bethlehem Geboren; O Du Froliche; Am Weihnachtsbaum; Nun Singet und Seid Froh; others.
Stereo SW99018 Mono TW91251

Handel: MESSIAH
Joan Sutherland; Grace Bumbry; Kenneth McKellar; David Ward, London Symphony Chorus and Orchestra—Sir Adrian Boult.
Stereo OSA1329 (3 records) Mono A4357

GREGORIAN CHANT—Christmas; MIDNIGHT MASS & MASS FOR THE DAY
Choir of the Monks of Abbey of Solesmes.
Mono 5217

A CHRISTMAS OFFERING—Leontyne Price
Silent Night; Hark! The Herald Angels Sing; We Three Kings of Orient Are; Angels We Have Heard On High; O Tannenbaum; God Rest Ye Merry, Gentlemen; It Came Upon The Midnight Clear; Vom Himmel Hoch; others. The Vienna Philharmonic Orch.; The Singverein Der Gesellschaft Der Musikfreunde—Herbert von Karajan.
Stereo OS25280 Stereo 5644

RICHMOND
Division of London Records, Inc.

Christmas LP's

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100% GUARANTEED SALE



Handel: MESSIAH (complete)
Owen Brannigan (bass); Norma Procter (contralto); Jennifer Vyvyan (soprano); George Maran (tenor), The London Philharmonic Choir, The London Philharmonic Orchestra—Sir Adrian Boult.
(3 records) Mono BA43002

CHRISTMAS CAROLS—The Westminster Abbey Choir and The Bach Choir
O Come, All Ye Faithful; The Holly And The Ivy; In Dulci Jubilo; While Shepherds Watched; Good King Wenceslas; Silent Night, Holy Night; Hark! The Herald Angels Sing; Ding Dong! Merrily On High; The First Nowell; God Rest Ye Merry Gentlemen
Mono B20027

CAROL SINGING AT KINGSWAY HALL
The Butlin Choral Society
Hark! The Herald Angels Sing; Silent Night, Holy Night; Angels We Have Heard On High; As With Gladness Men Of Old; O Little Town of Bethlehem; The First Nowell; While Shepherds Watched; others.
Mono B20028

MUSIC FOR A MERRY CHRISTMAS
Frank Chacksfield and His Orchestra
O Come, All Ye Faithful; Silent Night, Holy Night; God Rest Ye Merry, Gentlemen; Once In Royal David's City; Good King Wenceslas; Alpine Seigh-Ride; Good Christian Men Rejoice; Away In A Manger; The First Nowell; Greensleeves; others.
Stereo S30056 Mono B20056

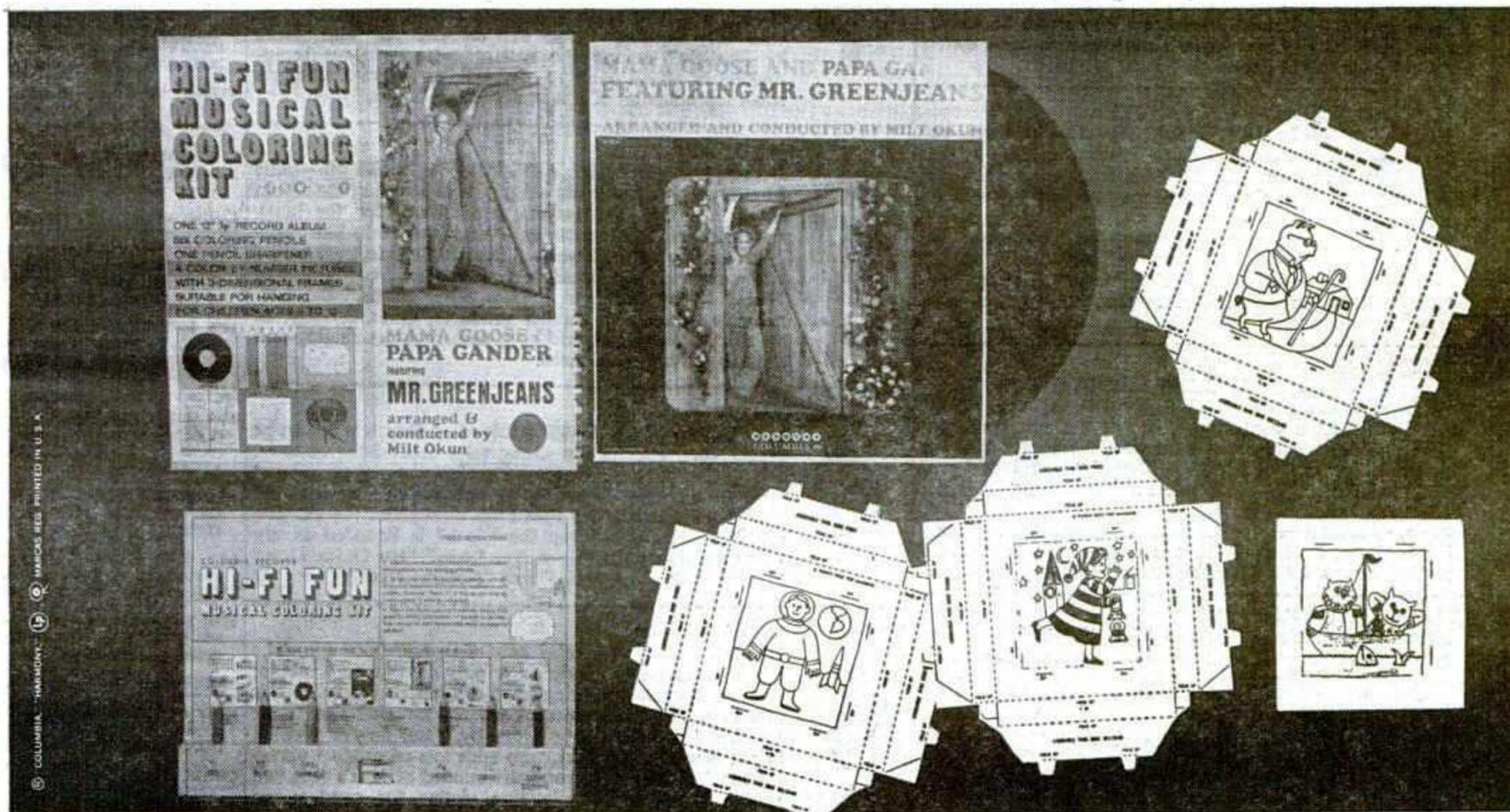
CHILDREN'S CHRISTMAS ALBUM
Cyrl Stapleton, Orch. & Children's Chorus
Christmas Alphabet; I Saw Mommy Kissing Santa Claus; Rudolph The Red-Nosed Reindeer; Christmas Island; White Christmas; I Saw Three Ships; Once In Royal David's City; Greensleeves; The Holly And The Ivy; Silent Night.
Stereo S30057 Mono B20057

CHRISTMAS CHIMES—Organ and Chimes
Silent Night, Holy Night; Hark! The Herald Angels Sing; O Come, All Ye Faithful; While Shepherds Watched; God Rest Ye Merry, Gentlemen; Joy To The World; O Little Town of Bethlehem; It Came Upon The Midnight Clear; The First Nowell; From Every Spire On Christmas Eve.
Mono B20063

CHRISTMAS IN AMERICA—SING-ALONG
Chorus and Orchestra (text included)
Joy To The World; Hark! The Herald Angels Sing; O Come, All Ye Faithful; The First Nowell; Silent Night; God Rest Ye Merry, Gentlemen; The Little Drummer Boy; Jingle Bells; I'll Be Home For Christmas; Winter Wonderland; White Christmas; Silver Bells.
Stereo S30104 Mono B20104

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C-35 Learning America the Fun Way—Written and Sung by Rosemary Rice With Children's Chorus.



C-36 The Silly Record—Written by Stoo Hample; Music Composed by George Kleinsinger; Sung and Spoken by Frank Buxton.



C-37 Stories of Famous Children in the Old Testament—Narrated by Bud Collyer; Music by the Merrill Staton Singers.



C-38 Mama Goose and Papa Gander—Featuring Mr. Greenjeans With the New Friends of Mother Goose; Arranged and Conducted by Milt Okun.



C-39 For Sleepyheads Only—Kay Lande Sings Songs to Tuck You In; With Noel Regney and His Orchestra.



C-40 A Day at the Circus With "Mr. Singing Ringmaster" Featuring Harold Ronk of Ringling Brothers and Barnum and Bailey Circus; Arranged and Conducted by Noel Regney.

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

BEYOND THE FRINGE



Original Cast. Capitol W 1792 (M); SW 1792 (S)—"Beyond the Fringe" is an intimate review that has been doing sock business in London for the past two seasons. It opens in New York late this month and this hilarious album spotlights the four British chaps who will perform it here. The show features mighty funny satirical sketches and they come off as well on record as in person. Set should flip comedy fans, revue fans, those who have seen the show, and anyone else who wants to laugh.

WILL TRY SOMETHING NEW



The Miracles. Tamla TM 230—The Miracles have come up with a number of pop hits and the fans they have gained on singles should dig this smart new album. In addition to their recent hit "I'll Try Something New," the group turns out ear-catching readings of standards like "Speak Low," "What's So Good About Goodbye," "I've Got You Under My Skin" and "On the Street Where You Live." There are also strong originals, including "If Your Mother Only Knew" and "A Love That Can Never Be." Strong wax.

CHUBBY CHECKER AND DEE DEE SHARP DOWN TO EARTH



Cameo C 1029 (M); SC 1029 (S)—This is a powerhouse LP. Two of the hottest teen stars in the country join forces here for a first-rate album featuring the pair in fine performances of rock and roll oldies, original and standards. And they are backed by solid arrangements, and swinging ork and chorus. Tunes include "Pledging My Love," "Love Is Strange," "Let the Good Times Roll," "Loving You," "You Came a Long Way From St. Louis" and "A Rockin' Good Way." Dealers with teen traffic should stock this in depth.

GOING TO THE VENTURES DANCE PARTY!



Dolton BLP 2017 (M); BST 8017 (S)—The Ventures, one of the hottest instrumental dance combos in the country, should have another sock LP with this new teen-slanted set. Here are all of the current teen rhythms: the wobble, the mashed potato, the limbo rock, the locomotion, the twist, and the hully gully, performed by the Ventures for party pleasures. The kids can rock to "Mr. Moto," "Ya Ya Wobble," "Night Drive," "Venus," "Gandy Dancer" and "Limbo Rock" to their heart's content. Solid instrumental wax.

SUGAR 'N' SPICE



Peggy Lee. Capitol T 1772 (M); ST 1772 (S)—The lovely, the beguiling, the delightful Peggy Lee is back with a wonderful album containing some of the songs she has been pleasing her night club followers with over the past few months. They include Ray Charles' "Ain't That Love" and "Tell All the World About You," her own "Embrasse Moi" and "See See Rider," "Teach Me Tonight," "The Sweetest Sounds" and "The Best Is Yet to Come." Swinging backings by Benny Carter's crew and a sock cover make the set a solid dealer and rack item.

SINATRA: THE GREAT YEARS (3-12)



Frank Sinatra. Capitol SWCO 1762 (S)—This could be called the definitive Frank Sinatra. Its three LP's contain Sinatra's top singles from 1953 to 1960, including "Young at Heart" (1953), and "High Hopes" (1959). And in between these are such standouts as "Three Coins in the Fountain," "The Gal That Got Away," "Learnin' the Blues," "Hey Jealous Lover," "Witchcraft," "Come Dance With Me" and "Talk to Me." They are all here, Sinatra's best, backed by the swinging bands of Billy May and Nelson Riddle. An album aimed at everyone—from 16 to 60—everywhere.

ALL THE HITS



Dee Dee Sharp. Cameo C 1027—Dee Dee Sharp is hot and she should continue her sales draw with this smart cover set. It features the thrush singing many of the recent and current teen hits, including "Loco-Motion," "Snap Your Fingers," "You'll Lose a Good Thing," "Breaking Up Is Hard to Do," "Don't Play That Song" and "The Wah-Watusi." Exciting wax for the teens.

ALL THE HITS FOR YOUR DANCIN' PARTY



Chubby Checker. Parkway P 7014—Chubby Checker sings the hits for a dancing party and a lot of teens will be dancing to his exciting readings of recent or current hit tunes. They include "Wah-Watusi," "Limbo Rock," "Bristol Stomp," "Popeye," "Gravy" and "Mashed Potato Time." Strong youth appeal here, and a set that should be a solid seller.

BOBBY VEE'S GOLDEN HITS



Liberty LRP 3245 (M); LST 7245 (S)—No question but that this Bobby Vee set should rack up big sales. It features the chanter's top hits, including "Rubber Ball," "Take Good Care of My Baby," "Devil or Angel," "Sharing You," "Run to Him," "Punish Her" and "Please Don't Ask About Barbara." A potent line-up of hit tunes by the hit-maker that spells sales in all sorts of locations where teens congregate.

RAPTURE



Johnny Mathis. Columbia CL 1915 (M); CS 8715 (S)—"Velvety" is a good one-word description of this new album by Mathis, who's given lush musical settings by Don Costa's ork. The material is all in a softly romantic vein, with "My Darling," "Stars Fell on Alabama" and "Stella by Starlight" among the best. Handsome cover reproduction of an oil painting of the singer is eye-catching; a small reproduction of it is enclosed as a bonus.

BRENDA, THAT'S ALL



Brenda Lee. Decca DL 4326 (M); DL 84326 (S)—Little Miss Dynamite has made a habit of penetrating the album charts and this latest effort, her seventh for the label, should maintain that success. Several earlier hits like "Fool Number One" and "You Can Depend on Me," are mixed with some equally listenable new goodies like "Valley of Tears," "Why Me" and "White Silver Sands," the last-named an earlier hit for her producer, Owen Bradley. In all, a solid set that should keep cash registers ringing and stations spinning the tracks.

JUST DOMINO



Fats Domino. Imperial LP 9208—Just Fats is going to be plenty good enough for strong sales around the country. It's another package of potent Domino material played and sung in the most beguiling of pop styles. Tempos vary from track to track and Fats sings throughout the set. The artist's latest single "Stop the Clock" is included as are other top tracks like "Teen-Age Love," "Hu Diddy Doo," "Dance With Mr. Domino" and "Nothing New."

TRUMPET AND STRINGS



Al Hirt. RCA Victor LPM 2584 (M); LSP 2584 (S)—The big Hirt sound is gentle as a purr in this fine album, showcased against a string-filled ork, under Marty Paich's direction. The tunes are sophisticated favorites like "Poor Butterfly" and "As Time Goes By," and they're given a bright new shine by Hirt, who adds lots of original phrasing touches. The more romantic-minded of Hirt's fans will gobble it up, and it's a fine platter for good music stations.

(Continued on page 34)

BEST TRACKS FROM THE SPOTLIGHT LP'S

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

POPULAR

JONAH JONES JAZZ BONUS—(Capitol T 1773, ST 1773) "Soft Winds"

JUST DOMINO—Fats Domino (Imperial LP 9208) "Teen Age Love" (2:10)

TRUMPET AND STRINGS—Al Hirt (RCA Victor LPM 2584, LSP 2584) "As Time Goes By" (ASCAP) (2:46)

RAPTURE—Johnny Mathis (Columbia CL 1915, CS 8715) "Here I'll Stay"

BRENDA, THAT'S ALL—Brenda Lee (Decca DL 4326, DL 84326) "Just Out of Reach" (BMI) (2:44)

OH! LOOK AT ME NOW—Bobby Darin (Capitol T 1791, ST 1791) "Always" (ASCAP) (2:20)

THE TALE OF PATCHES—Dickey Lee (Smash MGS 27020, SRS 67020) "Miller's Cave" (Jack, BMI) (2:34)

WHAT'S A MATTER BABY—Timi Yuro (Liberty LRP 3263, LST 7263) "Guess Who" (Michele, BMI) (2:53)

GOING TO THE VENTURES DANCE PARTY!—The Ventures (Dolton BLP 2017, BST 8017) "Mr. Moto" (2:04)

SUGAR 'N' SPICE—Peggy Lee (Capitol T 1772, ST 1772) "The Best Is Yet to Come" (ASCAP) (3:20)

I ALMOST LOST MY MIND—Ray Anthony (Capitol T 1783, ST 1783) "I Almost Lost My Mind" (2:38)

COUNTRY & WESTERN

MY ALL TIME COUNTRY FAVORITES—Bill Monroe & His Blue Grass Boys (Decca DL 4327, DL 74327) "Blue Moon of Kentucky" (BMI) (2:05)

IT'S MY WAY—Roy Drusky (Decca DL 4340, DL 74340) "I Don't Care" (BMI) (2:29)

JAZZ

DRUM SUITE—Slide Hampton & His Ork (Epic LA 16030, BA 17030) "Drum Suite" (Parts I, II, III, IV, V) (Hampton, ASCAP) (6:55)

ALL NIGHT LONG—Sound Track (Epic LA 16032, BA 17032) "It's a Raggy Waltz"

LET THE GOOD TIMES ROLL—Pete Fountain (Coral CRL 57406, CRL 757406) "Let the Good Times Roll" (BMI) (2:37)

THE TOKYO BLUES—Horace Silver Quintet (Blue Note 4110) "Tokyo Blues" (Ecaroh, ASCAP)

SACRED

HOW GREAT THOU ART—Jimmie Davis (Decca DL 4322, DL 74322) "Do Lord" (P.D.) (2:35)

CHRISTMAS

CHRISTMAS CAROLS—Marian Anderson (RCA Victor LM 2613, LSC 2613) "We Wish You a Merry Christmas" (1:55)

The gal with a smash follow-up single to "Long as the Rose Is Red"

Florraine Darlin—I Won't Pretend

c/w Not Like a Sister 5-9542



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

SINGLES REVIEWS

Pop

BILLY VAUGHN



SOMEONE (Roosevelt, BMI) (2:41)—A pretty instrumental featuring a soaring trumpet lead, is handed a warm reading by the Billy Vaughn crew on this fine disk. Song was co-authored by Bert Kaempfert. Flip is "Blue Flame," (Charling, ASCAP) (2:48). **Dot 16397**

THE DUPREES



MY OWN TRUE LOVE (Remick, ASCAP) (2:27)—The Duprees should have another hit with this dramatic reading of the pretty oldie, helped by strong ork support. Strong teen wax. Flip is "Ginny" (Winneton, BMI) (2:27). **Coed 571**

CLYDE McPHATTER



STOP (Aldon, BMI) (2:02)—**THE BEST MAN CRIED** (Ark-La-Tex, BMI) (2:40) — Two top-flight outings by McPhatter here. The first is a swinger that has the lad singing with a great teen dance beat furnished by combo and chorus. The flip is a rockaballad sung simply and with feeling by the lad. **Mercury 72051**

BEN E. KING



I'M STANDING BY (Kags, BMI) (2:52)—**WALKING IN THE FOOTSTEPS OF A FOOL** (Aldon, BMI) (2:35)—Two potent sides by Ben E. King either of which could turn into big sellers. Topper is a strong ballad, which features a Latin beat; Side II is an intriguing tune sung with emotion by the chanter. Listenable choral and ork backing adds to both sides. **Atco 6237**

ELVIS PRESLEY



WHERE DO YOU COME FROM (Presley, BMI) (2:05)—**RETURN TO SENDER** (Presley, BMI) (2:05)—Both of these sides are from Presley's new flick "Girls, Girls, Girls." They are not the strongest material he has ever had but he sings them in his usual exciting fashion and the flick should help push up sales. Topper is a ballad based on a familiar melody; flip is a catchy rhythm novelty. **RCA Victor 8100**

EVERLY BROTHERS



DON'T ASK ME TO BE FRIENDS (Aldon, BMI) (2:27)
NO ONE CAN MAKE MY SUNSHINE SMILE (Aldon, BMI) (2:06)—The Everly Brothers have had more potent sides in the past but either or both of these medium-paced ballad efforts should sell well. Top side spotlights good vocals plus guitars and big string support; the flip, a weeper, also shows off their tender chanting and guitar work. **Warner Bros. 5297**

THE MAJORS



SHE'S A TROUBLEMAKER (Travis-Rittenhouse, BMI) (2:35)—The group, coming off a recent hot one, has a powerful follow-up in this side. The lead sings the warning while the rest of the group plus a solid dance beat in a medium groove add to impact. The flip is "A Little Bit Now (A Little Bit Later)" (Travis-Rittenhouse, BMI) (2:17). **Imperial 5879**

PATTI PAGE



EVERY TIME I HEAR YOUR NAME (Painted Desert, BMI) (2:14)—**LET'S CRY TOGETHER** (Painted Desert, BMI) (2:21)—Two solid weepers from Miss Page. The first, delivered in rockaballad time, has powerful vocal backed by chorus and strings. The second relates tales of two lovers who have each lost their loves. Top-drawer material. **Mercury 72044**

MR. ACKER BILK



LIMELIGHT (Bourne, ASCAP) (3:02) — The Charlie Chaplin tune receives a glowing performance from the Bilk crew, with the leader coming through in stylish fashion on clarinet. Side could be a smash. Flip is "Lonely" (Bourne-Rank, ASCAP) (2:56). **Atco 6238**

THE TEMPTATIONS



PARADISE (Jobete, BMI) (2:44)—This side has a distinctive high-voiced sound that should spark a good deal of teen action. The side is catchy and moves somewhat in a "Sherry" groove. The second side is "Slow Down Heart" (Jobete, BMI) (2:38). **Gordy 7010**

MARTHA AND THE VANDELLAS



WELL HAVE TO LET HIM GO (Jobete, BMI) (2:48)—The group with great emoting from lead Martha scores with this initial outing. The side has the sound and the heart-break that could go right to teen hearts. Flip is "My Baby Won't Come Back" (Jobete, BMI) (2:20). **Gordy 7011**

DEE DEE SHARP



THE NIGHT (Kalmann, ASCAP) (2:35)—**RIDE!** (Woodcrest-Check-Colt, BMI) (2:24)—Youngsters are bound to go for these two sides from Dee Dee. The first is a lyrical rockaballad that has a great dance beat and underlines teen-age loneliness. The flip is a driving rocker that the lass wails with determination. Both sides are strong with an edge to the first. **Cameo 230**

ROGER WILLIAMS



THEME FROM MUTINY ON THE BOUNTY (Miller, ASCAP) (2:24)—The title theme from the forthcoming MGM flick is handed a fancy concerto-like treatment by Williams, with lots of classy piano work. Flip is "It's Now or Never" (Gladys, ASCAP) (3:26). **Kapp 492**

Country & Western

CARL BUTLER



WONDERDRUG (Barton, BMI) (2:09)—**DON'T LET ME CROSS OVER** (Martin, BMI) (2:54)—Two stellar performances for the country field here. Butler has an infectious novelty for the first side. It's got humor and a solid country beat. Could very well move over into pop. The second side is a weeper which the lad sings with telling emotion. **Columbia 42593**

SKEETER DAVIS



SOMEBODY LOVES YOU (Edwin H. Morris, ASCAP) (2:20)—Miss Davis, a fine country thrush, turns in a moving job on this delightful pop oldie by Charlie Tobias and Peter DeRose. Good dual track spots help and the side could grab lots of pop as well as country action. Flip is "The End of the World." (Summit, ASCAP) (2:33). **RCA Victor 8098**

Sacred

GEORGE JONES



MAGIC VALLEY (Glad, BMI) (2:16)—**HE IS GOOD TO ME** (Cedarwood, BMI) (1:58) — Two exceptional sacred items from Jones here. The country artist sings both items with emotion and reverence against a backing that includes voices and some top-flight fiddle work. **United Artists 463**

★★★★ STRONG SALES POTENTIAL

ANDRE KOSTELANETZ AND HIS ORK
 ★★★★★ **The Washington Twist**—COLUMBIA 42604—From "Mr. President" comes this driving Twist side which is one of the high points of the show. Strong one for air play. (Berlin, ASCAP) (2:01)

★★★★ **The Secret Service** — The lilting and melodic tune from "Mr. President" receives a lush and warm instrumental treatment from the Andre Kostelanetz crew here. A fine deejay disk. (Berlin, ASCAP) (2:02)

THE TROPHIES

★★★★ **Felicia** — CHALLENGE 9170 — This romping tune, which sings the praises of a lass, has a decided Tex-Mex sound that's carried off in grand style by the singing group. The Ranchera sound comes across in strong style as played by the combo. (4 Star, BMI) (2:10)

★★★★ **That's All I Want From You**—The oldie ballad here is sung in neat style by the lads. The tune is handled in soft rockaballad style with triplet piano and rhythm as accompaniment. (Weiss & Barry, BMI) (2:25)

ANNIE LAURIE

★★★★ **Time Out for Tears**—RITZ 17001 —A mighty pleasing, slow rhythm reading of the oldie done with chorus and wandering tenor sax against a blanket of strings. Gal is much on a Dinah Washington kick on this side and it could grab good action. (Republic, BMI) (2:53)

★★★★ **Trouble in Mind** — The thrush sounds in warm form on this fine oldie blues tune. Backing builds neatly with strings with a good piano figure featured. Quality blues thrushing. (Leeds, ASCAP) (2:38)

GEORGE CHAKIRIS

★★★★ **I Got Rhythm**—HORIZON 356—Chakiris, star of "West Side Story," is now on the Capitol label, but this smooth, crooning job, with a swinging bass, drums backing interspersed with brass, could also grab play. (New World, ASCAP) (2:48)

★★★★ **But Not for Me**—Another fine Gershwin tune is done neatly by Chakiris, with the verse thrown in. Two good good music sides. (New World, ASCAP) (2:48)

QUINCY JONES AND HIS ORK

★★★★ **On the Street Where You Live**—MERCURY 72041—A big, brassy ork excursion into the bossa nova field. The Jones arrangement has a lot of color and it's done to a fast samba-like beat. Good jock wax. (Chappell, ASCAP) (2:31)

★★★★ **Soul Bossa Nova**—Basically, this is a blues done in big band style, with flutes, hoots from the bandsmen and shouting brass all getting in the act. Bossa nova beat is very much soft-pedaled but the side has a sound. (Silhouette, ASCAP) (2:28)

JAMIE HORTON

★★★★ **Oh Love (Stop Knockin' on My Door)**—JOY 269—Sweet soft ballad is sung in dramatic style by the lass here. The tune is smartly arranged with guitar, vocal chorus and strings. (Drury Lane, BMI) (2:16)

(Continued on page 40)

(Continued on page 40)

The guys with three best-selling smash hit singles

Buddy Greco—Mr. Lonely 5-9536

Bobby Vinton—Rain, Rain, Go Away 5-9532

The Ray Price Quartet—The Payoff (A MOI DE PAYER) 5-9539



BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

- This Last Week Week
- 1 RITMO AFRICANO (Afrikaan Beat)—Bert Kaempfert (Polydor)—Tonika-Fermata
 - 3 *CUANDO CALIENTA EL SOL—Tony Vilar (CBS); Los Marcello Ferial (Microfon); Siro San Roman (Music Hall)—Edami
 - 2 A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (Victor)—Spanka-Fermata
 - 6 EL CIGARRON—Hugo Blanco (Polydor)—Fermata
 - 7 MUNEQUITA—Enrique Guzman (CBS); Pick-Ups (Music Hall)—Edami
 - 4 PALOMA—*Roberto Yanes (CBS); Quilla Huasi (Philips); Andariego (Tonodisc)—Korn
 - 5 KING OF CLOWNS—Neil Sedaka (Victor)—Aldon-Fermata
 - 8 NORMAN—Sue Thompson (Hickory-Tonodisc)—Korn
 - 9 LA RAGAZZA COL MAGLIONE—*Adriano (Microfon); Pino Donaggio (Odeon)—Acordo-Fermata
 - DEJALA DEJALA—*Palito Ortega (Victor)—Korn

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

- This Last Week Week
- 11 ALLEY CAT—Bert Fabric (Columbia)
 - 2 ORANGE BLOSSOM SPECIAL—Spotnicks (W & G)
 - SWISS MAID—The Shannon (London)
 - BABY ELEPHANT WALK—Lawrence Welk (London)
 - 4 DEVIL WOMAN—Marty Robbins (Coronet)
 - 1 SILVER THREADS AND GOLDEN NEEDLES—The Springfields (Philips)—Boosey & Hawkes
 - 5 I REMEMBER YOU—*Frank Ifield (Columbia)—Chappella
 - IF I DIDN'T HAVE A DIME—Gene Pitney (United Artists)
 - 10 TEN PIN BOWLING—Bryan Davies (HMV)
 - 3 VACATION—Connie Francis (MGM)—Alberts
 - LITTLE MISS LONELY—Helen Shapiro (Columbia)—No Publisher
 - 6 ROSES ARE RED—Bobby Vinton (Coronet)—Leeds
 - 7 THE YOUNG ONES—Cliff Richard (Columbia)—Allans
 - I LOVE YOU THE WAY YOU ARE—Bobby Vinton (London)
 - 8 SURFIN' SAFARI—The Beach Boys (Capitol)

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

- This Last Week Week
- 2 TELSTAR—*Tornados (Decca)—Ivy Music
 - 1 SHE'S NOT YOU—Elvis Presley (RCA)—Ronny Music
 - 3 IT'LL BE ME—*Cliff Richard (Columbia)—Aberbach
 - 7 SHEILA—Tommy Roe (HMV)—Robert Mellin
 - 12 RAIN UNTIL SEPTEMBER—Carole King (London)—Aberbach
 - 8 THE LOCO-MOTION—Little Eva (London)—Aldon
 - 4 I REMEMBER YOU—*Frank Ifield (Columbia)—Chappell
 - 11 YOU DON'T KNOW ME—Ray Charles (HMV)—Aberbach
 - 10 SEALED WITH A KISS—Brian Hyland (HMV)—Sheldon Music
 - 6 THINGS—Bobby Darin (London)—Burton
 - 13 DON'T THAT BEAT ALL—*Adam Faith (Parlophone)—Downbeat
 - 14 WHAT NOW MY LOVE—*Shirley Bassey (Columbia)—Blossom
 - 16 RAMBLIN' ROSE—Nat King Cole (Capitol)—Comet Music
 - 5 ROSES ARE RED—*Ronnie Carroll (Philips)—Leeds
 - 9 BREAKING UP IS HARD TO DO—Neil Sedaka (RCA)—Aldon
 - 23 LONELY—*Acker Bilk (Columbia)—Filmusic
 - 21 IT STARTED ALL OVER AGAIN—Brenda Lee (Brunswick)—Aldon
 - 17 SPEEDY GONZALES—Pat Boone (London)—Budd Music/Macmelodies
 - VENUS IN BLUE JEANS—*Mark Wynter (Pye)—Aldon
 - 19 REMINISCING—Buddy Holly (Coral)—Nor Va Jak Music
 - 15 GUITAR TANGO—*Shadows (Columbia)—Mills Music

- 24 PICK A BALE OF COTTON—*Lonnie Donegan (Pye)—Essex Music
- 18 WILL I WHAT—*Mike Sarno (Parlophone)—Southern
- 22 MAIN TITLE THEME—*Jet Harris (Decca)—Victoria Music
- 20 BALLAD OF PALADIN—Duane Eddy (RCA)—Greenwich Music
- 28 SOME PEOPLE—*Carol Deane (HMV)—Essex Music
- 29 PUFF—*Kenny Lynch (HMV)—Aberbach
- HERCULES—*Frankie Vaughan (Philips)—Tin Pan Alley
- 25 SPANISH HARLEM—*Jimmy Justice (Pye)—Progressive Music
- JUMBLE SALE—*Petula Clark (Pye)—Essex Music

DENMARK

(Courtesy Quam Musikbureau, Copenhagen)
*Denotes local origin

- This Last Week Week
- 1 SPEEDY GONZALES—Pat Boone (Dot)—Imudico
 - 4 TOY BALLOONS—*Jorgen Ingmann (Metronome)—Sweden Music
 - 2 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Scandia-Acuff-Rose
 - 3 QUANDO, QUANDO—Pat Boone (Dot); Tony Renis (HMV)—Belinda
 - 7 HAWAII TATTOO—The Waikiki's (Palette)—Winckler
 - LA NOVIA—Poul Bundgard (Polyphon)—Stockholm Music
 - 5 GINNY COME LATELY—Brian Hyland (ABC-Paramount)—Sweden Music
 - 6 ROSES ARE RED—Bobby Vinton (Columbia)—Imudico
 - SHE'S NOT YOU—Elvis Presley (RCA)—Belinda
 - TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips); Gustav Winckler (Tono)—Imudico

EIRE

(Courtesy Teenage Express, Dublin)

- This Last Week Week
- 1 SHE'S NOT YOU—Elvis Presley (RCA)—Ronny
 - 3 IT'LL BE ME—Cliff Richard (Columbia)—Aberbach
 - 2 I REMEMBER YOU—Frank Ifield (Columbia)—Victoria
 - 6 ROSES ARE RED—Bobby Vinton (Columbia)—Leeds
 - ROSES ARE RED—Ronnie Carroll (Philips)—Leeds
 - 4 SPEEDY GONZALES—Pat Boone (London)—Budd/MacMelodies
 - 7 IT KEEPS RIGHT ON A-HURTIN'—Johnny Tillotson (London)—Tanridge
 - 5 THINGS—Bobby Darin (London)—Burton
 - 9 DON'T THAT BEAT ALL—Adam Faith (Parlophone)—Downbeat
 - THE LOCO-MOTION—Little Eva (London)—Aldon

FINLAND

(Courtesy Ilta-Sanomats, Helsinki)

- This Weeks Two Week Ago
- 1 THE BOULEVARD OF BROKEN DREAMS—Lill-Jorgen Petersen (Columbia)—Scandia
 - 3 I CAN'T STOP LOVING YOU—Ray Charles (Karusel)—Fazer
 - 2 CATERINA—Perry Como (RCA)—Fazer
 - 15 SPEEDY GONZALES—Pat Boone (London)—Westerlund
 - 4 LALAIKA—Ann-Christine (Scandia)—Scandia
 - 5 OI, JAAKKO—Marion Rung (Philips)—Fazer
 - 10 QUANDO, QUANDO, QUANDO—Pat Boone (London)
 - 6 THE BOULEVARD OF BROKEN DREAMS—Eila Pellinen (Decca)—Scandia
 - 9 SABINA—Veikko Tuomi (Odeon)—Levysavel
 - 14 QUANDO, QUANDO, QUANDO—Caterina and Silvia (Decca)—Fazer

FRANCE

This Last Week Week

- 1 J'ENTENDS SIFFLER LE TRAIN-CRI DE MA VIE—Richard Anthony (Columbia)
- 2 MADISON TWIST-HEY BABY—Johnny Hallyday (Philips)
- 3 JE REVIENDRAI BIEN TOT. LAISSEZ NOUS TWISTER—Chaussettes Noires (Barclay)
- 5 ALLELUIA—Charles Aznavour (Barclay)
- 4 TWIST DU CANOTIER—Chaussettes Noires (Barclay)

- 7 LE MEXICAIN—Marcel Amont (Polydor)
- LAISSEZ NOUS TWISTER-EST-CE QUE TU LE SAIS—Chats Sauvages (Pathe)
- BYE BYE LOVE—Ray Charles (Vega)
- FOLLOW THAT DREAM—Elvis Presley (RCA)
- RETIENS LA NUIT—Johnny Hallyday (Philips)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

- This Weeks Two Week Ago
- 1 J'ENTENDS SIFFLER LE TRAIN—Richard Anthony (Columbia)—Lido
 - 2 CHARIOT—Petula Clark (Vogue)—Lido
 - 4 SI UN JOUR—*Robert Cogol (Philips)—World/Primavera
 - 8 SPEEDY GONZALES—Pat Boone (Dot)—Bens
 - 3 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Acuff-Benelux
 - 5 PETIT GONZALES—Danyel Gerard (Polydor)—Bens
 - 7 UN MEXICAIN—Marcel Amont (Polydor)
 - 10 DO YOU WANT TO DANCE—Cliff Richard (Columbia)—Essex
 - 6 MADISON TWIST—Johnny Hallyday (Philips)
 - SHE'S NOT YOU—Elvis Presley (RCA)—Belinda

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- This Last Week Week
- 1 SPEEDY GONZALES—Rex Gildo (Electrola); Pat Boone (London)—Schaeffers
 - 2 SWEETIE—Peter Kraus (Polydor)—Gerig
 - 5 ROSEN SIND ROT (Roses Are Red)—Bobby Vinton (Columbia); Caterina Valente (Decca)—Gerig
 - 3 LINDA—Gus Backus (Polydor)—Gerig
 - 6 YA YA—Joey Dee (Roulette)—Marbot
 - 8 ST. TROPEZ TWIST—Peppino di Capri (Italia)—Busse
 - 4 PARADISO—Connie Francis (MGM)—Schneider-Francon
 - 7 LOST PATROL—Oberst Nickolson (Polydor)—Schaeffers
 - 20 OHNE KRIMI GEHT DIE MIMI NIE INS BETT—Bill Ramsey (Polydor)—Gerig
 - 9 LADY SUNSHINE UND MR. MOON—Conny (Columbia)—Gerig
 - 12 GINNY, COME LATELY/GINNY OH GINNY—Jan und Kjeld (Ariola); Brian Hyland (Philips)—Spanka
 - 15 MONSIEUR—Petula Clark (Vogue)—Montana
 - 13 ICH SCHAU DEN WEISSEN WOLKEN NACH/EINMAL WEHT DER SUEDWIND WIEDER—Nana Mouskouri (Fontana)—Schaeffers
 - 13 WEINE KEINE TRAENE UM MICH—Carlos Otero (Polydor)—Seithe
 - 11 EIN DUTZEND ANDERE MAENNER—Gerd Botzcher (Decca)—Montana
 - AUF MEINER KLEINEN HACIENDA—Bob Moore (London)—Peer
 - 14 HEISSER SAND—Mina (Polydor)—Gerig
 - MONDSCHNEIMELODIE (Sentimental Me)—Peter Alexander (Polydor)—Francis, Day & Hunter
 - 16 AUF MEINER RANCH BIN ICH KOENIG—Peter Hinnen (Ariola)—R. M. Siegel

HOLLAND

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

- This Last Week Week
- 2 HEISSER SAND/BRANDEND ZAND—Mina (Polydor); Anneke Gronloh (Philips)—Benelux Music
 - 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Intl. Music
 - 9 ROSES ARE RED—Bobby Vinton (Columbia)—Basart
 - 3 MARCHING ALONG—The Blue Diamonds (Decca)—Ed. Climax
 - 7 SPEEDY GONZALES—Pat Boone (London)—Metro Music
 - 4 LIKE I DO—Nancy Sinatra (Reprise)—Top Music
 - 5 DO YOU WANT TO DANCE—Cliff Richard (Columbia)—Basart
 - GUITAR TANGO—The Shadows (Columbia)
 - 6 JANUS PAK ME NOG EEN KEER—*Paula Dennis (Artone)—Portengen

- SEALED WITH A KISS—Brian Hyland (ABC-Paramount)

HONG KONG

This Last Week Week

- 7 SEALED WITH A KISS—Brian Hyland (ABC-Paramount)
- 1 MY BLUE HEAVEN—The String-A-Longs (Dot)
- 5 ROSES ARE RED—Kong Ling and the Fabulous Echoes (Diamond)
- 3 TEENAGE IDOL—Rick Nelson (Imperial)
- SHE'S NOT YOU—Elvis Presley (RCA)
- 6 PEPITO CHA CHA—Giancarlo and His Italian Combo (Diamond)
- 9 LITTLE BITTY BIG JOHN—Jimmy Dean (CBS)
- 10 LOLITA YA YA—Sue Lyon (MGM)
- EVERY NIGHT—Paul Anka (RCA)
- 2 VACATION—Connie Francis (MGM)

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

- This Last Week Week
- 2 STAI LONTANA DA ME/SEI RIMASTA SOLA—*A. Celentano (Clan)
 - 5 OGNI GIORNO—Paul Anka (RCA)
 - 1 CUANDO CALIENTA EL SOL—Hnos Rigual (RCA); Marcellos Ferial (Durium); Lina De Lima (Primary)
 - 3 ST. TROPEZ TWIST—*Peppino Di Capri (Carisch)
 - 4 ABAT-JOUR—*Henry Wright (GC); Petula Clark (Pye)
 - 6 RENATO—*Mina (Italdisc)
 - 8 GUARDA COME DONDOLO/PINNE FUCILE ED OCCHIALI—*E. Vianello (RCA)
 - 7 IT'S SO EASY TO SURRENDER—Tony Williams (Reprise)
 - 9 IL FAUT SAVOIR—Charles Aznavour (Barclay)
 - 13 HOW WONDERFUL TO KNOW—Cliff Richard (Columbia)
 - 15 SPEEDY GONZALES—Pat Boone (London); *Peppino Di Capri (Carisch)
 - SI E' SPENTO IL SOLE—*Adriano Celentano (Jolly)
 - 11 LA VELA BIANCA—Gilbert Becaud (VdP)
 - 12 EVELYNE—*Nini Rosso (Sprint)
 - 14 VIOLINO TZIGANO—Connie Francis (MGM)

JAPAN

(Courtesy UTAMATIC, Tokyo)
*Denotes local origin

- This Last Week Week
- 1 OUSHO—*Murata Hideo (Columbia)—JASRAC
 - 3 WAKAI FUTARI—*Kitahara Kenji (Columbia)—JASRAC
 - 2 BUNGACHA-BUSHI—*Kitajima Saburo (Columbia)—JASRAC
 - RABURU KOUTA—*Ishihara Yujiro (Teichiku)—JASRAC
 - 5 YOGIRI NO BLUES—*Ishihara Yujiro (Teichiku)—JASRAC
 - 4 HAI SOREMADEYO—*Ueki Hitoshi (Toshiba)—JASRAC
 - 7 SHINUMADE ISSHONI—*Nishida Sachiko (Polydor)—JASRAC
 - 6 AKASHIYA NO AMEGA YAMUTOKI—*Nishida Sachiko (Polydor)—JASRAC
 - 8 HOUND DOG—Elvis Presley (Victor)—Aberbach Tokyo
 - 9 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Tyler

MEXICO

(Courtesy Audiomusica, Mexico)
*Denotes local origin

- This Last Week Week
- 1 EL NIDO—*Sonora Santanera (Columbia)—Pham
 - 2 VEN QUE TE QUIERO—*Los Impala (Musart)—Marquez
 - 6 EL CAMINO DE LA NOCHE—*J. A. Jimenez (RCA)—Emmi
 - 4 DAME FELICIDAD—(Free Me)—*E. Guzman (Columbia)—Grever
 - 5 EL GRAN TOMAS (Norman)—*Mayte (RCA)—Brambila
 - 8 EL PECADOR—*M. Aceves Mejia (RCA); Alberto Vazquez (Musart)—Pending
 - SPEEDY GONZALES—*Manolo Munoz (Musart)—Emmi
 - 7 JOHNNY EL ENOJON (Johnny Get Angry)—*Angelica Maria (Musart)—Pending
 - 10 TRIANGULO—*Los 3 Reyes (RCA)—Grever
 - QUE SE MUERAN DE ENVIDIA—*Javier Solis (Columbia)—Emmi

PERU

(Courtesy La Prensa, Lima)
*Denotes local origin

- This Last Week Week
- 1 LIGADOS—*Fausto Papetti (Durium); Ricardo Roda (Columbia); Eulogio Molina (Odeon); Orlando Ferrari (MAG)
 - 3 EL POETA LLORO—Gustavo (Hit) Moreno (Sono Radio); Leo Marini (Odeon); Pepe Carrasco (MAG)
 - 2 LA GORDA—Los Llopi's (Virrey); Lucho Macedo (MAG)
 - 5 MULATA SABROSA—Los Llopi's (Virrey); Niko Estrada (Odeon); Lucho Macedo (MAG)
 - 4 LIMBO ROCK—Eulogio Molina (Odeon); Orlando Ferrari (MAG)
 - 8 AMOR ETERNO—Los Kipus (Odeon); Dina y Lila (MAG)
 - 7 SENOR ABOGADO—Johnny Fanfan (Smith); Eddy Martinez (Odeon); Chachi Martin (MAG)
 - 6 LA CORONA DE MI MENTE—Johnny Farfan (Smith); Lucho Barrios (MAG)
 - TWIST DE LA CAFETERA—Marino Marini (Durium)—Los Krepes (Sono Radio)
 - HAVA NAGELA—Chubby Checker (Odeon)

PHILIPPINES

This Last Week Week

- 2 IN OTHER WORDS—Jane Morgan (Kapp)—Mareco
- 1 AL DI LA—Emilio Pericoli (Warner Bros.)—Mareco
- 3 EVERYNIGHT—Paul Anka (RCA)—Filipinas
- 4 FOLLOW THAT DREAM—Elvis Presley (RCA)—Filipinas
- 9 I CAN'T GET YOU OUT OF MY HEART—Jerry Vale (Columbia)—Mareco
- 5 COTTON FIELDS—Eddy Randazzo (ABC-Paramount)—Dyna Products
- 10 THE CURE—Smitty Williams (MGM)—Mareco
- BABY CAKES—Dee Dee Sharp (Cameo)—Dyna Products
- 6 JUST TELL HER JIM SAID HELLO—Elvis Presley (RCA)—Filipinas
- HOKEY POKEY—The Champs (Challenge)

SOUTH AFRICA

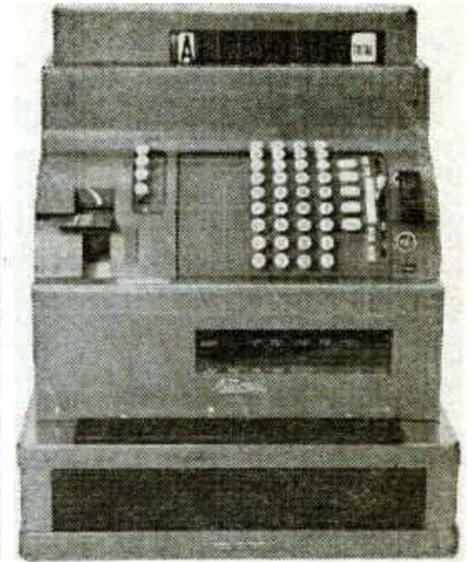
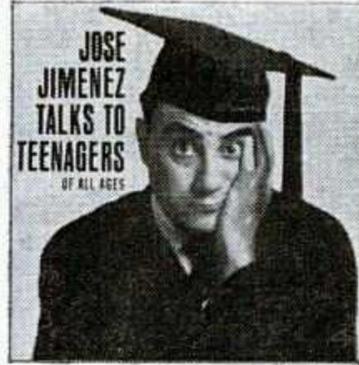
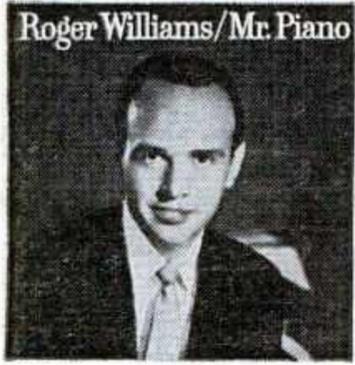
(Courtesy S. African Mfrs. & Distrib. Assn.)

- This Last Week Week
- 1 ROSES ARE RED—Bobby Vinton (CBS)—Leeds Music
 - 2 ADIOS AMIGO—Jim Reeves (RCA)—M.C.P.S.
 - 3 SPEEDY GONZALES—Pat Boone (Dot)—Southern
 - 4 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Mellin
 - IT'LL BE ME—Cliff Richard (Columbia)—Belinda
 - 5 GUITAR TANGO—The Shadows (Columbia)—Mielles Music
 - 6 WOLVERTON MOUNTAIN—Claude King (CBS)—Copyright Control
 - AL DI LA—Emilio Pericoli (Warner Bros.)—Melody
 - I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Melody; THINGS—Bobby Darin (Parlophone)
 - AHAB THE ARAB—Ray Stevens (Mercury)—Ivan Mogul Music

SPAIN

(Courtesy Discomania)
*Denotes local origin

- This Last Week Week
- 1 A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)—Hispavox
 - 2 PERDONAME—*Duo Dinamico (Voz Amo)—Del Sur
 - 3 ET MAINTENANT—Gilbert Becaud (Voz Amo)—Armonico
 - 4 LOVE ME WARM AND TENDER—*Paul Anka (RCA)—Hispavox
 - 5 BALADA DE LA TROMPETA—Los 5 Latinos (Philips)—Armonico
 - 6 LOLITA TWIST—*Duo Dinamico (Voz Amo)—Del Sur
 - 7 I CAN'T STOP LOVING YOU—Ray Charles (Hispanavox)—Hispanavox
 - 8 LINDA MUCHACHITA—*Connie Francis (Hispanavox)—Hispanavox
 - 9 DI PAPA—*Jose Guardiola (Voz Amo)
 - 10 EVERY NIGHT—Paul Anka (RCA)—Hispanavox



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POLE CATS

Can't Get R&R, But Love It

By **ROMAN WASCHKO**

WARSAW—It is true that in Poland rock and roll records are not generally available, yet this music is extremely popular among teenagers. The two bands of this kind, the **Red and Blacks** and the **Blue and Blacks**, are tremendously successful. Especially the Red and Blacks, who tour all over Poland with their three regular singers. They perform (90 per cent in English) the tunes popularized by **Elvis Presley, Paul Anka, Pat Boone, Neil Sedaka, Brenda Lee, Chubby Checker, Connie Francis and Bobby Rydell**. In every town where they appear they organize an amateur competition. The winners sometimes appear together with the Red and Blacks.

At present at least 20 youthful singers have been selected. Some of them are potential international stars. The Red and Blacks recorded two disks which became national best sellers and supply is nearly exhausted.

Because of the great popularity

of the big beat music—as they call it in Poland—a national festival of young amateur rock and roll singers was organized in Szczecin last June. All these amateurs have many rock and roll disks sent to Poland by their American families. The most popular pop personality among teen-agers is **Elvis Presley**.

In Poland there are no top disk charts, but every week some student disk jockeys organize listener polls. Almost every student center has a closed circuit broadcast for students only. About 90 per cent of the music presented is jazz and rock and roll. Some student d. j.'s specialize in pop music and have their regular rock and roll programs. The d. j.'s and listeners knowledge of the pop scene is surprising.

Jazz Disks

An LP recorded in Poland in 1957 is causing much attention here. It is by **Albert Nicholas**, now a resident in Paris. Another record which caused great interest and some controversy is the disk made by a Rumanian jazz pianist, **Jancy Korossy**. He recorded it in 1961 on the occasion of his appearance at the international Jazz Jamboree in Warsaw. His appearance was one of the highlights of the festival. He recorded exclusively his own compositions.

(Ed. Note: The author of this column, who is president of the Polish Jazz Federation and the jazz adviser to several Polish institutions, is traveling in Great Britain, France and West Germany. Until November 15 his address will be as follows: Top Flat, 11 Scotland St., Edinburgh 3, Scotland.)

AUSTRALIA

**Firm Piling Up
C&W Material**

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

With the upsurge in country and western music, W & G Records of Melbourne announced that it has acquired the Australian rights to the Starday label and Rodeo Records of Canada. W & G also announced the signing of a contract with **Disco Importadora** of Mexico for the release of several W & G catalog items, including the album of the Victorian Trumpet Trio.

Due to the success in Australia of "Moi De Payer" Leeds Music of London has notified **Jack Argent**, Sydney manager, that **Kenny Ball** will record the number on the Pye label for world release.

Bob Rogers, Sydney's top disk jockey, has stated that he will join the Catholic-controlled radio station 2SM. His contract with 2UE expires in five weeks and he expects to start with his new employers almost immediately. . . . MGM advised that the screen musical, "Jumbo," will supplant "Mutiny on the Bounty" as Christmas attraction for Sydney and Melbourne. CBS Coronet are making every effort to get the sound-track album, which will soon be released in the U. S. by CBS Columbia, onto the Australia market. . . . A.R.C. will be reviving their 7-inch 33 RPM series, "Gems From the Classics," with the new release during November.

Andre's Night Club has signed **Dinah Washington** and **Billy Eckstine** for appearances before Christmas, while Chequers booked **Nelson Eddy** as their star for November.

New Disk

Ken East, EMI sales manager, has announced that his company is producing a 15-minute radio program on disk which will be aired over a network of 108 commercial broadcasting stations throughout Australia. The title of the show is, "Sounds of EMI," and the format features new album-release comed by **Kevin Goldsby**, free lance disk jockey. The first program is scheduled for October. East said EMI would produce about 30 of these programs a year.

BELGIUM

**New Classical
Series Is Born**

By **JAN TORFS**
Stuivenbergvaart 37, Mechelen

A new classical series of 21 records has been released by **Heliodor** through Siemens at the price of 155 fr. (\$3.10). All are 12-inch LP's with the **Vienna Opera Orchestra** and the **London Philharmonic Orchestra**, and many others.

RCA released a new series of 10 EP's, all famous country songs. **Eddy Arnold, Jimmie Driftwood, Hank Snow, Jimmie Rodgers** and the **Browns** are among artists represented.

Another record selling well is the **Tornado's** "Telstar" on Decca. Climbing very fast on the English hit parade, this record has a good chance to break through over here also. . . . **Billy Vaughan** paid a visit to our country to present his latest release, "A Swingin' Safari." A TV strip of the song was made with Billy conducting an imaginary orchestra in front of the world-famous Atomium in Brussels.

BRITAIN

**A Pat May Look
At a Queen**

By **DON WEDGE**
News Editor of the New
Musical Express

Pat Boone is strongly rumored as one of the stars to appear before the Queen and the Duke of Edinburgh in the Royal Variety Show, October 29. He is due in London

**ANKA TOURS
CARIBBEAN**

NEW YORK — Paul Anka takes off on a quick tour of the Caribbean area November 1. He is taking 20 musicians with him and will play engagements in Kingston, San Juan, Bridgetown, Barbados, Port-of-Spain, Curacao, Caracas, Panama City and Mexico City.

later this month for the royal premiere of his new film, "The Main Attraction," October 25.

The Variety Show would be the climax of engagements already lined up here for Boone. On October 21 he heads a "Sunday Night at the London Palladium" bill, which includes the Everly Brothers.

Sophie Tucker, who undertakes a concert tour of Britain at the end of this month and early next, is also rumored for the Royal Variety Show, which is being held at the Palladium this year.

To America

Matt Monro is the latest of several British pop artists to be booked for the **Ed Sullivan Show**. He will most probably make one live appearance and telerecord another next month. **Kenny Ball** and his Jazzmen will visit America next month for the second time this year. They will fly in at the end of a New Zealand tour on November 15. The trip—Kennys second visit to the U. S. this year—will entail mainly university concert engagements.

Val Parnell has resigned as managing director of Associated Television and is succeeded by his former deputy **Lew Grade**. Parnell remains executive producer of ATV's "Palladium" show.

Publisher Business

The Essex music group affiliate Comet has the British right to "Ramblin' Rose" through its long-term deal with **Jack Gale**. **Ivan Mogul** is handling the song in most of the continental countries. . . . There will be no song contest this year organized by the ITV companies in conjunction with the Music Publishers' Association. Last year it produced the **Leslie Bricusse** composition "My Kind of Girl" which was an international disk hit for **Matt Monro**.

Visitors

Composer **Dick Manning** visited London with plans for TV spectacular among other projects. . . . **Freddie Cannon**, accompanied by **Tony Mammarello** of Swan Records, arrived for his third British tour. . . . **Russ Conway, Vera Lynn, Cleo Laine** and **Edmundo Ros** ork went to The Hague for the Dutch International Disk Festival. . . . Representing Britain at the big UNICEF show in Dusseldorf October 6 was **Tommy Steele** (Decca). **Nina** and **Frederick**, currently appearing here, were given a night off from the Blackpool show to participate. . . . **Lonnie Donegan** left for

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Contact your nearest representative or
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**They Want VOA
Newport Broadcast**

By **ROMAN WASCHKO**
Glogera 4, Warsaw 22

Because of the objections of some American recording companies, the tapes recorded by the Voice of America at this year's Newport Jazz Festival will not be sent to the American information centers all over the world. It is suggested that the tapes would be competing with subsequent record releases. Such an opinion could be right as regards West European countries, but as for Poland, the situation is different.

Usually, only one copy of the Newport tapes is sent to the American Embassy in Warsaw. This is used to illustrate jazz lectures all over Poland. Till now, American jazz discs are not regularly available in Poland so these tapes make much publicity for jazz and jazz recordings.

Movies made at Newport Jazz Festival several years ago were extremely popular in Poland. They were shown in many student centers and jazz clubs.

Jazz

Here are addresses for those who are interested in contacting the Polish jazz scene: Polish Jazz Federation, Post Office Box 282, Warsaw 1, and Jazz Monthly, Waly Jagiellonskie 1, Gdansk.

One of the biggest and most modern opera houses in Europe is being built in Warsaw, to be called Theater of Ballet and Opera and is supposed to be ready at the end of 1963.

A Polish movie director **Ludwik Starski** after seeing the film West Side Story has been inspired to make a musical. The theme will be the rise to popularity of a Polish rock and roll band called the Red and Blacks.

Contacts

These are some important addresses for readers who are interested in making business with Poland: **Ars Polona, Krakowskie Przedmiescie 7, Warsaw**. (Ars Polona is the sole Polish company which deals with export and import of records, tapes, sheets and books.) **Polskie Nagrania, Długa 5, Warsaw** (the sole Polish recording company). **Pagart Agency, Senatorska 13/15, Warsaw** (artist agency dealing with booking of foreign artists and sending Polish artists abroad). **Polskie Radio, Noakowskiego 20, Warsaw** (Polish Radio Foreign Section).

Bermuda and the **Village Gate, New York City**.

Joe Williams arrived with **George Shearing** for the start of their British tour. Williams replaced **Sarah Vaughan**, who had to cancel through sickness at the last moment.

Record Business

Philips is making renewed efforts to launch its Greek star, **Nana Mouskouri**, into the English speaking disk scene. A major figure on the Continent, her biggest success was with "White Rose of Athens." **Jack Baverstock, a.&r.** chief of British Fontana, visited Holland at the end of last month for discussions about London sessions and British repertoire for her. . . . Baverstock was also in Dublin for discussions with Fontana's Irish artists at the end of last month.

Oriole issuing two LP's here from its Australian associate, W & G Records of Melbourne. . . . **DDG's** pop label **Polydor** is continuing to issue some **Hickory** product and last week issued **Tommy Zang's** "Just Call My Name."

**Disk Shows
Fly in Air**

DUBLIN—The national broadcasting and television services appear to be taking record programs into greater consideration than ever before.

Talking of this change in attitude, **Thomas Manahan**, chief of Irish Record Factors, Ltd., said: "This is indeed a very good break for the industry. Owing to a drastic drop in tourist trade and increased interest in TV, the trade has suffered a severe setback in sales during the past few months. The record business certainly requires a shot in the arm and we hope the new shows will stimulate greater interest."

Radio Eireann will broadcast a weekly series titled "Ireland's Top 10," emceed by **Harry Thullier**. The classical market will be catered for by **Dr. Brian Boydell**, the eminent Irish composer, who will present a 30-minute Sunday program called "Collectors' Choice." Telefis Eireann will screen a weekly series, "Hit Parade," shortly.

Won't Dance

A dispute between producer-director **Alan Simpson** and songwriter **Paddy Murray** threatened to knock "Fursey" off the program of the current Dublin Theater Festival.

Simpson asked the composer to write in a 20-bar version of the new European dance sensation, the **Madison**. Murray said no, describing the dance as "dreary, dreary, dreary." Instead, he devised a new dance called the **Fursey**, which he believes will be a national favorite before long. "Fursey" includes at least a dozen numbers, two of which have been issued as a Fontana single—"Ding Dong" and "Christian Irish Boy," both by actor **Milo O'Shea**. The same label offers "Killaloe" (also from the show) coupled with "It Ain't Necessarily So," by **Austin Gaffney**. Because of strong British and American interest in the new show there is every possibility of an LP being issued. The appearance of the two singles marks the first time records have been produced of selections from an Irish musical prior to its premiere.

In a country where, generally speaking, collectors are inclined to follow the trends set by disks in the British chart, the success of **Johnny Tillotson's** "It Keeps Right On A-Hurtin'" is quite surprising. The record, released here through **Solomon** and **Peres** on London, became a hit independently of Britain.

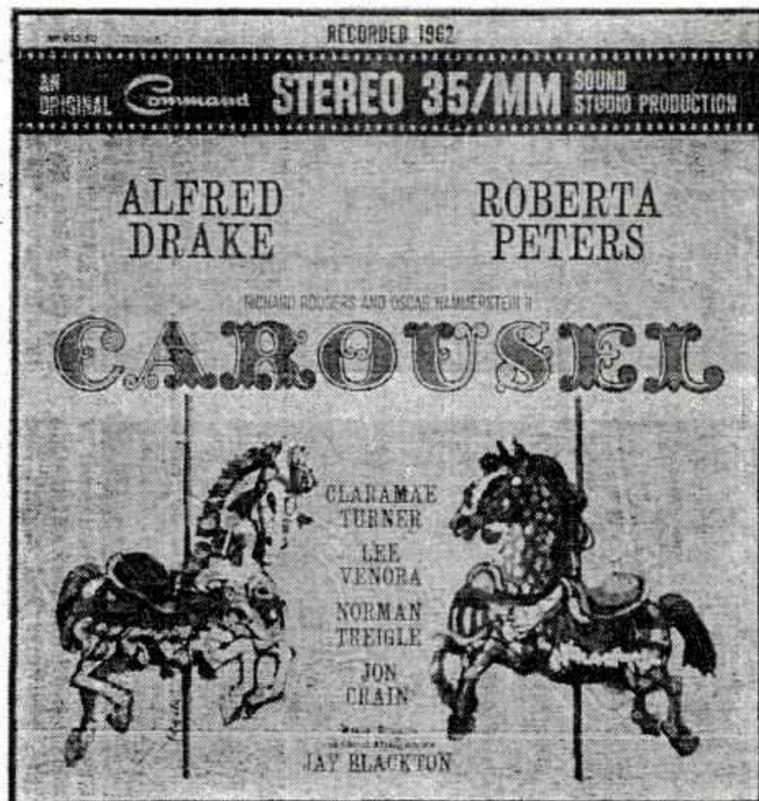
A central Dublin cinema, the 2,500-seater **Adelphi**, soon will present a series of one-night stands featuring top-liners, beginning with **Helen Shapiro** and her touring company. The British singer is among the most popular foreign artists here. Since the massive Theater Royal closed down earlier this year, three suburban cinemas have staged weekly variety shows with enormous success.

EIRE

**Glenside Gets
Good Reaction**

By **KEN STEWART**
Teenage Express, Dublin

The first issue of eight albums by a local company, **Glenside**, is getting excellent window and in-store display throughout the country. No new recordings have been made for the firm's venture into the 12-inch LP market, all material being taken from previously issued



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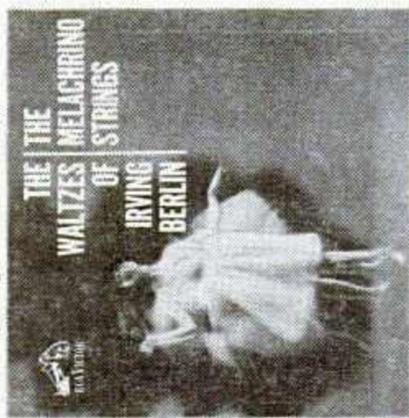
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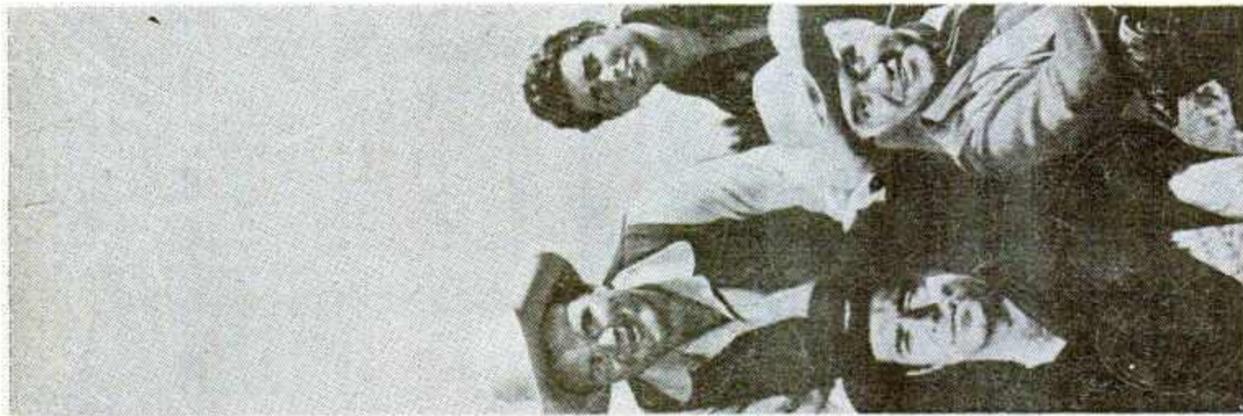
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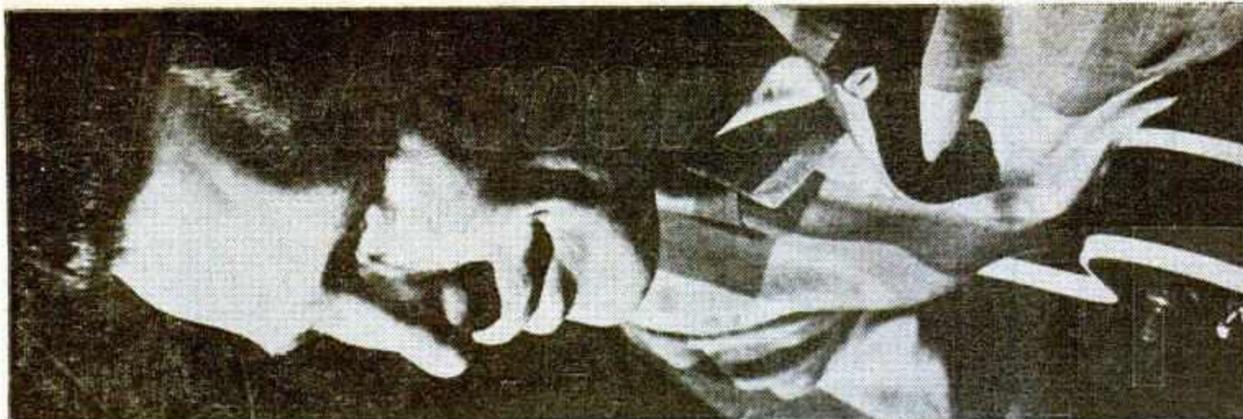
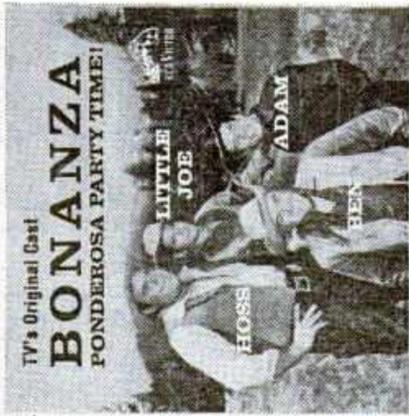
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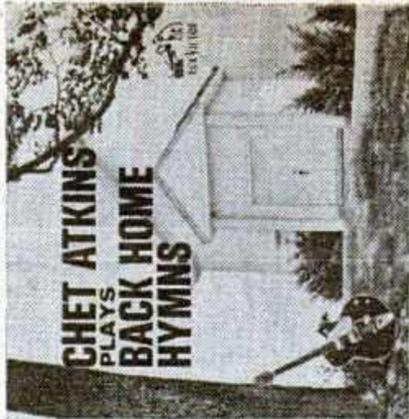
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BONANZA TV's Original Cast favorites Ben, Adam, Hoss and Little Joe stringin', strummin' and singin'. And great in these new roles! "Skip to My Lou," "Shenandoah." LPM/LSP-2583



CHET ATKINS With breath-taking phrasing, Chet guides his guitar in inspiring favorite hymns. "In the Garden," "Old Rugged Cross," "Just a Closer Walk with Thee." Another classic! LPM/LSP-2601



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singles. Joe Lynch, Eamon O'Shea, Charlie McGee, Patricia Blake, Charles Kennedy, Liam De Valley and other well-known native talent are featured in the first series. Among titles available are "The Walls of Limerick," "Happy Memories of Ireland" and "Songs of the Old Land."

Disk Shorts

EMI released "Martha" (HMV), the first solo outing for Tom Dunphy, of the Waterford Royal Showband, hit recorders of "Come Down the Mountain, Katie Daly."

Patrick Murray, a prominent Dublin city dealer, told BMW that he has temporarily shelved the idea of initiating a national dealer-distributor association, as sufficient interest in the project is lacking. The proposed association's main function would be to consider some of the many problems of the Irish industry, including speedier delivery

Paris audience a new talent named Theo Sarapo. . . . At his next public appearance in Paris, Johnny Hallyday intends to launch the "Mashed Potatoes," published by his own publishing firm, Tulsa.

GERMANY

'Speedy' Passes 150,000 Level

By BRIGITTE KEEB-ROSETT
Automaten-Markt, Braunschweig
Pat Boone's "Speedy Gonzales" has passed the 150,000 sales mark, according to E. Blume of Teldec. Also Rex Gildo's German version on Columbia is a hot chart item here, and with sales of over 150,000 which tops all other available German versions. . . . Philips reports that the second German Nana Mouskouri record, "Ich schau den weissen Wolken nach" b-w "Einmal weht der Suedwind wieder," passed the 500,000 sales mark. The "My Fair Lady" LP has reached the remarkable sales figure of 100,000. Philips is distributing the German version as well as the American Broadway version.

Changes

Italian singer Johnny Dorelli, who made a few Italian and German recordings for Ariola, has changed over to Polydor, starting with the titles, "Traume mit mir von der Liebe" b-w "Hallo, Signorina."

Talent Tours

Poland seems to be more and more attractive for Western show artists. After the holding of the Second International Song Festival in Zoppot, and the tours of some Western artists, last one being Maureen Rene (Osca Records) and Will Brandes (Polydor), who will start his tour in December. The vocal group Friedel Hensch and the Cyprys will tour the biggest Polish towns. . . . Ivo "Morgen" Robic is scheduled for more appearances in the U. S. A.

U. S. List Swells In Disk Entries

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

Seldom before has a German record supplement offered as many U. S. records as Metronome's new list covering the Adano, Atlantic, Bella Musica, Metronome, Prestige, Simon and the 12 Golden labels.

Tapes U. S. Music

The WDR network in Cologne taped a modern suite by Bert Reisfeld, Hollywood, titled, "Hands Across the Border," featuring the numbers, "Habanera," "Peruvian Landscape," "Cachua," "Iris Blue" and "White Lilacs," and another composition by Reisfeld, "Fiesta de las Flores." The tapes will be broadcast also by the Bavarian network in Munich. The music is published by Chappell in Munich and London.

The RCA issued two albums just in time for the Munich State Fair, the famous "Oktoberfest" and the carnival time in Bavaria: "The Best of Spike Jones" and "Sauerkraut in Hi Fi."

ISRAEL

Geulah Gil Back Home After Years

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

Geulah Gil and her accompanists, Oranim (Columbia) are back in Israel after more than four years in the States and on international tour. The singer, with her com-

poser-husband Douby Zeltser and Micha Cagan are appearing at the "Riviera Casit," topping the star-studded program. They have also appeared on a number of radio shows. Sales of their new Columbia record (just recently praised in Billboard's International Hits) could have soared if the record had gotten here.

Miss Gil's South-American and Mexican songs are special favorites, as are some new Israeli songs, acquired since their return in September.

Sara Montiel, Spanish cinemactress and top singer, has been booked for a tour in Israel this coming fall. Negotiations were started on this deal with her husband, movie-director Anthony Mann, while he visited the country for the opening of his "El Cid" picture.

Maurice Chevalier will not come to Israel for personal appearances. The impresario applying for permission to bring him had been found to lack sufficient financial guarantees.

ITALY

Storm Explodes Over Tune Game

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

A storm has broken around RAI-TV in publishing circles and in Parliament because it held back the names of songs from other publications until its own magazine, "Radiocorriere," appeared on the newsstands with the names of the 48 old and new songs which will be tied in with a \$500,000 lottery between October 11 and January 4.

Decca is introducing 4-Phase stereo here for the first time with disks by Stanley Black, Ted Heath, Edmundo Ros and Los Machucambos. . . . Special TV show featured Perez Prado and his two new compositions, "Salute to Rome" and "Via Veneto." Miranda Martino and Sergio Endrigo shared billing. . . . Nunzio Gallo has recorded theme song of "Mafia at the Crossroads," a new film, with music by Marcello Gigante.

Gilbert Becaud's "White Sail" in Italian has become Voce del Padrone's top current hit. . . . All 1,430 inhabitants of Colere near Bergamo, which has only one TV set in a bar, went on a one-hour strike to have Luciano Tajoli appear on RAI programs. . . . Gianni Morani and Rita Pavone, new youngsters on the "High Pressure" show, emceed by American-educated Renata Mauro, are both recording for RCA.

Jolly is still bringing forth Adriano Celentano records despite formation of latter's own company, "Clan."

Sweet Sinatra

An unusual promotion for Reprise is an offer of half-price for Frank Sinatra disks in each box of candy offered by the manufacturer for whom the singer is appearing in a series of TV commercials.

Voce del Padrone has been the first to tie in with the Ecumenical Congress at the Vatican which opens October 11 with a special 45 carrying four choirs in religious numbers inspired by the gathering.

CGD has renewed its contract with MGM. Company has just issued four different recordings featuring the theme music from "Lolita" by Sue Lyon, the Shepherd Sisters, Nelson Riddle and Leroy Holmes. . . . Titanus has issued two records with theme music of "Family Chronicle," Golden Lion winner at recent Venice Film Festival. Score is composed and conducted by Goffredo Petrassi. . . . Narciso Pagrifi, who appeared in the comedy, "Napoleon in Florence," has recorded his songs, "A Lamp for You" and "Sit Down and Listen" for Columbia.

Gino Rondi, 54, composer of "I Love, You Love," "Gypsy Song" and other numbers, died suddenly at Rome, September 23. He is represented by two numbers in the forthcoming Canzonissima and he gained international renown with Nat Cole's recording of his song, "Non Dimenticar."

Cam has issued an LP of Piero Piccione's score for "A Violent Life." . . . "I Hear the Train Whistling," by Richard Anthony, which has sold 800,000 copies in France, has been issued by Columbia here.

JAPAN

'Ben Casey' LP Big in Tokyo

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

The TV film "Ben Casey" acted by Vincent Edwards is drawing a multitude of viewers here, and Teichiku Records, Decca affiliate, marketed one LP entitled "Vincent Edwards Sings."

Two LP's of Trio Los Panchos, involving a couple of Japanese songs taped at their farewell concert held at Sankei Hall, Tokyo, are to be released October 20 by Nippon Columbia.

Nippon Columbia announced the release of "A Complete Album of Worldly Celebrated Music" which contains 50 12-inch LP's (30 stereos and 20 monos) of symphonies, concerti, chamber, vocal and instrumental music of Haydn, Mozart, Beethoven, Schubert, Brahms and others that were recorded by top-ranking German artists and orchestras. The price is \$140. This is unprecedented in the history of Japanese recording industry. Matrices come from the repertoire of Europascher Operaklub of West Germany.

PERU

RCA Pressings Available Soon

By HECTOR ROCCA
Galerias Boza 114, Lima

In November the first RCA Victor recordings pressed in Peru will be available. Company Fabricantes Tecnicos Asociados S.A. (F.T.A.) supported by Peruvian capital, with Nilo Marchand as general manager, has been formed to press RCA records locally. These records will appear at the same prices as other international labels are pressed in the market.

The executive said that the firm was studying a plan to present new Peruvian artists to foreign markets where RCA records has strong reception. The firm will realize an exchange of masters with the 22 subsidiaries around the world, from Mexico to Argentina, Belgium and Japan.

F.T.A. acquired land on North Panamerican Road for a radio, TV, stereophonic equipment factory and also an electronic school as in the States.

Marchand went to Brazil, Uruguay, Argentina and Chile to visit RCA's subsidiaries and to put in contact with the executives in each territory.

PHILIPPINES
Sue Lyons Visit Cued to Pic Disk

By LUIS MA. TRINIDAD
264 Escolta, Manila

Sue Lyon, 16-year-old star of the controversial Metro-Goldwyn-Mayer movie "Lolita," arrived from Tokyo in the course of a world-promotion swing for her film.

The lovely young actress was scheduled to drop in on "Student Canteen" Channel 3 (ABS) Monday, September 17. Mareco has released "Love Theme From Lolita" by Leroy Holmes and his orchestra in conjunction with the showing of said motion picture at the Ideal Theater, Manila.

Erick Friedman, protege of Jascha Heifetz with whom he recorded the Bach D Major Concerto for Two Violins, arrived in Manila September 27 and appeared in recital on the 29th. Filipinas Records, licensee of RCA Victor, announced that Friedman's first album, "Presenting Erick Friedman," will be issued by RCA Victor in October. . . . Mareca has announced the world premiere of "Mutiny on the Bounty" which is set for November and, in line with an enormous world-wide promotional campaign, will release the original sound track of this MGM movie. Warner Bros. is issuing "Themes From 'Mutiny on the Bounty' and Other Picture Hit Songs" by George Greeley. There will also be a George Greeley single of the Bounty themes. . . . Natalie Wood is going to make a special single for WB to tie in with the film apart from the sound track of "Gypsy," featuring Miss Wood, Rosalind Russell and Karl Malden (release date not yet set).

Other original sound tracks soon to be issued are "The Chapman Report" and "Gay Purr-ee," featuring Judy Garland, Robert Goulet, Hermione Gingold. There will also be a Garland single which may be released in this territory.

PUERTO RICO

Radio Picture Due for Change

By ANTONIO CONTRERAS
26 Gertrudis Street, Santurce

Many changes taking place in the local radio picture with many new AM and FM stations coming and the old established ones changing formats, extending hours and playing more records.

WHOA, Puerto Rico's pioneer English language station went on a 24-hour schedule recently. Soon this station will have a new transmitting tower, a hefty increase in power and many new features.

WUNO, recently acquired by William M. Carpenter, local businessman, has also gone on a round-the-clock stint with a modified Top 40 format, including both English and Spanish top tunes.

WKYN (sweet music), affiliate of Mutual Broadcasting, recently received authorization extending operations into the evening hours. Up to now this station closed at 6 p.m., while its FM outlet continued with night playing.

Local record producers and representatives of Stateside labels are very happy over all this activity as it means more exposure for their records.

Daniel Riobos, South American singer and long-time RCA artist, playing at local plush tourist hotel. Riobos has been here on previous occasions and is well liked by our public.

FINLAND

Stars Blooming On Fall Horizon

By HARRY AALTONEN
Iita-Sanomat, Helsinki

The record companies present a lot of new stars this autumn. Among them are Arja Tuomarila, a girl who is singing on the HMV trademark. She has recently recorded "Toy Balloon" (Ilmapallon) and "Lady Sunshine und Mister Moon." Taisto Tammi also a promising discovery has made "Roses Are Red." Others are Timo Tavio and Yrjo Varonen.

The Jerry Mulligan Quartet and Horace Silver's Quintet will give a concert in Helsinki this October. . . . The Finnish Quartet of Esa Pethman has recorded in Czechoslovakia a jazz LP, including and introducing Finnish jazz. . . . A Finnish singer named Donna Arima was presented in Hamburg as soloist of the Mario Weber's band. . . . Young singing sisters, Tuula and Paula, 16 and 18, have been in Germany on tour all of September.

FRANCE

Names Make News But Not Hits

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

Sales of disk artists depend more and more on a strong material. The days when only the name of an artist was an insurance to sell a record seem past. That is why many dealers do not want to stock name artists' records as they used to. They prefer to order hits week by week.

Voices of the Past

There is a definite trend to re-issue famous voices of the past. Pathe will reissue records by Caruso, Georges Thill, Frida Leider and Georges Melchior. RCA is marketing Kirsten Flagstad's first records and Vega has issued an LP dedicated to La Callas on one side and La Tebaldi on the other. Germaine Lubin, who was the sole French singer to perform at the Wagner Festivals in Bayreuth, sings again on Odeon LP reissue of the most famous Wagner arias.

Jean Pierard of Editions Tutis landed five songs of Edith Piaf's new recital. . . . Jacques Brel and Charles Aznavour are writing new songs for movie star, Brigitte Bardot, who intends to record them for Barclay.

After discovering and launching many French recording artists such as Charles Aznavour, Compagnons de la Chanson and Yves Montand, Edith Piaf has presented to the

MEN WHO READ BUSINESS PAPERS MEAN BUSINESS





ATLANTIC RECORD SALES COMPANY
1841 BROADWAY, NEW YORK 23, NEW YORK

AREA CODE 212 Plaza 7-6306

September 26th, 1962

TO ALL ATLANTIC DISTRIBUTORS

Dear Distributor:

We are very proud to announce that we have obtained for Atlantic distributors the distribution rights to ALLWOOD RECORDS.

Following the wonderful success we have enjoyed together with such subsidiaries as Stax and Lupine, we feel that this pattern holds an ever growing promise for the future.

The ALLWOOD product comes from Boots Woodall, a topnotch independent producer working out of Atlanta.

You will be receiving very shortly the first two ALLWOOD releases:

"WAIT FOR ME BABY" "JUST REMEMBER YOU'RE MEN"
 "IF IT WASN'T FOR A WOMAN" "SILLY ME"
 by Billy Joe Royal - AW 401 by Joe South - AW 402

Our enthusiasm for these sides is boundless.

I urge you to give these records your sincerest attention. They are outstanding in terms of production, performance, and material.

Warmest regards.

Cordially,

ATLANTIC RECORD SALES COMPANY

Gerald Wexler
Gerald Wexler
Vice President

GW:nw

FOLK TALENT & TUNES

By BILL SACHS

Faron Young, "Grand Ole Opry" star, is now under exclusive personal management of Shelley Snyder, with offices in the new Young-Snyder Building at 728 16th Avenue South, Nashville. Housed in the same building is Faron Young Enterprises. . . . Harry (Hap) Peebles, Wichita, Kan., promoter, presents his annual American Royal Show at Memorial Building, Kansas City, Mo., October 14, featuring Porter Wagoner, Jimmy Newman, James O'Gwynn, Bobby Lord, Roy Clark, the Wilburn Brothers, Kathy Perry and Mack Sanders and the Ranch Boys. Same line-up will also play Omaha October 11; Topeka, Kan., 12, and St. Joseph, Mo., 13. . . . Bud Bailey, former promotion manager and business rep for Jim Small's ABS label, is a patient at the Riverside Rest Home, Dover, N. H.

Curtis Artists Productions, Goodlettsville, Tenn., announces the following upcoming bookings: Ernest Tubb and His Texas Troubadours, Woodward, Okla., October 8; Chickashaw, Okla., 9; Dallas, 10; Corpus Christi, Tex., 11; Houston, 12; Oklahoma City, 13; Tabor City, N. C., 19; Cleveland, 20; Jackson, Mich., 21; Westfield, Mass., 26; N. Attleboro, Mass., 27, and Hartford, Conn., 28; Ray Price and His Cherokee Cowboys, Lawton, Okla., October 12; Tulsa, Okla., 13; Aurora, Colo., 18-20; Minneapolis, 27, and Des Moines, 28; Buck Owens and the Buckeroos, Douglas, Ariz., October 12; Safford, Ariz., 13; Charlie Walker, Columbus, Ind., October 20; Willie Nelson, Dallas, October 12, and Hank Cochran, Houston, October 20.

Smiley Monroe jetted into Houston from Los Angeles Wednesday (3) to join promotioneer Slick Norris for a fast three-day promo trip through Texas in behalf of Smiley's new Toppa release, "Bluegrass in Hollywood." The pair covered Baytown, Texas City, Pasadena, Houston, Gonzales, San Antonio, Austin, Cleburne, Fort Worth and Grand Prairie, winding up in Dallas Saturday night (6), where Monroe made an appearance on "Big D Jamboree." . . . Warren Smith has moved into a new home in the Houston-Pasadena, Tex., area. . . . Hank Cochran guested on "Grand Ole Opry" September 29 to plug his current clicker, "Sally Was a Good Ole Girl." Hank is sporting a brand-new release on Liberty, "I'd Fight the World" b.w. "Let Your Love Light Shine."

Michigan gal singer Judy Thomas introduced her new United Artist release, "Never Say Devil Woman," in a guest appearance on WSM's "Grand Ole Opry" September 29. It was her initial appearance on the "Opry," and she sang her answer to Marty Robbins' hit on two segments of the show. "Never Say Devil Woman" was written especially for Judy by Marty Robbins. . . . Bill Western, currently touring Colorado with Sonny Burns, is reported to be getting mucho raves from c.&w. deejays along the route with his new "D" Records release, "His and Hers." . . . Biff Collie c.&w. deejay at KFOX, Long Beach, Calif., cut a session for Reprise in Los Angeles October 1. Sides are due for release in four weeks.

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	RAMBLIN' ROSE, Nat King Cole, Capitol 4804		11
2	2	I REMEMBER YOU, Frank Ifield, Vee Jay 457		6
3	3	ALLEY CAT, Bent Fabric, Atco 6226		12
4	6	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022		5
5	4	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532		8
6	9	ALL ALONE AM I, Brenda Lee, Decca 31424		3
7	7	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332		10
8	5	TEEN AGE IDOL, Rick Nelson, Imperial 5864		10
9	11	WHAT KIND OF FOOL AM I, Sammy Davis Jr., Reprise 20048		7
10	13	GINA, Johnny Mathis, Columbia 42582		4
11	10	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529		5
12	17	CLOSE TO CATHY, Mike Clifford, United Artists 489		5
13	20	NOTHING CAN CHANGE THIS LOVE, Sam Cooke, RCA Victor 8088		3
14	-	TEN LONELY GUYS, Pat Boone, Dot 16391		4
15	19	NO ONE WILL EVER KNOW, Jimmie Rodgers, Dot 16378		7
16	-	DON'T YOU BELIEVE IT, Andy Williams, Columbia 42523		5
17	18	SWEET SIXTEEN BARS, Earl Grant, Decca 25574		6
18	16	A TASTE OF HONEY, Martin Denny, Liberty 55470		14
19	-	LOVE ME TENDER, Richard Chamberlain, MGM 13097		2
20	-	THE BURNING OF ATLANTA, Claude King, Columbia 42581		2

42 Years in a 'Crazy Business'

Continued from page 5

recalls his early days as a record salesman.

"Toward the late '20's the record business was not much," he recalled. "I can remember being on a train and when I told people what I did, they'd say they didn't even know records were made any more. In those days if you could sell a dealer a box of 25 records, that was a really big deal and you would take the fellow out to lunch."

Has Hope

Southard, who despite his impending official retirement, hopes to remain active in the record industry in some capacity, possibly as a consultant, has hopeful words on the question of dealers. "I think it's a misapprehension that dealers are dropping like flies today," he said.

"I believe in the small dealer. He has supported the record business in good times and bad, and he deserves all the support we can give him. And frankly, I don't see how anybody can think he's dying. We sold records to more independent dealers this year than last, and we sold to more last year than the year before.

"I see a definite long-term place for the dealer-distributor relationship. It's going to last because without a sound dealer set-up the record business is in real trouble. Frankly, I think the FTC's current stand on list-price advertising is a help to the smaller dealer.

"Rack jobbers, of course, have their place. But one of those places is not New York

apparently. The discount structure here among regular dealers has hurt the rack jobbers badly and a lot of them have dropped by the wayside.

Has His Way

"Transshipping is a big evil, of course. But I have my own way of handling that and it works. I just tell a dealer who is buying from transshippers, that frankly, if he wants to buy that way, that's okay. But it has to be all or nothing. In other words, if he buys from transshippers, then he needn't come to me for anything even if he needs fast. We give them service, we have every title they could want, and in depth, and in the long run, averaging everything out, our price is as good as anything from out of town. Most of them see the light when they look at it that way."

"I'm glad to see that singles have come back so well this summer," Southard said. "I think part of the reason, at least in New York, is the fact that prices are lower in stores. Some are selling them at 66 cents. I feel that the business could do itself a good turn by dropping the list price of singles. It would stimulate a lot of new buying in stores and would get more people into the shops. And when you get them in, you sell them albums too."

Southard now lives in Stamford, Conn. Sighing, he said: "On February 15 I am supposed to retire. But I still don't know what will replace the daily problems which we encounter in this crazy business."

We Call It
"THAT'S LIFE"
Teens Call It
"THAT'S TOUGH"
Either Way It's a
Hit
"THAT'S
LIFE"
(THAT'S TOUGH)
by
GABRIEL AND THE ANGELS
SWAN 4118



1703 Jackson St., Phila. 45, Pa.

VOX JOX

By JUNE BUNDY

CHANGE OF THEME: Jim Boyd, commercial manager of WXLJ, Dublin, Ga., reports that WXLJ's co-owner-manager C. Ted Kirby is setting up a publicity, promotion and management firm, tagged Gasser Promotions. Kirby is also negotiating a deal for co-ownership in a new record company. . . . Chuck Marsh, chief announcer at WELL, Battle Creek, Mich., reports that Dan Creighton has returned to WELL after a two-year absence to take over as program director and mid-morning deejay. WELL is currently featuring "The Million Dollar Sound," blending the "Hot 100" with old million sellers.

JACK WILLIAMS, formerly assistant program manager of WBZ, Boston, has joined KDKA, Pittsburgh, as program manager. He succeeds Dominic Quinn, who has moved to WINS, New York, as p.d. of the new Westinghouse outlet. . . . Station WGAT, Gate City, Va., has revamped its programming and now features "Tempo Radio." Jocks at WGAT include program director Jim Roberts, Bob Horton, Jerry Dean, Charlie Doll and Chuck Newton. Roberts says they are "in urgent need of Top 40-type singles and 'Pick' LP material." Tom Shannon, who was inducted into the National Guard August 1 for six months active duty, has returned to his old 8 p.m.-midnight slot at WKBW, Buffalo. An old injury caused new trouble and resulted in an honorable medical discharge for Shannon. . . . Freddie Klestine, formerly of WBNY, Buffalo, is new all-night man at WKBW. . . . Russ Syracuse and Tom Saunders have left WKBW to join KYA, San Francisco. . . . Carl Cisco, formerly promotion director for Mercury Records and Metro Distributing in Buffalo, is now acting as manager-promotion guide for a vocal group, the Fabulous Jesters, and deejay Tom Shannon.

Squire D. Rushnell has been named production supervisor of WBZ, Boston, replacing Dan Griffin, who is now producer of WBZ's "Program PM." . . . Glenn Luther has returned to KDKA, Pittsburgh, and become studio engineering supervisor, a post he held from 1945 to 1958. He succeeds E. B. Landon, who retired last month after more than 41 years of service. . . . Hal Jackson, WWRL, New York, will emcee the Annual "Show of Shows" for the NAACP at the Astor Hotel September 28. . . . Personnel changes at WCKR, Miami, are as follows: Buddy Holliday has been named chief announcer in addition to his early-morning deejay chore. Elliott Nevins and Pete Connors have exchanged air periods, with Nevins now on WCKR from 10 a.m. to 2 p.m. and Connors in the 2-7 p.m. late afternoon period.

MOVIE TIE-UPS: Station WABC, New York, staged a mid-summer "New York's Eve Party Scene" last week (2) at Palisades Amusement Park as part of a joint promotion with the producers of the new movie "The Interns." The party is a big scene in the film. Deejay Bruce Morrow emceed the event, which was aired, via remote, by WABC. Michael Callan, one of the picture's young stars, helped judge a twist contest, and prizes were awarded for the best dancers. Prizes included 25 sound-track LP's from the film, 25 passes to the movie, 25 copies of the book "The Interns," 25 season passes to the Palisades Park, and 25 tongue depressors. . . . Another WABC jockey, Scott Muni, was also active in the movie promotion field last week. When the MGM film "A Very Private Affair" starring Brigitte Bardot, opened at Loew's State, Muni broadcast his 7-10 p.m. show from the lobby of the theater. One of the disks he played that night was an advance pressing of a new MGM disk, featuring Brigitte singing a song from the film, "Sidonie." Muni's appearance was ballyhooed by mention in the theater's newspaper ads.

YESTERYEAR'S HITS

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

POP—5 Years Ago October 14, 1957

1. Wake Up Little Susie, Everly Brothers, Cadence
2. Honeycomb, J. Rodgers, Roulette
3. Tammy, D. Reynolds, Coral
4. Jailhouse Rock, E. Presley, RCA Victor
5. Diana, P. Anka, ABC-Paramount
6. That'll Be the Day, Crickets, Brunswick
7. Chances Are, J. Mathis, Columbia
8. Happy, Happy Birthday, Baby, Tune Weavers, Checker
9. Mr. Lee, Bobbettes, Atlantic
10. Keep A-Knockin', Little Richard, Specialty

POP—10 Years Ago October 11, 1952

1. You Belong to Me, J. Stafford, Columbia
2. I Went to Your Wedding, P. Page, Mercury
3. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
4. Jambalaya, J. Stafford, Columbia
5. Meet Mr. Callaghan, L. Paul, Capitol
6. High Noon, F. Laine, Columbia
7. Half as Much, R. Clooney, Columbia
8. Trying, Hilltoppers, Dot
9. You Belong to Me, P. Page, Mercury
10. Glow Worm, Mills Brothers, Decca

RHYTHM & BLUES—5 Years Ago—October 14, 1957

- Honeycomb, J. Rodgers, Roulette
Wake Up Little Susie, Everly Brothers, Cadence
Diana, P. Anka, ABC-Paramount
Happy, Happy Birthday, Baby, Tune Weavers, Checker
Jailhouse Rock, E. Presley, RCA Victor

- That'll Be the Day, Crickets, Brunswick
Whole Lotta Shakin' Goin' On, J. L. Lewis, Sun
Keep A-Knockin', Little Richard, Specialty
Mr. Lee, Bobbettes, Atlantic
Farther Up the Road, B. Bland, Duke

Guessing Game Follows Sale of Beer City Station

MILWAUKEE — Purchase of WRIT from the Balaban Stations organization by the Air Trails Network October 1 has cut loose speculation in radio and diskery circles here.

Question: Will WRIT rejoin the ranks of the Top 40 rock stations? Currently, WOKY, Bartell outlet, has the rock market all to itself in this city. Should the two stations lock microphones in a battle for swinging-set audience, disk dealers anticipate a stronger consumer interest in pop singles.

About a month ago WRIT revamped its format and switched from good music and album show tune emphasis to "the best of pop singles interspersed with albums." This move, reportedly, was made in anticipation of the pending switch in ownership.

A study of formats followed by other stations (6) operated by the Air Trails Network shows no set pattern. Outlets in Boston; Columbus and Dayton, Ohio, and Louisville, Ky., run the gamut, playing what the market will buy, according to station executives.

No personnel changes have been made by the new owners of WRIT. Bernie Strachota will continue as station manager and Lee Rothman stays on as assistant manager and program director.

FCC Extends Time For Filing Comment On FM Allocations

WASHINGTON — The Federal Communications Commission has decided to add a month to the time for filing comments in its proposed new FM allocations plan, putting the deadline over from October 1 to November 1 for comment, and to November 15 for replies.

The Commission says it plans to go ahead with its "tentative" table of FM assignments as promised, and may issue it before all comments and replies are in. However, the "final" table of FM assignment will take into consideration all comments made before or after a tentative table is issued, within the deadline period.

The FCC says that in view of the widespread publicity and the mountainous mail it has received on the subject of the proposed revamp of the FM service, an additional month should be plenty for interested parties to get their comments in. The implication is that anyone in the broadcast field who has not heard of, talked of, or read about the revision of the increasingly important FM service must have been living down a well.

WHDH Sounds Hometown, Outlet Horn With Sparks

BOSTON — One of the most sizable city promotions staged by a radio outlet is under way at WHDH. Using the theme of "Boston Wonderful Town; WHDH Wonderful Radio," the station's civic boost involves such items as a fireworks display which attracted an audience of over 100,000 Bostonians, 200 billboards in the city, and a total of 63,000 lines of space in local newspapers with "Salute to Boston" ads through December 14. Theme is also being plugged in the station's deejay show.

DEEJAY SURPRISE

Murray the K Drops From Bermuda Skies

NEW YORK—The international popularity of Top 40 deejay programming can pay some unexpected dividends, as Westinghouse-owned WINS, New York, has learned.

Listeners to Murray Kaufman's rock-accented show on WINS were surprised to hear, on October 5, the first of what will be a weekly series of spot announcements for Pearman's, a clothing chain which operates in Bermuda — a good 700 miles from WINS' studios.

The story behind the odd-ball 13-week sale is this:

The nighttime "skywave" of WINS apparently bounces into Bermuda as though aided by Telstar, and Kaufman is actually a well-known radio name in the chain of resort islands. Kaufman himself discovered this when he vacationed

in Bermuda last month and was invited to guest on two local radio outlets.

To top this, Kaufman was reached by R. O. Tribley, who handles advertising for the Pearman's apparel chain. Tribley asked Kaufman to send a WINS rate card. Kaufman did so. Back came a spot order and a check for the schedule in advance.

Ad copy for Pearman's in the Kaufman show, considered one of the most important exposures for new record material by the music industry and a strongly rated nighttime attraction on the station, will be aimed primarily at Bermuda listeners. As a sort of institutional bonus, Pearman's expects that vacationing New Yorkers may remember the name when visiting Ber-

(Continued on page 43)

ARTISTS' BIOGRAPHIES

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

REX ALLEN (Mercury)

HOME TOWN: Wilcox, Ariz.
BACKGROUND: The "Arizona Cowboy" started his recording career with Mercury Records in 1946. Specializing in cowboy material with a novel twist, he later moved toward blues and ballads as well, and has recorded several successful disks. In addition to his recording career, Allen has made more than 26 motion pictures for Republic Pictures, has been host of his own CBS radio show and has appeared as guest star on many TV shows. He learned to ride almost before he learned to walk and his interest in music began when he was 11 years old. His father bought him a Sears Roebuck guitar and book of instructions and in a short time Allen was playing at local club meetings and benefits. At 13, Allen made his radio debut and in March 1945 was hired by WLS, Chicago, to regularly appear on the noted "National Barn Dance" program. In 1949, Allen was signed by Republic Pictures and his first flick was titled "The Arizona Cowboy." Versatile Rex Allen also composes most of his songs and has had about 300 of them published and he makes frequent p.a.'s in night clubs and rodeos.



LATEST SINGLE: Allen's current hit single of "Don't Go Near the Indians" moves into the No. 26 slot this week on the Hot 100.

THE CRYSTALS (Philles)



PERSONAL MANAGER: Phil Spector. **NAMES:** Mary, Dee Dee, Lala, Barbara, Pat. **AGES:** Mary and Lala, 16; Dee Dee, Barbara and Pat, 17. **HOME TOWN:** Brooklyn. **EDUCATION:** High school. **BACKGROUND:** The girls began singing together while in high school where they performed at various school functions. They spent many hours practicing, searching for a sound of their own—and their diligent producer Phil Spector. The girls had been making the rounds in New York trying to get somebody interested enough to cut a record, but with little success. Spector heard them one day while the group was auditioning in a Broadway office. It seems he was looking for a group just like the Crystals. Within a few months the girls had a smash single on the Phillies label, "There Is No Other (Like My Baby)" and since then have had other hot platters, including a chart item titled "Uptown."

LATEST SINGLE: The Crystals' current Phillies waxing of "He's a Rebel" takes a big leap this week on the Hot 100 into the No. 11 slot as a Star Performer.

LATEST ALBUM: "The Crystals Twist Uptown" is the title of the quintet's latest LP.

New Techniques Needed To Compete With Europe

Paul E. Richards, Who's Done It, Suggests Dip Into Showmanship as Surefire Method

By CHARLES SINCLAIR

NEW YORK—If the American musical instrument industry is going to be competitive with foreign manufacturers on a worldwide basis, it must apply new techniques of distribution, manufacturing and promotion—or face the alternative of a dwindling market. So stated Paul E. Richards, president of Richards Musical Instruments, Inc., to BMW last week.

"Showmanship belongs with music, and showmanship can be used to sell in the field of musical instruments," said Richards. As a practical example of what can happen when "showmanship" is applied to various phases of a venerable industry, Richards' firm has bounced from a standing start not quite two years ago to a business level of \$8 million annually today. Richards has already shaken up

the old-line distribution methods of the musical instrument business to quite a degree. In the past the industry's main selling effort was directed at dealers, and sometimes beyond to music teachers. Richards' salesmen (all of whom play band instruments, incidentally) go after dealer orders vigorously, but the company has also been actively wooing the ultimate consumer, on the theory that consumer interest will lead right back to dealers.

Show Biz Angle

Currently Richards is stepping out in consumer ad media like Parents Magazine and has made a number of tie-ups with movies, TV shows and entertainment events which enable the firm to get a lot of mileage from its budgets.

Typical Richards tie-in: A promotional deal with Webcor and Warner Bros., pegged to a musical

contest, whereby instrumentalists submitted tapes of performances of tunes from WB's "The Music Man" played on Richards instruments and taped on Webcor recorders. There were local, State, regional and a national winner, with the grand prize being a trip to Hollywood along with other musical gifts.

With the new TV season under way, Richards has begun a number of tie-ins with musically angled shows, preferably those televised in color. The "color" angle is no accident; Richards' newest line of band instruments features tubas, sousaphones and other band instruments whose special features include color-through Fiberglas (sic) bells available in up to 12 different school colors. According to Richards, this colorized line is the hottest thing in the band instrument business in years.

Branching

Richards is branching out into nearly all major areas of instrument manufacturing. The company is active now, or soon will be, in brasses, woodwinds, stringed instruments, guitars, accordions, pianos, percussion and electric home organs.

One road to expansion has been through mergers, under the Richards banner, of old-line companies. One grouping, already in action, has been a fusing of Martin Band Instrument Company, Blessing Band Instrument Company and F. A. Reynolds Company and Musicade Company. The first three

(Continued on page 43)

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING AM-ONLY TABLE RADIOS

POSITION			BRAND	% OF TOTAL POINTS
This Issue	7/14/62 Issue	4/14/62 Issue		
1	2	1	RCA Victor	21.5
2	1	3	Zenith	19.4
3	3	4	General Electric	10.2
4	—	—	Magnavox	9.6
5	4	2	Motorola	7.7
6	5	6	Emerson	7.2
7	—	8	Admiral	4.3
8	—	—	Packard Bell	3.0
			Others	17.1

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

7/14/62 Issue: Westinghouse (6); Olympic (7).
4/14/62 Issue: Olympic (5); Westinghouse (7).

BEST SELLING AM-FM TABLE RADIOS

POSITION			BRAND	% OF TOTAL POINTS
This Issue	7/14/62 Issue	4/14/62 Issue		
1	2	1	Zenith	31.3
2	1	3	Magnavox	15.4
2	4	5	RCA Victor	15.4
4	3	9	General Electric	4.9
5	5	4	Granco	3.7
6	—	—	Delmonico	3.5
7	6	2	Motorola	3.0
			Others	22.8

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

7/14/62 Issue: Admiral (7).
4/14/62 Issue: Olympic (6); Westinghouse (7); Channel Master (7).

NO NUT, HE Boy, Fruitcakes Really Sell Disks

COLORADO SPRINGS, Colo.—Since almost everyone, during the Christmas season, must inevitably buy a fruitcake or two, Al Massaro, owner of the Record Shop in Colorado Springs uses fruitcakes to sell more record albums as Christmas gifts.

Beginning on the first of November, Massaro begins offering a "Delicious Two-Pound Fruitcake Free with Every \$5 Record Purchased." Liberally and extensively advertised with signs in the store, in the window, and a classified newspaper ad, the fruitcake special was enough to more than triple record sales during the 1961 holiday season, and is expected to do as much again.

The offer appeals primarily to people who dislike the expense of fruitcakes, have several gift obligations to fulfill, and who can kill two birds with one stone, by investing in record albums for phonograph owners, and picking up a vacuum-packed fruitcake in the process.

Killing two birds with one stone in gift-buying has gotten to be a powerful influence, Massaro observed.

Free Disk Gives Stereo FM Demo

BOSTON—H. H. Scott, component hi-fi manufacturer, has produced a seven-inch stereo record which enables the listener to hear an actual FM stereo broadcast. Besides the off-the-air take, the disk contains an explanation of important technical specifications with demonstrations of what each specification means and how it affects FM stereo reception. The record is free and may be obtained by writing the company's Maynard, Mass., headquarters.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

ELEKTRA—Expires October 15, 1962. Started August 15, 1962. One album free for every seven purchased on catalog merchandise and 1-for-10 on three new releases.

AUDIO-FIDELITY—Expires October 19, 1962. Started September 10, 1962. Label's fall sales program carries a 15 per cent cash discount on its eight new LP releases. See page 5, September 15 issue, for details.

EPIC—Expires October 26, 1962. Started October 1, 1962. Label is offering distributors one album free for every six purchased. Program covers seven new releases plus three specially selected Christmas albums from the label's catalog. See separate story, October 13 issue, for details.

KING—Expires October 31, 1962. Started October 1, 1962. Label is offering to the dealer a general 15 per cent cash discount on the entire King, Bethlehem and Audio Lab mono and stereo LP catalogs plus the seven new releases. See separate story, current issue, for details.

MONITOR—Expires October 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakha, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.

SMASH-FONTANA—Expires October 31, 1962. Started September 1, 1962. Ten per cent discount is being offered on all Smash and Fontana merchandise.

SONODOR—Expires October 31, 1962. Started August 20, 1962. Buy one, get one free on complete album line.

PRESTIGE—Expires November 15, 1962. Buy seven, get one free on complete catalog of Prestige plus the following affiliated labels: Prestige International, New Jazz, Moodsville, Swingville, Bluesville, Tru-Sound, Lively Arts, Near East and Irish.

REQUEST—Expires December 1, 1962. Buy 10, get two free on LP releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

COLPIX—Expires December 6, 1962. Started September 10, 1962. Label is offering 15 LP's free on every 100 purchased. Plan is on new releases.

LIBERTY—Expires December 24, 1962. Started October 1, 1962. Label is offering dealers a 15 per cent discount on Chipmunk product, new and catalog. See separate story, October 13 issue, for details.

HARMON—No expiration date. Started August 20, 1962. Two free LP's for every 10 purchased on "Theme From A Summer Place" by Dick Roman.

HORIZON—No expiration date. Started September 11, 1962. Label is featuring an introductory offer of two LP's free for every 10 purchased. Offer covers the 10 LP's released so far in August and September.

RCA Changer Now Available

NEW YORK—RCA's Parts and Accessories Division has made the new "Studiomatic" RCA record changer available as a replacement or for custom component stereo installations. The unit is currently standard equipment in the middle and upper end of the current line of RCA packaged phonos.

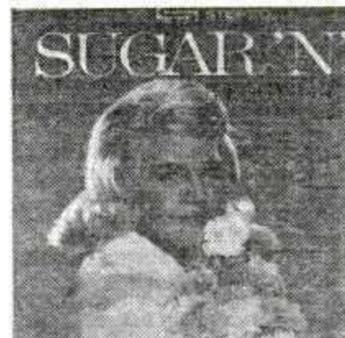
The "Studiomatic," introduced this past summer with the new phono line, features a 12-inch turntable and plays all disk sizes intermixed in any sequence. The tone arm also features a 90 degree lift, making for easy access to the cartridge and stylus. A manual position permits single play of a disk without the changer process going into operation.

IT'S ITTY BITTY MITY-AMP

NEW YORK—Saxton Products has been named exclusive U. S. distributor for a novel Canadian product known as Mity-Amp. The unit, manufactured by Wince Electronics, a subsidiary of Industronics Ltd., is a miniature, two-watt power amplifier.

Completely waterproof and smaller than a pack of cigarettes, the set can be used as an impromptu public address system, to power bull horns or to amplify a transistor radio's output. Called an ideal companion on summer vacations and hunting or fishing safaris, the unit sells for \$9.95.

ALBUM COVER OF THE WEEK



SUGAR 'N' SPICE—Peggy Lee, Capitol ST 1772. The sugar side of the LP portrays a pretty and demure full-color photo of Peggy Lee, mostly in shades of pink and white. The spice side depicts a glamorous and provocative picture of the thrush. Both photos by John Engstead. Appealing display material for pop sections.



TCHAIKOVSKY: NUTCRACKER SUITE; 1812 OVERTURE; MARCHE SLAVE—Oslo Philharmonic Orchestra (Gruner-Hegge), RCA Camden CAL/CAS-630. Here's an attractively designed cover for this popular classical program that should help move the item at a rapid pace. The full-color photo was taken by Allen Vogel. A prime candidate for display in low price classical sections, and/or counter and window display.

LESTER LANIN AND EPIC RECORDS PRESENT THE

FIRST

ALBUM FROM IRVING BERLIN'S "MR. PRESIDENT"



STEREO
BY 26020

MONAURAL
LN 24025

STEREO

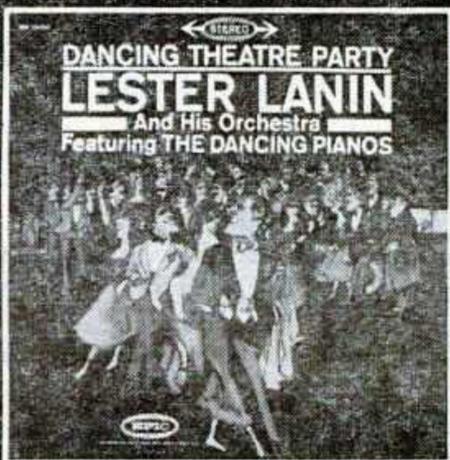
You Are Cordially Invited To Dance To
IRVING BERLIN'S
Mr. President
LESTER LANIN
And His Orchestra
Featuring The Dancing Pianos

EPIC

OUTSTANDING HIGH FIDELITY THROUGH RADIO SOUND IS A PRODUCT OF EPIC



© EPIC - CBS - MARCAS REG. TM. PRINTED IN U.S.A.



AND STILL ANOTHER WINNER
FROM LESTER LANIN:
DANCING THEATRE PARTY
FEATURING 14 SELECTIONS FROM
TOP BROADWAY PRODUCTIONS.

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 22

OH! LOOK AT ME NOW



Bobby Darin. Capitol T 1791 (M); ST 1791 (S)—Some tradesters may well say that Darin is calculated to be Capitol's new Sinatra. This first Darin LP on the label will do nothing to discourage that view. The fine Billy May arrangements, employing mainly strings on the softies and swinging brass on the upbeaters, is most reminiscent of Sinatra and the selection of standard tunes, including "Oh! Look at Me Now," "Blue Skies" and "Roses of Picardy," are styled along the same lines. Still, Darin, if anything, has vocally moved away from the Sinatra image and proves much at home in his own individualistic style with these fine tunes. Classy package that should get a lot of play.

THE TALE OF PATCHES



Dickey Lee. Smash MGS 27020 (M); SRS 67020 (S)—The young lad has enjoyed a smash with his current "Patches," a song with a story. Following the same formula, Lee offers, in addition to the title song, 11 other story tunes, most of them hits for other artists at one time or another. "Wolverton Mountain," "Roses Are Red," "Little Bitty Tear" and "Travelin' Man" are samples of the fare, all done to much the same style arrangements as featured on the originals. A good idea which could result in considerable action.

WHAT'S THE MATTER BABY



Timi Yuro. Liberty LRP 3263 (M); LST 7263 (S)—The pint-sized thrush with the built-in amplifier belts out a flock of tunes in her customary enthused manner. The backing, which employs basic triplets in the beat with strings, is effective and in the tradition of earlier Yuro albums. Her current singles click is the title song and this is coupled with a mixture of standards, recent pop hits and new items. Selections include "Only Love Me," "Hallelujah, I Love Him So" and "Fever."

TEN GREAT BANDS (5-12")



Various Artists. RCA Victor LPM 6702 (S)—An ambitious undertaking, which, though the selections from the repertoire of the chosen bands of the swing era, are not the most notable from the libraries of each, still represents a veritable collector's dream. The 10 bands include Louis Armstrong, Count Basie, Larry Clinton, Tommy Dorsey, Duke Ellington, Benny Goodman, Lionel Hampton, Hal Kemp, Glenn Miller and Artie Shaw. There are five LP's in all with an attached booklet of detailed program notes on the material and the artists involved. Handsome green boxed packaging, with a well-displayed "limited time offer" tag should generate plenty of business. The price is \$12.95 until December 31, after which it becomes \$19.95.

I ALMOST LOST MY MIND



Ray Anthony. Capitol T 1783 (M); ST 1783 (S)—Ray Anthony does a grand production job on this LP. The set is styled after his "Worried Mind" album which scored so well. The material here, though, is composed of famous r.&b. standards whereas the last LP featured country and western tunes. Each of the tracks is arranged in lush style with the Anthony trumpet backed by large string ork and chorus. Fine piano and organ work also adds to the distinction of the performance. Besides the title tune, "Trouble in Mind" and "Since I Met You Baby" are attractive tracks.

Jazz

ALL NIGHT LONG



Sound Track. Epic LA 16032 (M); BA 17032 (S)—This album spotlights the music from the British flick "All Night Long," played by top British jazz musicians like Tubby Hayes, Johnny Dankworth, Johnny Scott and others. On three of the tracks, guest stars Charlie Mingus and Dave Brubeck, are also featured. The music is sharp and exhilarating and is played with gusto by the musicians. The two tracks with Dave Brubeck, "It's a Raggy Waltz" and "Blue Shadows in the Street," are both standouts. All of the music is original, penned by Phil Green, Johnny Scott, Brubeck and Johnny Dankworth.

THE TOKYO BLUES



Horace Silver Quintet. Blue Note 4110—Silver's recent tour of Japan inspired the set here and each track is touched with the unmistakable Silver stamp. There are touches of Far Eastern accent here and there, but for the most part the five tracks highlight that wonderfully witty, swinging sound of Horace's. The quintet is in strong form, making the most of the tunes and cutting loose with good choruses from Junior Cook (tenor) and Blue Mitchell (trumpet). "Tokyo Blues," "Sayanora Blues" and "Cherry Blossom" are top tracks.

JONAH JONES JAZZ BONUS



Capitol T 1773 (M); ST 1773 (S)—This is a new type of Jonah Jones album, featuring a swinging Jonah backed by organ, twin guitars and rhythm, and it makes for a bright and attractive LP. The backing is propulsive and Jonah is off and winning on such tunes as "Soft Winds," "June Night," "The Brotherhood of Man," "Cutty Sark," "Hot Toddy" and "Lady of Spain." A soulful and beguiling set that should do mighty well with Jones' pop and jazz followers.

DRUM SUITE



Slide Hampton and his Ork. Epic LA 16030 (M); BA 17030 (S)—This album contains more than Slide Hampton's "Drum Suite," although that in itself is a strong feature of the set. Along with Hampton and his ork are Yusef Lateef, Max Roach and George Coleman. The men come through with driving performances on some new and old tunes, with the best of the new being "Fump" and "Drum Suite," the latter composed by Hampton and spotlighting some excellent work by Roach.

LET THE GOOD TIMES ROLL



Pete Fountain. Coral CRL 57406 (M); CRL 75706 (S)—A good group of standards gets a swinging treatment from Fountain's big, lusty clarinet sound, backed imaginatively by a top collection of sidemen led by Bud Dant and the Jubilee Singers. A strong follow-up to the earlier albums featuring Fountain. "Let the Good Times Roll," the title tune, is a standout, and a fine bluesy mood is evoked by "Blue Clarinet." The arrangements will remind you of Goodman, but there's lots of fresh musical thinking.

Classical

VLADIMIR HOROWITZ



Columbia KL 5771 (M); KS 6371 (S)—Vladimir Horowitz returns to records with all of his old magic undimmed, in this collection of noteworthy performances of Chopin, Schumann, Rachmaninoff and Liszt. Side I contains Chopin's Sonata No. 2 in B Flat; Side II includes the first performance of Liszt's "Hungarian Rhapsody No. 19," as transcribed by Horowitz. These glowing readings, the fact that the recording is Horowitz' first in almost three years, and the de luxe package, with a pictorial biography, should help turn this into a top classical seller.

DEBUSSY: CLAIRE de LUNE



Various Artists. Capitol W 1807 (M); SW 1807 (S)—Just published is the biography of Claude Debussy, "Claire de Lune," by Pierre La Mure, and inspired by this new literary work, Capitol has assembled excerpts from various albums featuring notable luminaries, in presenting its own Debussy salute. In addition to the title work, there is a "Prelude to the Afternoon of a Faun," "Arabesque No. 1," "Fetes" from "Nocturnes," "Reverie" and others with such artists as Leonard Pennario, Laurindo Almeida, Leopold Stokowski, Erich Leinsdorf and Carmen Dragon present.

TCHAIKOVSKY: PATHETIQUE SYMPHONY



Philharmonic Orchestra (Klemperer). Angel 35787 (S)—A majestic reading of Tchaikovsky's Symphony No. 6 makes the addition of the Klemperer version of this standard a welcome one, even though the catalog is jammed with competitive versions. This one is noteworthy for its lack of histrionics and attention to the inner meaning of the score. Klemperer's stature make this a sure-fire piece of merchandise.

BACH THE COMPLETE BRANDENBURG CONCERTI (2-12")



Philharmonia Orchestra (Klemperer). Angel 3627 B (S) A distinguished "large orchestra" version of the six famous Bach chamber works, performed with precision, clarity and understanding. Handsomely packaged, with extensive notes on the concerti, the set is a first-rate addition to Angel's stereo catalog and is likely to be a strong seller for some time to come, even in competition with a number of other recorded performances of the Brandenburg works available.

RACHMANINOFF: CONCERTO NO. 2



Van Cliburn; Chicago Symphony (Reiner). RCA Victor LM 2601 (M); LSC 2601 (S)—Van Cliburn and Fritz Reiner and the Chicago Symphony make a magnificent team. The pianist and the maestro perform the Rachmaninoff Concerto in majestic style. The album is a supreme effort on the part of all and should sell on the scale of previous sets. The music has high drama throughout and this performance should rank among the all-time sellers of the Rachmaninoff repertoire.

THE INCREDIBLE CARLOS MONTOYA



RCA Victor LPM 2565 (M); LSP 2566 (S)—This is a complete recording of the much-acclaimed Carlos Montoya Concert held at Town Hall, New York, last February. The sold-out event featured the flamenco guitarist in a program of Spanish gypsy music, based on his own transcriptions or his own original compositions. Each one features the maestro's incredible fingerwork and his incredible musicianship, and the audience appreciation of his virtuoso performances. A fine album and one that should have strong appeal to his followers.

PROKOFIEF: LOVE FOR THREE ORANGES; CHOPIN: LES SYLPHIDES



Boston Pops Orchestra (Fiedler). RCA Victor LM 2621 (M); LSC 2621 (S)—Two familiar classical concert pieces are handed splendid performances by the Boston Pops under Arthur Fiedler. Both of the compositions are light items, and they go together nicely. The set, which features some fine recording, is excellent for new collectors. Interesting cover art should help perk sales interest.

(Continued on page 36)

5 GIGSS HITS . . . All moving up . . . Watch them go!

"NEXT DOOR TO THE BLUES"
by **Etta James**
Argo #5424

"TRUE FINE LOVIN'"
by **Billy Stewart**

"SOMEDAY I'LL SHOW YOU"
by **The Radiants**
Chess #1832

"I LET MYSELF GO"
by **Geraldine Hunt**
Checker #1028

"HAPPY WEEKEND"
by **Dave "Baby" Cortez**
Chess 1834

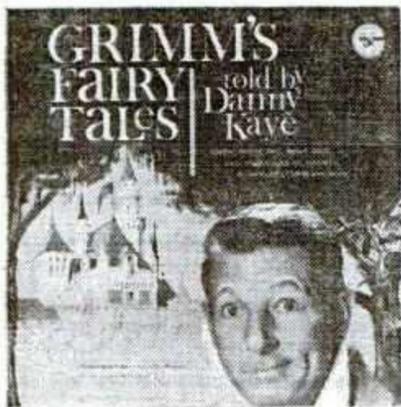
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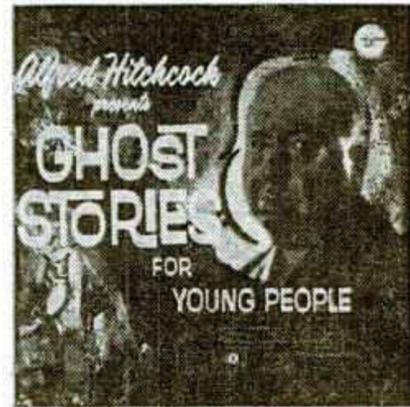
LP-82 THE GOLDEN TREASURY OF NURSERY RHYMES

LP-83 LET'S ALL SING LIKE THE BIRDIES SING:
MITCH MILLER

LP-85 A CHILD'S INTRODUCTION TO THE BALLET

LP-86 STORY-SONGS FROM THE OLD TESTAMENT

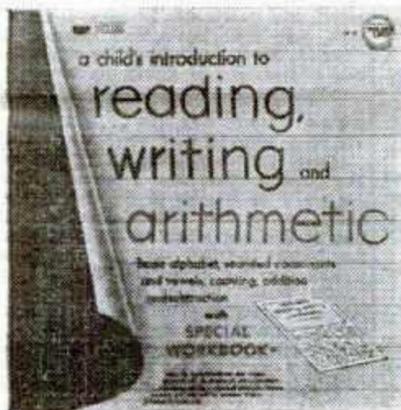
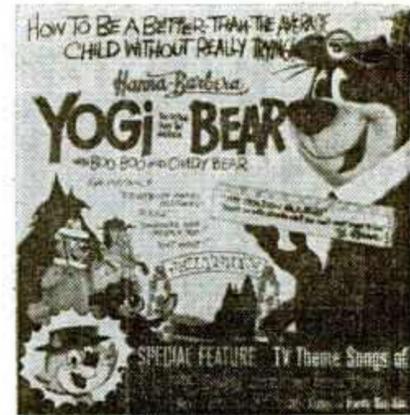
LP-87 A CHILD'S INTRODUCTION TO READING,
WRITING AND ARITHMETIC



LP-88 MR. ED

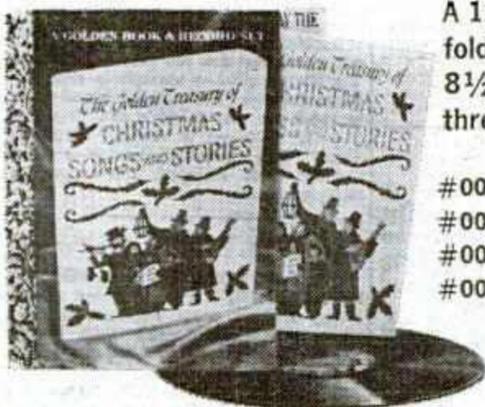
LP-89 ALFRED HITCHCOCK'S FAVORITE GHOST STORIES
FOR YOUNG PEOPLE

LP-90 YOGI BEAR — FEATURING TOP CAT —
HOW TO BE BETTER THAN THE AVERAGE CHILD
WITHOUT REALLY TRYING



LP-92 DANNY KAYE — GRIMM'S FAIRY TALES

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- #00004 THE GOLDEN TREASURY OF CHRISTMAS SONGS AND STORIES
- #00005 THE GOLDEN BIBLE SONGS AND STORIES
- #00006 AN INTRODUCTION TO THE INSTRUMENTS OF THE ORCHESTRA

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The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 34

BEETHOVEN-BRAHMS: VIOLIN SONATAS; BRAHMS: VIOLIN SONATAS 2 AND 3



Henryk Szeryng, Artur Rubinstein. RCA Victor LM 2620, 2619 (M); LSC 2620, LSC 2619 (S)—Among the cornerstones of the violin sonata repertoire are the three by Brahms. These are given glowing performances by Henryk Szeryng, partnered by Artur Rubinstein. The two work together in a marvelous display of unity in artistry. The first Sonata ("Rain") is backed by an equally luminous performance of Beethoven's good-humored Sonata No. 8, while a second disk contains the second and third Brahms Sonatas. These performances rank with the finest ever recorded of these works.

Sacred

HOW GREAT THOU ART



Jimmie Davis. Decca DL 4322 (M); DL 74322 (S)—Governor Jimmie Davis has another potent album of sacred melodies on this LP. He sings the material in his own inimitable style with some great country type backing. Davis is backed nicely throughout the album by some top flight guitar and vocal chorus work. "Do Lord," "Come a Little Closer to the Lord," "Dear Jesus, Abide With Me" and "How Great Thou Art" are some of the exceptional inspirational tracks. Should be another winner for Davis in the country field.

Country & Western

IT'S MY WAY



Roy Drusky. Decca DL 4340 (M); DL 74340 (S)—Roy Drusky has managed to build a solid following through a good series of singles and his regular spots on the "Grand Ole Opry." He's also a writer of repute, but here he turns to material of substance by other writers, familiar on the country front. Such past hits as "Gone," "Wolverton Mountain," "Walk On By" and "It Keeps Right on A-Hurtin'" are all here along with a less expected contribution by Frank Loesser, "Have I Stayed Too Long." A fine effort that could win the chanter new friends.

MY ALL TIME COUNTRY FAVORITES



Bill Monroe and his Blue Grass Boys. Decca DL 4327 (M); DL 74327 (S)—One of the all time hill country favorites, Bill Monroe, gives out with the wild and frantic, high-pitched tones in this program composed of his own favorites in the field. Working with the familiar, and hard-working blue grass boys who manage to strum up a storm on the strings, Monroe gives out with "Gotta Travel On," "Blue Moon of Kentucky," "Four Walls," "Footprints in the Snow," etc. Great wax indeed, for the faithful.

Spoken Word

WALDEN



Howard Mumford Jones. Spoken Arts 832—A most notable work, which has the distinct quality of an absorbing lecture in a college classroom. In this case the lecturer is indeed a dean in the professional ranks, having been a teacher for 40 years, most recently at Harvard. Professor Jones teaches Thoreau as though he loves the image and what it stands for as literature and as philosophic outlook. The selected readings are interspersed with many personal footnotes which students will distinctly savor.

Sound

SOUND EFFECTS



U. S. Air Force Firepower. Audio Fidelity DFS 7012 (S) A dandy for sound hounds who want to create the effect of the Strategic Air Force buzzing through their living room, complete with sonic booms, napalm attacks, drone target attacks, rocket missiles and a nuclear bomb explosion. It's well-recorded and the stereo gives plenty of "peripheral vision" effect, but must properly be classified only as a "gimmick" record with a strong, but specialized appeal.

Children

CHILDREN OF PARIS



Various Artists. Grand Award GA 33 Org 501 — A genuinely charming album with international flavor. The French songs are introduced by Dominique Tirmont, who fractures the English language delightfully. Then, the song is sung by a group of French school-children. Introduced by U. S. actor Jimmy Blaine, a similar American group then does the song in English. An accompanying booklet has the music and both sets of lyrics. Worth hearing for its own sake, and a dandy aid to language teachers.

THE FRENCH TWINS IN PARIS



Marla Ray. Grand Award GA 33 430—An unusual package, attractively boxed it features a disk with Marla Ray and a pair of French twins, Jacques and Jacqueline, who speak and also sing 10 songs. Flash cards used for instructing users in more than 100 French words also are part of the package. Finally, there are two sing-along booklets, encompassing both the music and the words in French

(Continued on page 38)

Reviews of New Albums

★★★★ STRONG SALES POTENTIAL

★★★★ THE EXCITING VOICE OF AL MARTINO

Capitol T 1774 (M); ST 1774 (S)—This is one of Al Martino's best albums. It features outstanding performances by the chanter on a flock of big ballads, many of which have been associated over the years with the late Mario Lanza. Martino sells them with excitement backed by a large ork. Best sides include "Because You're Mine," "The Loveliest Night of the Year," "Here in My Heart" and "Granada."

★★★★ MEET THE SWAGMEN

Parkway P 7015 (M); SP 7015 (S)—The Swagmen are a new pop-folk group, in the tradition of the Highwaymen, and they bow on the label with potent readings of a collection of folk tunes. The lads have a good blend and they project stylishly on this recording. Tunes include familiar folk efforts up-dated by the lads, including "I Was Born in West Virginia," "Mountain Gal," "Old King Cole" and "By the Yonder Tree." Lads could get attention among folkies as a result of this exciting disking.

★★★★ SWEET AND SENTIMENTAL

Jan Howard. Capitol T 1779 (M); ST 1779 (S)—Jan Howard, wife of the well-known country songwriter, Harlan Howard, and herself the owner of more than a few country disk hits, has a fine album debut here in which she sings a neat mixture of country, popified country tunes and some with a distinctly urbanized flavor. Doris Day's "Everybody Loves a Lover" comes alive again, as does "Heartaches by the Number" (Ray Price and Guy Mitchell) and the fine Willie Nelson weeper, "Funny How Time Slips Away." Gal has a sincere, pleasing style and she's at home with all these tunes. Each one gets the Nashville vocal and combo backing.

★★★★ THE LIGHTNING FINGERS OF ROY CLARK

Capitol T 1780 (M); ST 1780 (S)—Another solid guitarist is born, at least in the area of recordings. Clark has been an accompanist for country singer Wanda Jackson but here he gets his first chance as a soloist on disks. Mainly, the material is keyed to the younger set, with a flock of Twist items like "Texas Twist," "Wildwood Twist," "Weepin' Willow Twist," and others, but there's also a showcase for the lad's pure lightning-fingered virtuosity in "Twelfth Street Rag." Good sound abounds here and guitar fans should dig it.

★★★★ WILLIE NELSON ... AND THEN I WROTE

Liberty LRP 3239 (M); LST 7239 (S)—The familiar "and then I wrote" routine can easily be adapted to the country field today, and clefter Willie Nelson does just that in this new album of hit songs from the Nelson catalog, sung by the writer himself. The lad offers such fine tunes as "Hello Walls," "Funny How Time Slips Away," "Crazy" and others, all recent hit writing efforts for the lad. He has a pleasant, nasal quality, which, though it's not on a par with his songwriting ability, is still easy to take. Fans should like this.

★★★★ MUSIC INSPIRED BY THE MOTION PICTURE "THE WAR LOVER"

Shiro Hiroaki. Colpix CP 512 (M); SCP 512 (S)—The love theme from the new film, "The War Lover," provides the opening and closing track on this LP. The remainder is devoted to songs, mainly sentimental, associated with World War II, such as "White Cliffs of Dover," "He Wears a Pair of Silver Wings," "In the Blue of the Evening," "Moonlight Cocktail," and the novelty, "Roll Me Over." A strong idea for a package that will take advantage of the promotion surrounding a big film.

★★★★ THE SOUND OF MAGNIFICENT MANDOLINS

Dick Dia and his Mandolin Ork. Audio Fidelity AFSD 5963 (S)—Here's a mighty listenable set for those who like mandolin ork music that has the two channel sound. The instruments are attractively recorded in the sound style. The material is also tailored to catch the sound buff's ear. "Never On Sunday," "Summer in Venice," "Arrivederci Roma" and "Brazillia" are some of the familiar tunes included. It's all soft and engaging music.

★★★★ THE WALTZES OF IRVING BERLIN

Melachrino Strings and Ork. RCA Victor LPM 2561 (M); LSP 2561 (S)—A dozen of Irving Berlin's most romantic tunes are given a lush, wall-to-wall-strings treatment in slow waltz tempo, and the result is very pleasant listening indeed. Numbers include "All Alone," "Always," "Remember," "When I Lost You," among others. Stations using restful-music formats are sure to find it popular with listeners. Stereo is big and spacious, and "European" in style.

★★★★ OLIVER

Various Artists. Capitol T 1784 (M); ST 1784 (S)—This virtually complete British-made version of the hit English show is being released in competition with the original cast disk, and could give it some sters

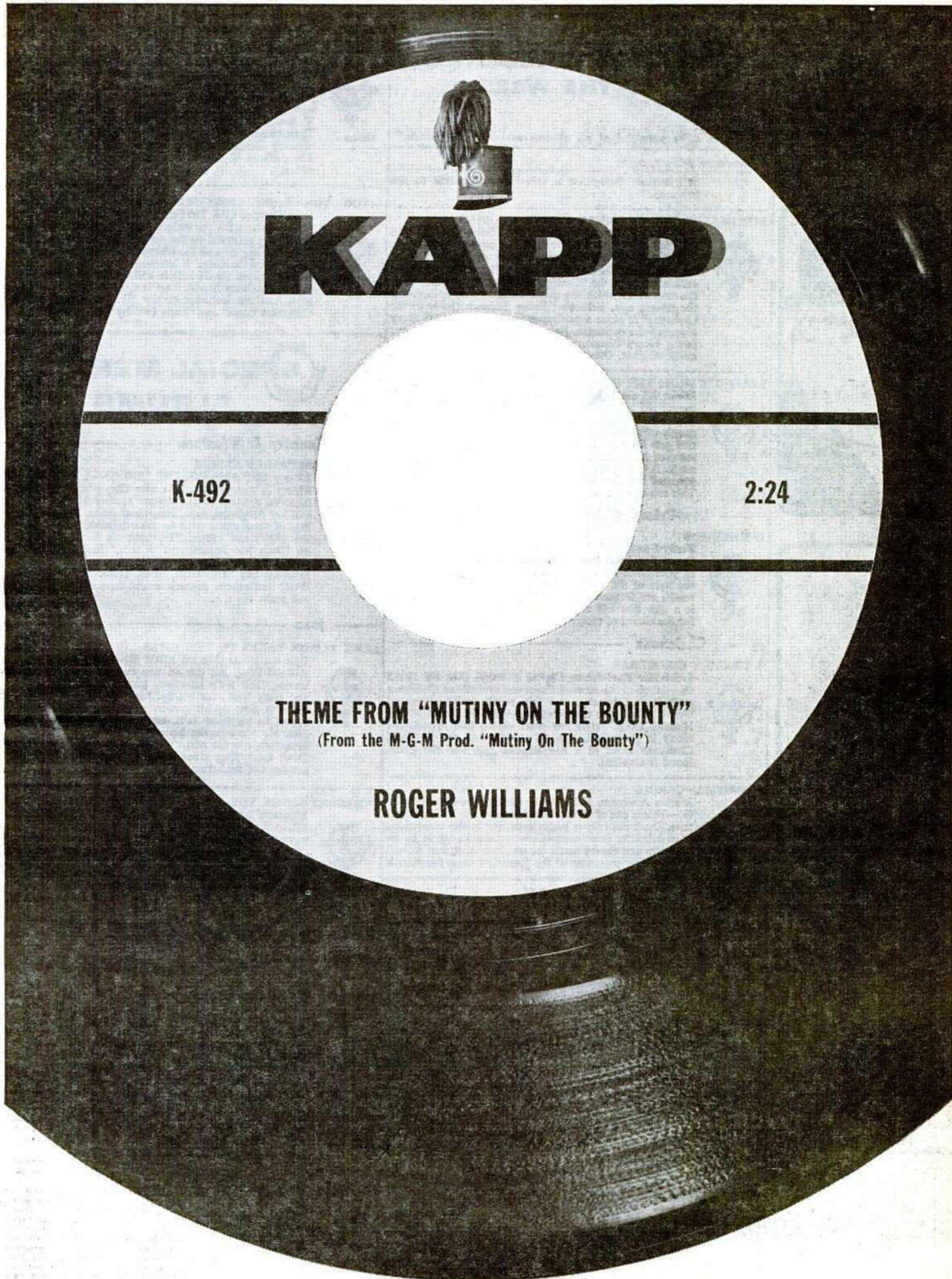
(Continued on page 38)

POP!

TODAY
"POPCORN'S"
NEW POP
SINGLE
IS POPPING
ALL OVER
THE PLACE...

RICHARD
"POPCORN"
WYLIE
COME TO ME c/w
WEDDIN' BELLS
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K-492

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(From the M-G-M Prod. "Mutiny On The Bounty")

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COLUMBIA RECORD PRODUCTIONS

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

Strongest sales potential of all albums reviewed this week.

• Continued from page 36

and English. Altogether a valuable introduction to the language.

SAINT-SAENS: THE CARNIVAL OF THE ANIMALS



New York Philharmonic (Bernstein). Columbia ML 5768 (M); MS 6368 (S)—Smaller fry being introduced to music will find this a fun disk, and dealers should do a brisk business to adults seeking presents. Bernstein introduces each segment of the "Carnival of Animals," making clear the manner in which the music imitates each animal. On the reverse side, Britten's "Young Person's Guide to the Orchestra" is given a performance which shows off every aspect of the orchestra. Narration is handled with skill by young Henry Chapin, son of the Columbia Masterworks music director. Outstanding release in the children's area.

STRAIGHT FROM THE HORSE'S MOUTH



Mister Ed the Talking Horse. Golden LP 88—Mr. Ed is the talking horse who has managed to grab a lion's, or at least a horse's share of the kiddie TV market, in the last couple of seasons. The horse, who continually confounds and gets his master into all kinds of trouble, here offers some of his clever observations in terms of monolog and songs. A few of the titles include "Can Fish Talk?" "Who Invented Ice Cream?" "The Historic Force, the Horse." This can reach a broad segment of the kid market.

Low-Priced Children

INSIDE KIDS



Sonny Fox and his Kids. Peter Pan 8009—TV personality Sonny Fox leads some ad lib discussions among a group of youngsters on sundry serious topics, such as religion, the state of the world, parents and adults generally. The results are frequently touching or hilarious. Actually, this is a disk that will appeal to adults as much as children for the charm of their inherent honesty.

Christmas

A GERMAN CHRISTMAS



Bielefelder Kinderchor. Capitol T 10308 (M); ST 10308 (S)—Much of the musical flavor and customs of Christmas stem from Germany, and this well-recorded album of German Christmas carols and hymns ("Stille Nacht," "Von Himmel Hoch," etc.) has great charm and appeal. It's nicely in the mood, also, of the Capitol of the World Christmas series of a few seasons ago, and the stereo sound is excellent.

CHRISTMAS CAROLS



Marian Anderson. RCA Victor LM 2613 (M); LSC 2613 (S)—This is one of the best Marian Anderson LP's in some time. She is not only in better voice, but is also surrounded with delightful arrangements and excellent support by an orchestra and chorus under the direction of Robert Russell Bennett. Her treatment of the great Christmas favorites is

• **Reviews of New Albums**

• Continued from page 36

competition. Stanley Holloway of "My Fair Lady" fame is the headliner here in the role of Fagin, and as such lends potent appeal. Most of the other characterizations are carbons of the original, but Holloway brings his own special interpretation to his role. The show, which opened in San Francisco, is playing cities across the U. S. en route to a December Broadway opening. This disk can benefit from the show's excitement.

★★★★ **BUDDY KNOX' GOLDEN HITS**

Liberty LRP 3251 (M); LST 7251 (S)—It's been a long time since Buddy Knox has had a hit but this collection of his oldies, newly recorded, should interest his fans and "oldies" collectors. Sides include "Party Doll," "Hula Love," "All by Myself" and "She's Gone." Chanter sings them with his usual savvy and the set is a good one for the teen crowd.

LOW-PRICED POPULAR

★★★★ **TENDERLY YOURS**

Julie London. Guest Star GS 1417—As rack merchandise, this low-priced stereo album may move on the strength of Julie London's name, but dealers should be aware of one thing: there are five tracks on each side of the record, and of these only two actually have Julie London. Mathematically, Julie is only 40 per cent of the album, and 60 per cent is made up of straight instrumental by Ted Comstock—even though the cover gives the big play to Miss London. Her Numbers ("Foggy Day," etc.) are oldies and the stereo sounds "re-processed." Same general talent policy is followed on other "Guest Star" albums from this label.

★★★ **STRONG SALES POTENTIAL**

JAZZ LP'S

★★★★ **PIKE'S PEAK**

Dave Pike Quartet. Epic LA 16025 (M); BA 17025 (S)—A young vibes player is spotlighted on this LP. Pike is currently playing with the Herbie Mann group and he is assisted here by Bill Evans, piano; Herbie Lewis, bass, and Walter Perkins, drums. The set has swing and high lyricism, with each of the performers contributing to the excitement. "In a Sentimental Mood," "Blues" and "Wild Is the Wind" are three of the better tracks.

★★★★ **MANY-SPLENDORED VIBES**

Lionel Hampton. Epic LA 16027 (M); BA 17027 (S)—Devoted followers of Hamp's vibes style might want to but this LP but many of them will be disappointed in the results. The instrumentalist plays well enough but backings and materials are certainly not the best showcase for him. Conga, bongo and tambourine effects meant to give the album a pop sound are weak and the supporting combo does not aid the proceedings. Titles include some unusual material for a jazz date ("Three Coins in the Fountain" and "Moulin Rouge" are typical) and a bossa nova is also included.

★★★★ **BOSSA NOVA**

Lalo Schifrin and Ork. Audio Fidelity (Continued on page 39)

moving or joyous, in turn, and should make this one of the stronger Yule season releases. Miss Anderson's famed rendition of Schubert's "Ave Maria" is one of the highlights.

IT CAME UPON A MIDNIGHT CLEAR



Roger Wagner Chorale. Capitol W 1760 (M); SW 1760 (S)—A beautiful performance of some of the delightful Christmas repertoire. The readings are done with great precision and skill by the mixed chorus with big, lustrous accompaniment. The pleasant mixture includes "Good King Wenceslas," "Gesu Bambino," "Little Drummer Boy," "O Tannenbaum," "Wassail Song" and "Silent Night." Cover painting shows the angels kneeling by the Christ child. The package should be one of the important Christmas sellers.

LIVING VOICES SING CHRISTMAS MUSIC



RCA Camden CAL 725 (M); CAS 725 (S)—Mighty potent Christmas wax for the budget market here. The voices are beautifully recorded on the set and attractively backed by the ork. They sing all the Christmas standards—songs and carols—and the album is handsomely packaged in brilliant holiday colors. Sound effects and special dramatic use of instruments also brighten up the usual Christmas repertoire, and the inclusion of the "Wassail Song," "Indian Christmas Carol" and "Latin Lullaby" add new spice.

SPECIAL MERIT ALBUMS

Country & Western

THE CARTER FAMILY ALBUM



Liberty LRP 3230 (M); LST 7230 (S)—A bit of colorful history is wrapped into this new album bringing about a recorded reunion of the famous Mother Maybelle Carter and her daughters, June, Helen and Anita, in new recordings of tunes made great by the original Carter Family in the 1920's and 1930's. The mountain harmonies abound on "Bury Me Beneath the Willow," first song ever recorded by the older group, plus a group of their own favorites like "The Little Black Train," "Picture on the Wall" and others. Historians and fans of the hill sound will really dig this.

Jazz

MOSE ALISON TAKES TO THE HILLS



Epic LA 16031 (M); BA 17031 (S)—Mose is now with the Atlantic label, but this set was cut for Epic prior to his leaving. The lad's infectious humor is evident on each and every track, for the lad has a full LP of vocals for the first time in his career, something that's bound to appeal to his many fans, and make many new ones for him. He accompanies himself on piano, and drums and bass complete the trio. "V-8 Ford Blues," "Baby Please Don't Go," "Hey Good Lookin'" and "Mad With You" are some of the better tracks.

SCHUBERT SONGS, VOL. I & II



Elisabeth Schumann. Angel COLH 130, 131—The great Elisabeth Schumann's famed interpretation of Schubert songs have been issued on two LP's as part of Angel's "Great Recordings of the Century" series. Volume I contains recordings made between 1927 and 1936 while Volume II includes those from 1937 to 1949. Between them, they embrace the greatest of the Schubert lieder, making these disks musts for lovers of the art song and Mme. Schumann's artistry.

Classical

PRESENTING ERICK FRIEDMAN



RCA Victor LM 2610 (M); LSC 2610 (S)—A protege and pupil of Jascha Heifetz, young Erick Friedman is a polished artist at the age of 23. On this release, he makes his recording debut a memorable one with a dazzling performance of the Paganini "Violin Concerto No. 1," with the Saint-Saens "Introduction and Rondo Capriccioso," another eye-popping show-stopper, filling out the disk. This is a memorable debut platter that will create a stir in bringing an exciting new virtuoso to the public eye.

Children Low Price

LEARNING AMERICA THE FUN WAY; THE SILLY RECORD; STORIES OF FAMOUS CHILDREN IN THE OLD TESTAMENT; MAMA GOOSE AND PAPA GANDER; FOR SLEEPYHEADS ONLY; A DAY AT THE CIRCUS WITH "MR. SINGING RINGMASTER"



Various Artists. Harmony HL 9535, 9536, 9537, 9538, 9539, 9540—Six colorful boxes have been packaged by Harmony, Columbia's low-priced label, each containing a record and material for coloring. These include six coloring pencils, a pencil sharpener, and four pictures featuring characters described on the disks. The pictures have numbers showing which areas are to be colored by pencils with the equivalent number, and each picture, by following folding instructions, winds up with the effect of a three-dimensional frame suitable for hanging. All lend themselves very strongly to display, and make attractive and inexpensive gift items. The records themselves offer pleasant helpings of songs and stories by such artists as Rosemary Rice, Mr. Greenjeans of the Captain Kangaroo TV show; Harold Ronk, ringmaster of Ringling Bros. & Barnum and Bailey Circus, Stoo Hample, Kay, Lande and Bud Collyer.

This Week	Last Week	By special survey for week ending 10/13 TITLE, ARTIST LABEL & NUMBER	Weeks on Chart
1	2	GREEN ONIONS, Booker T & the MG's, Stax 127	8
2	6	YOU BEAT ME TO THE PUNCH, Mary Wells, Motown 1032	7
3	1	SHERRY, Four Seasons, Vee Jay 456	6
4	3	LIE TO ME, Brook Benton, Mercury 72024	6
5	4	DO YOU LOVE ME, Contours, Gordy 7005	8
6	5	STORMY MONDAY, Bobby Bland, Duke 355	3
7	9	BEECHWOOD 4-5789, Marvellettes, Tamia 54065	9
8	13	PARTY LIGHTS, Claudine Clark, Chancellor 1113	14
9	18	SOMEDAY, SOMEWAY, Marvellettes, Tamia 54065	5
10	19	MONSTER MASH, Bobby (Boris) Pickett & the Crypt Kickers, Garpax 44167	2
11	16	PATCHES, Dickey Lee, Smash 1758	4
12	7	DON'T YOU WORRY, Don Gardner & Dee Dee Ford, Fire 513	3
13	11	SHEILA, Tommy Roe, ABC-Paramount 10329	9
14	14	RINKY DINK, Dave (Baby) Cortez, Chess 1829	11
15	27	STUBBORN KIND OF FELLOW, Marvin Gaye, Tamia 54068	2
16	—	WHAT'S A MATTER BABY, Timi Yuro, Liberty 55469	9
17	12	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	6
18	10	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352	8
19	8	LOCO-MOTION, Little Eva, Dimension 1000	11
20	—	LET'S DANCE, Chris Montez, Monogram 505	5
21	20	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	17
22	15	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	9
23	—	A WONDERFUL DREAM, Majors, Imperial 5855	1
24	—	LOOKIN' FOR A LOVE, Valentinos, Sar 132	11
25	—	POPEYE (The Hitchhiker), Chubby Checker, Parkway 849	1
26	17	TWIST AND SHOUT, Isley Brothers, Wand 124	18
27	24	STOP THE WEDDING, Etta James, Argo 5418	11
28	—	SOMEBODY HAVE MERCY, Sam Cooke, RCA Victor 8088	1
29	25	BROKEN HEART, Fiestas, Old Town 1122	5
30	29	SWEET SIXTEEN BARS, Earl Grant, Decca 25574	2

● Reviews of New Albums

● Continued from page 38

AFSD 5981—Schifrin is an Argentinian by birth and his interpretation of the new samba-like beat is impressively authentic. The pianist, arranger and composer has a sparkling group of musicians in the combo surrounding him. He is currently working with Dizzy Gillespie's group and he has taken a number of the artist appearing with him from that group. Leo Wright alto, tenor and flute is a most notable example,

gent. Richard Lewis is the featured tenor on the work. Could appeal to choral collectors.

★★★★ CHOPIN: 24 PRELUDES OP. 2, POLONAISE IN A FLAT OP. 53
Ruth Slenczynska, Decca DL 710059 (S) — The erstwhile child prodigy has rendered the Chopin Preludes with style and class. As with her previous Decca disks, she is treading familiar repertory in which she faces formidable competitive versions, but hers is decidedly worth hearing and a hard core of fans will account for a sizable sale.

★★★★ BRAHMS: PIANO CONCERTO
Gina Bachauer, pianist; London Symphony Orchestra (Skrowaczewski), Mercury MG 50301 (M); SR 90301 (S)—Mme. Bachauer pits herself against some of the very top names of the piano world in this performance of one of the favorites in the world of piano repertory. The Grecian pianist proves the equal of the most arduous moments of the score and she manages to infuse her reading with warm persuasiveness throughout. Despite the presence of a Horowitz, Gilels or Cliburn with readings of this major work, Gina Bachauer proves herself its equal in a new reading which should command the respect of the cognoscenti.

★★★★ BRAHMS: 19 HUNGARIAN DANCES
Hartford Symphony Orchestra (Mahler), Decca DL 71005 (S)—Nineteen of Brahms' 21 widely loved Hungarian Dances are presented in transcriptions for orchestra. They are performed with zest and spirit by the Hartford Symphony under the baton of Fritz Mahler, whose feeling for the idiom reveals his Mitteleuropean background. Some potent competition, but few of these offer as much, quantitatively or qualitatively.

★★★★ A BACH RECITAL
Rosalya Tureck, Decca DL 71006 (S)—Miss Tureck has acquired a loyal and perhaps fanatical following which regards her Bach interpretations as the epitome of the art. This will be a must disk for them. Apart from the "Capriccio on the Departure of His Beloved Brother," the works are seldom heard. They include the "Toccata, Adagio and Fugue" in D Major, four duets from the Clavierbung, and the Adagio in G Major. Miss Tureck's playing, though stylized, has a definite personality.

★★★★ MORENO TORROBA-SABICAS: CONCIERTO EN FLAMENCO
Decca DL 710057 (S) — This one's a "must" for aficionados of flamenco guitar since it represents a new-work collaboration between guitarist Sabicas and composer-conductor Torroba. It has a romantic, nostalgic flavor, and sounds vaguely like de Fall's "Nights in the Gardens of Spain" with a guitar instead of piano as the solo instrument in the concerto. Remainder of the second side is filled with Sabicas solos. Recording and stereo work are good.

★★★ MODERATE SALES POTENTIAL

★★★ GOLDEN FAVORITES OF BROADWAY
Frank Parker, Liberty LRP 3252 (M); LST 7252 (S)

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

CHRISTMAS

★★★★ CHRISTMAS IN ZITHERLAND
Ruth Welcome, Capitol T 172 (M) ST 172 (S)—Miss Welcome performs in her highly accomplished zither style. The album contains both Christmas carols and hymns, one side devoted to each. The zither star is accompanied simply by chimes and other instruments. She plays such standards as "Rudolph the Red-Nosed Reindeer," "Silver Bells" and "White Christmas" and such hymns as "O Holy Night," "Silent Night" and "O Little Town of Bethlehem."

CHRISTMAS INTERNATIONAL 4 star
★★★★ CHRISTMAS IN GERMANY
Various Artists, Universe ULP 553—A lovely album featuring warm and appealing presentations in German of familiar Christmas carols. Many different artists are featured, from Willy Schneider to Gerhard Wendland, plus a children's choir that is outstanding. Carols include "Silent Night," "Holy Night," "O Tannenbaum," etc.

INTERNATIONAL

★★★★ GERMAN FAVORITES OF THE EARLY 50'S, VOL III
Various Artists, Universe ULP 534—This is another in the label's "German Favorites" series, and it's a good one, too. The artists here are Rene Carol, Gerhard Wendland, Detlev Lais and Heinz Wozel. They perform the hit songs of the early '50's stylishly over good ork backing. Strong diskings for German neighborhoods.

★★★★ SONGS FROM PARIS, VOL. II
Toni Jacques, Universe ULP 530—The sound of the musette accordion comes through here in a delightful, well-recorded package that captures much of the gay atmosphere of Paris. The material is danceable and could fit the pop and international grooves, for those seeking a tastefully created Continental sound. The titles include "Come Prima," "Je T'Aimerai," "Aie Mon Coeur" and others.

★★★★ THE MUSIC OF BAVARIA
Kollmansberger Band; Alois Mosbacher Ork; Munich Brass Band, Fontana MGF 27501 (M); SRF 67501 (S)—A variety of Bavarian-flavored waltzes, polkas and marches that are as "gemutlich" as a picture postcard of the Bavarian Alps. Likely to appeal to Americans who have visited this picturesque region of Europe, and to stations which have programming segments built around "national portraits." Three different ork groups, all well known in Europe, are featured in the album.

★★★★ GERMAN FAVORITES
Rudi Schuricke, Universe ULP 543—Rudi Schuricke's schmaltzy, romantic tenor has been a virtual fixture for years as a dubbing voice in German movies and as a record artist. The numbers in this album aren't new, and are drawn from European mono catalog material recorded in the early 1950's. Album therefore may develop sales among Schuricke fans who have had to rely on import platters. Typical of the album is Schuricke's "Capri Fischer," a pleasant Italian tango.

SACRED

★★★★ SUNSHINE IN MY SOUL
Burl Ives, Decca DL 4320 (M); DL 74320 (S)—Evangelism is the mood of this new addition to Burl Ives' recorded performances. All numbers are old favorite hymns like "Leaning on the Everlasting Arms," "Blessed Assurance," etc. Ives sings against a backing of piano, electric organ and what sounds like a church choir. A sincere, grass-roots album.

COUNTRY & WESTERN

★★★★ COUNTRY MUSIC TIME
Tex Williams, Decca DL 4295 (M); DL 74295 (S)—This collection of familiar ditties by Tex Williams should appeal strongly to his many fans. The songs include his smash hit "Smoke! Smoke! Smoke! (That Cigaret)," "Talkin' to the Blues," "Nine Pound Hammer," "San Antonio Rose," "Old Betsy" and "Shake the Hand of a Stranger." The Tex Williams trio and ork with chorus accompanies the singer.

★★★★ ROSE LEE AND JOE MAPHIS
Capitol T 1778 (M); ST 1778 (S)—Here's a completely delightful pair who do as good a job with the hill sound as anybody around today. The Maphis couple are not entirely new to the bluegrass world, but this is their first album on Capitol. It should not be the last. They have a fine hill harmony sound with such titles as "Lonesome Train," "Picture on the Wall" and "Whiskey Is the Devil in Liquid Form" and the guitar and banjo work in the background is tops. There's a lot going on here and the aficionados should enjoy it much.

★★★★ SMILES AND TEARS
Johnny and Jack, Decca DL 4308 (M); DL 74308 (S)—The country pair turn in a number of fine performances here. The songs are by a number of the c.&w. field's top writers. "Slow Poison," "Waterloo," "A

Little Bitty Tear" and "Bye, Bye, Love" are some of the better titles. There's much more than just a touch of humor in the work and it should give country cousins many pleasant moments.

RELIGIOUS

★★★★ SING A HYMN TO MARY
The Angelus Chorale, Capitol T 1785 (M); ST 1785 (S)—Catholic hymns are sung with much reverence by the choir here. The album is made up of familiar hymns that are performed simply by the chorus accompanied by organ. The album should make a good display item in Catholic neighborhoods as the religious holidays approach. The material all glorifies the Virgin Mary and lyrics to some of the hymns are included on the liner of the LP.

SPOKEN WORD

★★★★ THE ILIAD AND THE ODYSSEY OF HOMER
Ennis Rees, Spoken Arts 833—A bold experiment and one that comes off well. Here is a completely new translation of these Homeric works, done by the reader, Ennis Rees of the English Department of the University of South Carolina. The material is handled in free-moving, comprehensible style, without losing the flavorsome, classic touch. These brilliantly, re-created excerpt passages can become an inspiration to students.

SOUND

★★★★ STEREO SPECTACULAR DEMONSTRATION AND SOUND EFFECTS
Audio Fidelity DFS 7013—One side is a running montage of selections from previous Audio Fidelity albums (mostly sound-effects platters) with a narration by Peter Allen to tie them together. The other side has 10 musical selections from AF albums, each (Continued on page 42)

3 CHART BUSTERS!

MARVIN GAYE
"STUBBORN KIND OF FELLOW"
Tamia #54068

"MIND OVER MATTER"
THE PIRATES
Mel-O-Dy #105
(Distributed Nationally by Tamia/Motown)

LA BRENDA BEN
"CAMEL WALK"
Gordy #7001

TAMLA/MOTOWN RECORDS
Detroit, Michigan

★★★★ STRONG SALES POTENTIAL

CLASSICAL LP'S

★★★★ HIAWATHA'S WEDDING FEAST
Royal Choral Society; Philharmonia Orchestra (Sargent), Angel 35900 (S)—Coleridge-Taylor's "Hiawatha's Wedding Feast" is rarely performed today in Britain, yet at one time it was second in choral popularity to "The Messiah." However, it is a lovely and charming choral composition and it is handed a moving performance by the Royal Choral Society and the Philharmonia Orchestra under Sir Malcolm Sar-

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

EDDIE CANO
 ★★★★★ **BARANOVA BROWN** (J.V.P., ASCAP) (2:03)
ANDRE KOSTELANETZ
 ★★★★★ **THE WASHINGTON TWIST** (Berlin, ASCAP) (2:01)
 ★★★★★ **THE SECRET SERVICE** (Berlin, ASCAP) (2:02)

Pick From the Past

THE DEMENSIONS
 ★★★★★ **OVER THE RAINBOW** (Leo Feist, ASCAP) (3:13)

Reviews of New Singles

Continued from page 23

★★★ **Go Shout It From a Mountain**—(Drury Lane, BMI) (2:20)

EVEREST BARNSDALE
 ★★★★★ **One Arm Bandit**—COLPIX 660—Cute novelty instrumental with a ricky-tick sound that imitates a slot machine, paying off in a jackpot. Deejays may find it a good change of pace. (Concertone, ASCAP) (2:07)

★★★ **Firewater** — (Concertone, ASCAP) (2:31)

ROBERT MERSEY
 ★★★★★ **Rain on the Roof**—COLUMBIA 42584—The fine oldie receives a first-rate instrumental performance from the Mersey crew here, and it should grab a lot of air exposure. (Famous, ASCAP) (2:04)

★★★ **Kookaburra**—(Gil, BMI) (2:47)

LISTER SHAW
 ★★★★★ **Theme From Northern Lights**—AMY 862—Amy bought this master a while back. It features wide string ork and vocal chorus as backing for piano out front. The theme is in the dramatic production school and the side could get wide air exposure. (Aim-RuDot, BMI) (2:40)

★★★ **Lost in a Mist**—(Aim-RuDot, BMI) (2:38)

JORDAN CHRISTOPHER
 ★★★★★ **Broken Hearted Boy** — JUBILEE 5440—Lad bows on the label with a strong reading of a pretty rockaballed item, sparked by clever arrangement and smart choral work. Song builds all the way and has a chance for sales. (Allied, ASCAP) (1:53)

★★★ **Goodbye My Love**—(Primary, BMI) (2:34)

THE DEMENSIONS
 ★★★★★ **Over the Rainbow**—CORAL 65559—This is a remake of the boys' hit of a few years ago and it could appeal to the oldies but goodies collectors. Lads sell it in their own style and disk has a chance to happen again. (Leo Feist, ASCAP) (3:13)

★★★ **Zing! Went the Strings of My Heart**—(Harms, ASCAP) (2:03)

JOE HENDERSON
 ★★★★★ **The Searching Is Over** — TODD 1079—Powerful hunk of material receives a warm-voiced performance from Henderson helped much by the chorus and ork arrangement. He talks and sings the ballad and it has a sound—as well as a chance. (Cape Ann-Cramart, BMI) (2:14)

★★★ **Three Steps**—Cigma, BMI) (2:30)

DON WILKERSON
 ★★★★★ **Camp Meatin'**—BLUE NOTE 1864—A swingin' side that starts with an introductory chant about the camp meetin'. Then things move into a pounding rocking blues framework, with some solid horn work. Great beat here, much in the Twist groove. (Groove, BMI) (4:45)

★★★ **Homesick Blues** — (Groove, BMI) (5:25)

THE COLEMAN HAWKINS SEXTET
 ★★★★★ **Samba Para Bean** (Bossa Nova)—IMPULSE 209—Another attractive entry in the bossa nova singles derby. Hawkins blows soft and pretty to a catchy guitar and rhythm samba beat. The Getz-Byrd rendition of bossa nova is already doing well, but some jocks will like this, too. (Big 7, BMI) (2:55)

★★★ **I'm Looking Over a Four Leaf Clover** (Jazz Samba) — (Remick, ASCAP) (2:50)

DET MOORE ORE
 ★★★★★ **Blue Sax**—GALLANT 3004—Bob Mersey wrote and arranged this pretty side

for the album "Great Jazz From Great TV." A mellow alto sax is featured here in a slow, moody tune against strings. Worth spins. (Sam Fox, ASCAP) (2:10)

★★★ **Jazz Dramatic**—(Sam Fox, ASCAP) (2:01)

DAVID AND LEE
 ★★★★★ **Sad September**—G.S.P. 1—The chick went away, only for the summer, but now she's not coming back at all. The pair have a nice Every kind of sound and the material is styled for teens. The side has a chance. Gary Paxton produced the disk. (Garpax, BMI) (2:18)

★★★ **Tryin' to Be Someone** — (Garpax, BMI) (2:15)

MEL TORME
 ★★★★★ **Comin' Home Baby**—ATLANTIC 2165—Here's a new, and a swinging Mel Torme, who works in the Bobby Darin fashion on this catchy side. It has an infectious rhythm and a good performance by Torme. (Melotone, BMI) (2:41)

★★★ **Right Now**—(Herbie Mann, ASCAP) (2:13)

RAY PRICE QUARTET
 ★★★★★ **The Pay-Off (A Mol de Payer)**—EPIC 9539—The Australian chart-toppers turn in a strong performance of a trad-type instrumental item, penned by Sidney Bechet. Has a pleasant melody and side could get air play. (BIEM) (2:58)

★★★ **Dardanella**—(Fred Fisher, ASCAP) (2:54)

WEE WILLIE DENSON
 ★★★★★ **Fried Marbles**—MAY 126—Bright rocker explaining the fried marbles fad is handed a strong performance by the chanter over happy backing. Could get action. (Marneshek, BMI) (2:45)

★★★ **In My Own Little Way**—(Marneshek, BMI) (2:34)

THE SHADOWS
 ★★★★★ **Guitar Tango**—ATLANTIC 2166—The lovely Brazilian tune, once known as "The Breeze and I," is handed a smart instrumental performance here by the Shadows. The tune has Latin touches, both in the guitar and the string work. A side that has a chance for the big time. (Mills, ASCAP) (2:58)

★★★ **What a Lovely Tune**—(Shadows-Hill, & Range, BMI) (2:15)

MORGAN-CONDELLO COMBO
 ★★★★★ **Night River**—LIBERTY 55511—A mighty attractive reading of this German type theme, as expressed by vibes, trumpet and guitar with rhythm. Has a lot of nostalgia and heart. Ralph Marterie version is already out but this, too, is worth spins. spins. (LeBill-Malapi, BMI) (1:54)

★★★ **All Baba** — (Le Bill-Malapi, BMI) (1:45)

RONNIE ALDRICH
 ★★★★★ **As Long As He Needs Me**—LONDON 9564—Here's Lionel Bart's fine ballad from "Oliver," done neatly by Aldrich with his piano and pleasant ork accompaniment. The side is taken at a Latinish clip, which gives it a different touch. Spinnable for good music outlets. (Hollis, BMI) (2:23)

★★★ **Where Is Love**—(Hollis, BMI) (2:20)

GEORGIA BROWN
 ★★★★★ **As Long As He Needs Me**—LONDON 9562—The femme lead of "Oliver," now on the road here in its pre-Broadway run, is heard here in a warm and devoted reading. The ballad tune is one of the standouts of the show and this version can grab much of the play. (Hollis, BMI) (3:18)

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Last By special survey for week ending 10/13 Weeks on
 Week Week TITLE, ARTIST, LABEL & NUMBER Chart

1	1	DEVIL WOMAN, Marty Robbins, Columbia 42486.....	11
2	2	I'M GONNA CHANGE EVERYTHING, Jim Reeves, RCA Victor 8080.....	7
3	3	MAMA SANG A SONG, Bill Anderson, Decca 31404.....	12
4	4	I'VE BEEN EVERYWHERE, Hank Snow, RCA Victor 8072.....	5
5	22	WILLIE THE WEEPER, Billy Walker, Columbia 42492.....	7
6	19	DON'T GO NEAR THE INDIANS, Rex Allen, Mercury 71997.....	3
7	23	A GIRL I USED TO KNOW, George Jones & the Jones Boys, United Artists 500..	2
8	14	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048.....	16
9	5	WOLVERTON MOUNTAIN, Claude King, Columbia 42352.....	24
10	6	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	8
11	10	HELLO OUT THERE, Carl Belew, RCA Victor 8058.....	3
12	9	PRIDE, Ray Price, Columbia 42518	4
13	7	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	11
14	17	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529.....	3
15	12	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405.....	10
16	13	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472.....	9
17	8	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170.....	16
18	18	COW TOWN, Webb Pierce, Decca 31421.....	2
19	21	SHAME ON ME, Bobby Bare, RCA Victor 8032.....	5
20	11	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424.....	6
21	—	BIG FOOL OF THE YEAR, George Jones & the Jones Boys, United Artists 500... 1	
22	—	SOONER OR LATER, Webb Pierce, Decca 31421.....	1
23	—	SOMETHING PRECIOUS, Skeeter Davis, RCA Victor 7979.....	3
24	26	THE COMEBACK, Faron Young, Capitol 4654.....	18
25	30	UNDER COVER OF THE NIGHT, Dave Dudley, Jubilee 5436.....	5
26	24	ADIOS AMIGO, Jim Reeves, RCA Victor 8019.....	21
27	—	I'M LOOKIN' HIGH & LOW FOR MY BABY, Ernest Tubbs, Decca 31399.....	7
28	15	SO WRONG, Patsy Cline, Decca 31406	8
29	20	SUCCESS, Loretta Lynn, Decca 31384	15
30	29	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392.....	11

★★★ **Speak Low** — (Chappell, ASCAP) (2:00)

BOB WILLOW
 ★★★★★ **The One Rose (That's Left in My Heart)**—DIAMOND 125—Singer bows on the label with a strong reading of the oldie beefed up by a lilting choral group. Side could grab spins and has a chance. (Shapiro-Bernstein, ASCAP) (2:14)

★★★ **Annabel Lee**—(Wilkay, BMI) (2:29)

EDMUNDO ROS
 ★★★★★ **I'd Do Anything**—LONDON 9565—The bright sound of the Ros Latin band is applied to a happy, upbeat song from the score of "Oliver," British musical. The side makes solid dancing and listening fare and it's worthy of spins. (Hollis, BMI) (2:23)

★★★ **The Sound of Money** — (Florence, ASCAP) (2:30)

EDDIE CANO
 ★★★★★ **Baranova Brown** — REPRISÉ 20113—Here's a new bossa nova-styled item that spots some bright and swinging work from Eddie Cano aided by his combo. The side rocks and has a chance for action. Watch it—it's exciting. (J.V.P., ASCAP) (2:03)

★★★ **Green Fields**—(2:24)

THE HAMMOND BROTHERS
 ★★★★★ **Thirty Miles of Railroad Track**—ABNER 7005—Unusual rock effort with a touch of folk is sung in stylish fashion by the lads with the lead chanter coming through with a winning vocal. It has a chance with the youngsters. (Famous,

ASCAP) (2:10)

★★★ **I Told You** (Conrad-Irving Escort, BMI) (2:10)

PETE KING
 ★★★★★ **As Long as He Needs Me**—KAPP 489—The very attractive ballad from the Broadway musical "Oliver" is handed a lovely reading by thrush Jackie Ward aided by the Pete King Chorale and warm ork support. Should grab spins and spins. (Hollis, BMI) (2:52)

★★★ **Consider Yourself** — (Hollis, BMI) (2:52)

MICHAEL ALLEN
 ★★★★★ **A Boy With a Dream** — MERCURY 72036—Soft lyric ballad is sung in story fashion by the lad. The guy loses the girl going out to make money for her. The side has a distinct country sound and the Merry Melody Singers fill the background. (Vanadore, BMI) (2:23)

★★★ **She Don't Need You Like I Do**—(Raleigh, BMI) (1:58)

ESTHER PHILLIPS
 ★★★★★ **Release Me** — LENOX 5555— "Little Esther" sings her first side for the label here, and it's a ballad somewhat in the country vein. The lass' vibrant style is backed by huge vocal chorus and string section. (4 Star, BMI)

★★★ **Don't Feel Rained On**—(Cape Ann, BMI)

TITO RODRIGUEZ
 ★★★★★ **Slow Walk**—UNITED ARTISTS 515—There's a touch of the blues mixed with a Latin beat on this instrumental side by the band. Side features good section

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 BOBBY BLAND
 DUKE 355
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"STRAIGHT ROAD"
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"WHEN THE HOUR COMES"
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"HOME GOING"
 b/w
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 VICTORIA HAWKINS
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work in the band and strong beat. (Norbay, BMI) (2:17)

*** Cara - Caramel Choco - Chocolate - (Leeds, ASCAP) (2:26)

***** MODERATE SALES POTENTIAL**

SANDY SELSIE

*** Walk With Me My Angel (Leeds, ASCAP) (2:08) - *** Gonna Get Some Records (Presley, BMI) (2:08), COLUMBIA 42594

JACK SCOTT

*** Green Green Valley (Moss Rose, BMI) (2:46) - *** If Only (Wolfpack, SESAC) (2:35), CAPITOL 4855

BOB JAXON

*** It's a Cruel, Cruel Thing (Karolyn, ASCAP) (2:32) - *** One Way to Love Me (Karolyn, ASCAP) (2:20), ABC-PARAMOUNT 10364

DENNY REED

*** Lamp of Love (Desert Palms, BMI) (2:05) - *** Faithful to the End (Desert Palms, BMI) (2:10), DOT 16490

MANNY ALBAM COND. HIS STRINGS THAT SING

*** Blues From Requiem for a Heavyweight (Chappel & Co., ASCAP) (2:25) - *** Best of Enemies (Gower, BMI) (2:43), COLPIS 659

BETTY CARTER

*** One Note Samba-Bossa Nova (Leeds, ASCAP) (2:20) - *** Shina on Harvest Moon (ASCAP) (2:06), ATCO 6239

DIANE RENAY

*** Little White Lies (Bregman-Vocco & Conn, ASCAP) (2:39) - *** Falling Star (Damlau, ASCAP) (2:22), ATCO 6240

THE PIRATES

*** Mind Over Matter (I'm Gonna Make You Mine) (Trlanon, BMI) (3:00) - *** I'll Love You 'Til I Die (Jobete, BMI) (2:49), MEL-O-DAY 105

MAURY WILLS

*** Crawdad Hole (Glad-Hamp, ASCAP) (2:25) - *** Bye Bye Blues Bourne, ASCAP) (2:15), GLAD-HAMP 2009

ROY CASTLE

*** A Matter of Who (Harrison, ASCAP) (1:44) - *** A Lonesome Cup Of Coffee (Harrison, ASCAP) (3:45), PHILIPS 40065

EUGENE PITT

*** Every Day Is Like a Year (Lescaj, BMI) (2:30) - *** She's My Girl (Lescaj-Little Rick, BMI) (2:10), BELTONE 2027

PATTI CARLSON

*** I'm Not Cookin' Anymore (Bob-Cor, BMI) (1:57) - *** I'm Not Wearin' Your Ring (Bob-Cor, BMI) (2:30), UNITED ARTISTS 597

CELIA MARIE

*** Please Don't Let Go (Bamboo, BMI) (2:20) - *** Walk With Me (Bamboo, BMI) (2:04), ERA 3090

JULIE LONDON

*** Slightly Out of Tune (Desafinado) (Hills, BMI) (1:59) - *** Where Did the Gentleman Go (Royal Oak, ASCAP) (2:55), LIBERTY 55512

A. C. DUCEY

*** (You Are My) Queen of the Nile (Valley, ASCAP) (2:08) - *** Who's Sittin' In My Chair? (Valley, ASCAP) (2:12), WARNER BROS. 5316

GERALDINE HUNT

*** I Let Myself Go (Arc-Diedre, BMI) (2:06) - *** I Wish I Had Llistened (Arc-Diedre, BMI) (2:06), CHECKER 1028

MAX BYGRAVES

*** Consider Yourself (Hollis, BMI) (2:20) - *** I'd Do Anything (Hollis, BMI) (2:25), LONDON 9566

RALPH SMEDLEY

*** Suffocate (Jalo, BMI) - *** Drown (Jalo, BMI) GASP 123456789

DICKEY LEE

*** Dream Boy (Webster-Briarcliff, BMI) (2:55) - *** Stay True Baby (Webster-Briarcliff, BMI) (2:30), REN-DEZVOUS 188

DEAN MARTIN

*** From the Bottom of My Heart (Dammal, Dammal, Dammal) (Laurel, ASCAP) (2:35) - *** In a Little Spanish Town (Warock, ASCAP) (2:30), RE-PRIZE 20116

LENNY DEE

*** Blues in the Night (Remick, ASCAP) (3:15) - *** Baubles, Bangles and Beads (Frank, ASCAP) (2:00), DECCA 25578

THE AMBASSADORS OF PHILADELPHIA, PA.

*** Just Another Day (Sonlo, BMI) (2:02) - *** I Have to Cry Sometimes (Sonlo, BMI) (2:15), FEDERAL 12469

DOLORES GIBSON

*** True Love (That's What He Promised Me) (O-Cal, BMI) (2:06) - *** My Heart Says No (O-Cal, BMI) (2:38), KING 5689

THE WILSON SISTERS

*** My Heart Jumped (Briarcliff, BMI) (2:05) - *** Mister Dream (Briarcliff-Calaban, BMI) (2:40), BETHLEHEM 3032

WAYNE COCHRAN

*** Edge of the Sea (Cochran, BMI) - *** Cindy Marie (Cochran, BMI), AIRE 1230

BOBBY JOHN

*** Trouble in Mind (Leeds, ASCAP) (1:50) - *** Shadows of Love (Travis, BMI) (2:00), IMPERIAL 5874

TROY TALTON

*** Dreamer in the Night (American, BMI) (2:02) - *** Marilyn (American, BMI) (2:33), CREST 1113

THE LEGENDS

*** Lariat (Venetia, BMI) (2:09) - *** Late Train (Venetia, BMI) (2:15), ERMINE 41

KENNY JAMES

*** Woman's Gonna Have Her Way (Crazy Cajun-Treetop, BMI) - *** Please Mr. Sandman (Crazy Cajun-Treetop, BMI), TEAR DROP 3002

JACKIE LEE AND THE RAINDROPS

*** There Goes the Lucky One (Bron, ASCAP) (2:04) - *** I Built My World Around a Dream (Aldon, BMI) (2:02), JAYLEE 10604

JEFF CORDELL

*** Lifetime (Bamboo-Nathaniel) (2:41) - *** The Touch of His Hand (Bamboo-Nathaniel) (2:33), RADIANT 1513

JIMMY NORMAN AND THE VICEROYS

*** You Crack Me Up (Hilde, BMI) (2:38) - *** I Know I'm In Love (Hilde, BMI) (2:22), LITTLE STAR 121

ZEN FULLER

*** Little Sister (Granson, BMI) (1:59) - *** Mem'ry Train (Hill & Range, BMI) (2:12), ACAMA 131

THE VALIANTS

*** Frankie's Angel (Vanno, ASCAP) (2:00) - *** Are You Ready (Catherine, SESAC) (1:45), KC 108

MAVIS RIVERS

*** Slightly Out of Tune (Desafinado) (Hollis, BMI) (2:20) - *** Footsteps of a Fool (Atlantic, BMI) (2:57), REPRIZE 20115

KARI LYNN

*** Cleo-Cleopatra (Le-Mor, ASCAP) (2:05) - *** Tell Him I'm Blue (M.M. Cole, BMI) (2:05), AUBURN 3802

NORMAN LEE ORK

*** Jealous (Mills, ASCAP) (1:48) - *** Slappin' Clarinet (MRC, BMI) (2:12), MERCURY 72030

MARY KAYE WITH THE KELL VIKINGS

*** It's Too Late (BMI) (2:44) - *** Understand (FeeBee, BMI) (2:28), EDEE 3501

JACKIE JOHNSON

*** A True Love (Roseland, BMI) (2:05) - *** Too Late (Roseland, BMI) (2:30), TULANE 106

THE MEGATONS

*** Slow Strip (Jell, BMI) (2:00) - *** Isis (Jell, BMI) (2:17), JELL 189

JR. WALKER ALL STARS

*** Cleo's Mood (Birdsong, BMI) - *** Brain Washer (Fuqua, BMI), HARVEY 117

JAN LAWHON

*** Coming Out Party (Rawson, BMI) (2:05) - *** A Lot to Learn About Love (Sully, BMI) (2:19), REON 1301

P. J. PROBY

*** The Other Side of Town (Metric, BMI) (2:35) - *** Watch Me Walk Away (Camarillo, BMI) (2:29), LIBERTY 55505

BOBBY MILANO

*** Sonny Boy (De Sylva, Brown & Henderson, ASCAP) (2:01) - *** When I Grow Too Old to Dream (Robbins, ASCAP) (2:12), 20TH FOX 308

THE RUMBLERS

*** I Don't Need You No More (Downey, BMI) (2:18) - *** Boss Downey, BMI) (2:22), DOWNEY 103

ANDY GRIFFITH

*** The Whistling Ping Pong Game (Lorin, BMI) (2:07) - *** The Pool Table (Lorin, BMI) (2:23), CAPITOL 4848

JAMES H. STAYTON

*** Losers Can't Win (Diplomacy, BMI) (2:28) - *** More Than You'll Ever Know (Diplomacy, BMI) (2:16), 20TH FOX 310

TOMMY LOVE

*** Walking (My Blues Away) (Don-dee, ASCAP) (3:00) - *** Big Black Blotch (Don-dee, ASCAP) (1:49), DON-DEE 1941

JIMMY PAYNE

*** Man Called Noah (Glaser, BMI) (1:40) - *** Rusty Old Halo (Ryland, ASCAP) (1:47), LYCO 1002

GOLDIE COATES

*** Fisherman (Venetia, BMI) (2:16) - *** Love Is a Treasure (Venetia, BMI) (2:12), CORTLAND 102

STEVE BRYAN

*** The Lilac Tree (Witmark, ASCAP) (2:00) - *** If I Had My Way (Shawnee, ASCAP) (2:10), NORELL 11

BOBBY ALLAN

*** Lonely and Blue (Lols, BMI) (2:22) - *** Gonna Leave This Town (Lols, BMI) (1:58), ARD 10

THE BEAU-MARKS

*** The Tender Years (BMI) (2:23) - *** I'll Never Be the Same (BMI) (2:27), RUST 5050

PAUL DE CAIN

*** But Only in Name (Sunbeam, BMI) (2:08) - *** Fishin' Boy (GR, BMI) (2:25), PHILIPS 40057

***** STRONG SALES POTENTIAL**

COUNTRY & WESTERN

MAC WISEMAN

*** Pistol Packin' Preacher - CAPITOL 4854 - Here's another side that takes the saga song format. It's about a preacher who helped tame the West. The lad sings the lyric with driving emphasis against traditional hill country backing. (Wise-O-Man, BMI) (2:33)

*** Sing Little Birdie - The country singer has a delightful little ditty here, and Wiseman sings the story straight out with telling emphasis. It's about a lad who's far away from home. (Central Songs, BMI) (2:46)

NORM FORREST

*** Lots of Luck - CHALLENGE 9169 - Swinging c.&w. ballad gives the deep-voiced singer a good piece of material as a showcase. Backing is by combo with some good guitar work. Catchy, and could click. (Twist-4 Star, BMI) (2:00)

*** That Is Love - Love is bitter, love is sweet, says the singer in his debut on this label. He puts the number, a tune with calypso overtones, across in fine fashion. (Twist-4 Star, BMI) (2:15)

FERLIN HUSKY

*** It Was You - CAPITOL 4853 - Here's a country ballad done in something of a pop style against chorus and combo playing melody. The song is handled competently by artist and chorus. (Cedarwood, BMI) (2:29)

*** Near You - (Supreme, ASCAP) (2:23)

HOWARD CROCKETT

*** Jessie and the Glendale Train - SMASH 1782 - A saga message here about a train robbery. Crockett turns in a solid chanting effort, to a good rhythm clip and harmonica spots. Has that historic flavor that has clicked solidly before and it rates spins. (MRC-LeBill, BMI) (1:55)

*** Trail of Tears - (LeBill, BMI) (2:13)

JAZZ

JAC QUIGLEY TRIO

*** Lazy - SAND 365 - Pretty tune is given a smoothie, cocktail piano workout by Quigley and company, and it makes for some pleasant listening. (Sage & Sand, SESAC) (3:45)

*** Senior Caboose - (Sage & Sand, SESAC) (2:25)

ZOOT SIMS-PHIL WOODS-BILL CROW-MEL LEWIS-WILLIE DENNIS

*** Mission to Moscow (Parts I & II) - COLPIX 657 - The late Eddie Costa kicks off both swinging sides from the BG irregulars. Side also features fine solo work from Zoot Sims, Phil Woods and Willie Dennis. It's from the "Mission to Moscow" LP made and issued a month or so ago by members of the Goodman band that toured Russia. (Regent, BMI) (2:38, 2:40)

POLKA

(WHOOPEE) JOHN WILFAHRT'S ORK *** Muss I' Denn - DECCA 25579 - Here's a great item for juke box programming in polka areas. The side is a traditional German tune that was made into the pop hit "Wooden Heart." The melody is given an instrumental treatment here in polka style. (2:35)

*** The Glowworm - (2:29)

SPIRITUAL

THE LOVING SISTERS

*** Who Can Ask for More? - PEACOCK 1865 - This is a most moving rendition of slow, three-quarter gospel material. The lead packs much emotion into her singing and the rest of the girls fill the background with impassioned sound. (Lion, BMI) (2:55)

*** The Gospel Writers - (Lion, BMI) (2:15)

VICTORIA HAWKINS

*** Give Me Wins - PEACOCK 1864 - Slow gospel material here is sung with a great deal of verve by the young lady. Her emotional plea is nicely backed by organ, piano and drums. (Bowles) (3:30)

*** Home Going - (Lion, BMI) (1:58)

THE KELLY BROS.

*** Lord Remember Me - FEDERAL 12472 - This is a rousing spiritual performance by the brothers. The boys have a reverential sound and the impelling backing should score with the market. (2:05)

*** (I Was Way Down Yonder and) I Couldn't Hear Nobody Pray - (2:16)

CHILDREN'S

THE SANDPIPERS

*** Poky Little Puppy - GOLDEN 702 - The story of the Poky Puppy was out a

long spell back on Golden Books and here's the little spotted hero back again with a song in his honor. For the very young, although little of the story is told here.

*** Lambert, the Sheepish Lion - A bright little ditty which tells the cute story through a duet, boy-girl vocal with Mitch Miller and the familiar Sandpipers' group.

JIM TIMMEN'S ORK

*** Lippy the Lion and Hardy Har Har - GOLDEN 701 - A pair of TV cartoon characters from the Hanna-Barbera Factory are given the celebrity treatment with a bouncy signature song, done by a mixed group and ork. TV-minded youngsters will like it. (Barbera-Hanna)

*** Wally Gator - A cute, rock-styled TV theme with a twist flavor that the moppet set is sure to dig. Tune is nicely done by mixed group and ork. (Barbera-Hanna)

THE GOLDEN ORK AND CHORUS

*** 76 Trombones (Parts I & II) - GOLDEN 717 - Rousing, peppy version of the Meredith Willson marching hit, performed with the kind of verve youngsters should like, by mixed vocal group and brassy ork. Should have lots of appeal to kiddies who like a nice, solid hup-two-three-four beat.

THE SANDPIPERS AND JIM TIMMEN'S ORK

*** Songs About Words: Rattlesnake - GOLDEN 703 - An instructive kiddie ditty based on word knowledge, nicely performed by the Sandpipers, backed by Jim Timmen's ork.

*** Songs About Words: Alpha-Beetle

***** MODERATE SALES POTENTIAL**

COUNTRY & WESTERN

LATTIE MOORE

*** I Told You So (Lols, BMI) (2:30) - *** Heaven All Around Me (Lols, BMI) (2:40), KING 5685

RAY WHISNANT

*** My Vacant Heart (New Jupiter, ASCAP) (2:10) - *** I'm a Fool Over You (Somerset House, BMI) (2:22), ORBIT 4890

EDDIE NOACK

*** We Are the Lonely Ones (Silver Star-Pardner, BMI) (2:10) - *** Chaperoned by a Memory (Pardner, BMI) (2:28), ALLSTAR 7266

PAL BRADY

*** Who Cries the Most? (Sure-Fire, BMI) (2:04) - *** Heartache on His Hands (Sure-Fire, BMI) (2:43), CARL 1002

JEFF HUGHES

*** Sorrows Tearing Down the House (That Happiness Once Built) (Cedarwood, BMI) (2:22) - *** If I Had the Right (Cedarwood, BMI) (2:15), TILLIS 1002

BOBBY GEORGE

*** Bring Back the Good Ol' Days (American, BMI) (2:05) - *** I've Been Wrong So Doggone Long (American, BMI) (1:58), CREST 1112

NEAL MERRITT

*** No Longer in My Heart (Or My Mind) (Bluebonnet, BMI) (2:52) - *** Don't Go Telling Lies On Me (Bluebonnet, BMI) (2:58), MANCO 1040

BOB BUSTER

*** Swamp Hop (Alfay, BMI) (1:55) - *** Behind That Wall (Alfay, BMI) (2:15), DARSA 129

VERN STOVALL

*** The World Had Too Much to See (American, BMI) (2:25) - *** Just Another Way to Get the Blues (American, BMI) (2:06), CREST 1111

GLENN BARBER

*** I Can't Stop (Glad, BMI) (2:00) - *** Two Little Hearts (Cedarwood, BMI) (1:56), UNITED ARTISTS 512

DURWOOD HADDOCK

*** Funny Farm (Glad, BMI) (1:47) - *** Big Night at My House (Glad, BMI) (2:04), UNITED ARTISTS 506

RHYTHM & BLUES

FRAN CAROLE

*** After a Night Out (Tetlon, BMI) (1:50) - *** It's You (Tetlon, BMI) (2:15), BEAU MONDE 1934

JOHNNY OTIS

*** Early in the Morning Blues (O-Cal, BMI) (2:59) - *** The Hey, Hey, Hey, Song (O-Cal, BMI) (2:15), KING 5690

BETTY

*** Lonely Girl (Shoe, BMI) (2:30) - *** He's Down on Me (Shoe, BMI) (2:30), CLARA 111 A-B

LEE WALKER

*** Slipping In (Sheo, BMI) (2:45) - *** Cold Sand (Show, BMI) (2:45), CLARA 110 A-B

PERCY MAYFIELD

*** Life Suicide (Venetia, BMI) (2:16) - *** Never Say Naw (Tangerine, BMI) (2:52), TANGERINE 927

(Continued on page 42)



With Duotone needles, of course. You sell records, magnificent Hi-Fi and Stereo phonographs—all the items to make a customer music happy—but, do you remember to recommend a Duotone needle?

Tell your customers how a worn or imperfectly polished needle ruins expensive records. A Duotone diamond needle is the stylus with the genuine diamond tip that's handset and hand polished to perfect dimensions. What an easy way to easy profits for you.

Write for Free 1962

Duotone Needle Wall Chart.

MAGGIE'S
Jumping with Joy!



because hundreds of letters are pouring in requesting her latest and greatest record . . .

"WHAT'S HAPPENED TO YOU"
PS.: MARGARET LEWIS

is on
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RECORDS

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Pop-Poppin' to the Top!

"POP POP POP PIE"
THE SHERRYS
Guyden 2068

Spins! Sales! Chart Action!

"SECOND FIDDLE GIRL"
BARBARA LYNN
Jamie #1233

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NO. 1 IN DETROIT!

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MIND OVER MATTER
NOLAN STRONG

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FORTUNE RECORDS
3942 Third Ave.,
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America's Newest
Dance Craze!

LIMBO ROCK
Chubby Checker
Parkway 849

● **Reviews of New Singles**

● Continued from page 41

SPIRITUAL

SISTER JOSEPHINE

★★★ When the Hour Comes (Lion, BMI) (2:46)—★★★ Straight Road (Lion, BMI) (2:32). PEACOCK 1862

LATIN AMERICAN

LEO FERNANDEZ

★★★ Loca Manuela (Dondee, ASCAP) (2:44) — ★★★ Canta Luis (Dondee, ASCAP) (2:30). DONDEE 2005 A-B

JAZZ

DODO GREENE

★★★ My Hour of Need (Groove, BMI) —★★★ I Won't Cry Any More (United, ASCAP). BLUE NOTE 1857 A-B

LIMITED SALES POTENTIAL

RICKY MATERO

You Let Me Down (Songs of the Hills, BMI) (2:45) — Spin, Spin the Record (Sweco, BMI) (2:05). HILLSIDE 500

THE HIGH HOPES

Winter Champagne (Jay-Bee, ASCAP) (2:33)—Jingle-Bell Time Ring Ding (Jay-Bee, ASCAP) (1:43). JAZY-BEA 1963

SANDY SINGER

Never to Know (Inner-Glo, BMI) (2:58)—What Have I Done (Inner-Glo, BMI) (1:55). INNER GLO 101

RONNIE RANN

Once More (Cochran, BMI)—It's Over (Cochran, BMI). AIRE 1231

BIG "A" RAN

Midget Queen (Tetlon, BMI) (1:45)—Twistin' the Way I Like (Tetlon, BMI) (1:45). BEAU MONDE 1935

DEBRA LYNN

Half Finished Wedding Gown (Leivas, BMI) (3:00)—I Can't Make My Heart Understand (Leivas, BMI) (1:48). SAM 116

BYRON PALMER

Pony Express (Leeds, ASCAP) (3:00)—Johnny Ruskin (Leeds, ASCAP) (2:10). ROBBINS 1000

PAUL DARNELL

Be My Lovin' Baby (American, BMI) (2:12)—Do I Have to Move On? (American, BMI) (2:02). CREST 1110

GARY CHARGE

La-Do-Dada (Arc, BMI) (1:55)—I'm All Grown Up Now (Daywin, BMI) (2:00). DONDEE 1960

TONY HOVEN

What Did I Do Now (Gretavic, ASCAP) (1:49)—Fame (Gretavic, ASCAP) (2:27). JUBILEE 5439

TILFER CHASTAIN

Shoes of a Beggar (Bengtsson, BMI)

(2:32)—Who Am I? (Bengtsson, BMI) (2:40). REFLECTOR 1001

SONNY MARCELL

Was Young Love Born to Die (Inner-Glo, BMI) (2:59)—Sugar Tongue (Inner-Glo, BMI) (2:14). INNER-GLO 102

BEN TATE

Black and White Shoes (Winslow, ASCAP) (2:43)—The Lost Gambler (Winslow, ASCAP) (2:54). RONNIE 2023

BEN TATE

Bellhop Blues (Winslow, ASCAP) (2:00)—Early Bird (Winslow, ASCAP) (2:37). RONNIE 2022

SAMMY MARSHALL

Maybe We'll Have Snow for Christmas (McGinty, ASCAP) (2:45)—It's Christmas Time Again (McGinty, ASCAP) (2:30). ROXIE 324

THE NONCHALANTS

Honky Tonk Joe (Fredola, BMI) (2:21)—A Shepherd Boy and His Girl (Fredola, BMI) (2:49). CHROMA 1000

SAMMY MARSHAL

Out of the Blue (McGinty, ASCAP) (2:15)—I'm Dreaming by the Roses (McGinty, ASCAP) (2:00). ROXIE 325

JOE CYR

Man in the Moon (Poinsettia, BMI) (2:04)—Too Wild to Tame (Poinsettia, BMI) (2:04). ALLEY 1005

BILLY STEWART

True Fine Lovin' (Arc, BMI) (2:25)—Wedding Bells (Arc-Wintro, BMI) (2:35). CHESS 1835

JEFF BROOKS

Fat Louie (Maxwell, BMI) (2:10)—Soon (Marks, BMI) (2:10). MOONGLOW 216

COUNTRY & WESTERN

BOTTS TILL

I Know How It Is (Medico, BMI) (2:50)—Baby I Can't Cry (Medico, BMI) (2:59). CAPA 110

DUSTY CARROLL

Angel in a Devil's Disguise (Pardner, BMI) (2:22)—If I Can't Have You (Pardner, BMI) (2:19). B&B 101

LONNIE McDONALD

Not Too Old to Cry (Fa-Lon, BMI) (2:25)—Our Love Is Real (Fa-Lon, BMI) (2:47). HOWDY 1112

DEBBIE BLAKELY

Tell Billy (Alfay, BMI) (2:20) — Teen Twistin' Tommy (Alfay, BMI) (2:08).

TILFER CHASTAIN

You Hold My Heart in Your Hand (Danamos, ASCAP) (2:25)—House of Blues (Danamos, ASCAP) (2:15). REFLECTOR 1190

CHRISTMAS

LUCKY LUCK

The Twelve Days of Christmas (3:50)—Kanaka Christmas (2:55). MAHALO 1000

● **Reviews of New Albums**

● Continued from page 39

board-faded about halfway through, to act as a stereo "sampler." It's the kind of record new stereo owners are likely to buy as a showoff piece.

SPECIALTY

★★★★ THE WONDERFUL BELGIAN BAND ORGAN

Audio Fidelity AFSD 5875 (S)—Stereo is out of the novelty stage when recordings of huge mechanical organs flourished, so this album may be just a trifle "old hat." However, the musical monster that is here showcased has a gay, rollicking sound of old Sousa marches, waltzes and cornball standards like "Entry of the Gladiators," and audiophiles may like it as a showoff item for their woofers and tweeters. (The organ can be heard "live" at the Gay '90's Village in Sikeston, Mo.)

CHILDREN'S

★★★★ A CHILD'S INTRODUCTION TO READING, WRITING AND ARITHMETIC

Golden LP 87—Songs are used to help children learn basic sounds, letters of the alphabet, vowels, consonants, capital letters, homonyms; numbers, odd and even, and subtraction. Although the lyrics and music are clever, there is some question whether so much material can be digested in so short a time. Nevertheless, the disk is brightly packaged and should attract the attention of adults who want a record with constructive material.

LOW-PRICED CHILDREN'S

★★★★ STORY—SONGS FROM THE OLD TESTAMENT

Various Artists. Golden LP 86—A good children's album, based on Biblical events. It's not a "drama" or "story" record, but rather a collection of songs composed or arranged by Mitch Miller. Subjects treated

include Adam and Eve, Joshua and the Battle of Jericho, The Story of Ruth. It represents good value for \$1.98.

★★★★ THE MAGIC LAND OF ALLAKAZAM

Mark Wilson and the Peter Pan Ork and Chorus. Peter Pan 8001—Youngsters should like this tuneful package, with its tie-in to the "Magic Land of Allakazam" TV series. The tunes are all from the TV show, and involve space trips in a rocket, Indians, the circus, and other sure-fire kiddie material. Priced at \$1.98, it has strong sales potential. Extra gimmick: a trick or puzzle is enclosed with each record.

LOW-PRICED SPIRITUAL

★★★★ GOSPEL

Nellie Lyn With the Southern Echoes and the Sons of Harmony. Diplomat 2272 (M)—The low price and fine performances on this LP make it an attractive buy. Miss Lyn sings with a broad style and the supporting vocal groups add much to the over-all sound of these tracks. "I'm a Pilgrim," "Motherless Child" and "The Lord Is My Shepherd" are a sampling of some of the tracks.

★★★ MODERATE SALES POTENTIAL

JAZZ

★★★★ GREAT JAZZ FROM GREAT TV

Det Moor and his ork. Galland FT 4001

CLASSICAL

★★★★ BARTOK: TWO RHAPSODIES FOR VIOLIN AND ORCHESTRA; BERG: VIOLIN CONCERTO

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Archie (Y'All Come) Duff kicked off a new nighttime country music show on KVET, Austin, Tex., October 1. The seg, Archie says, will offer the only nighttime country music available in the territory, but inasmuch as the station hasn't been programming c.&w. music for some time, he finds himself in dire need of records. . . . Billy Wallace, Nashville songwriter, is sporting his first release on Del-Ray Records, "Honky Tonk Row" and "The Sycamore Tree," both published by Vokes Music, New Kensington, Pa. Copies are available by writing to Del-Ray Records, 4 Center Street, Harrington, Del. . . . A request on your station letterhead to Jimmie Skinner's Music Center, 124 East Sixth Street, Cincinnati 2, will fetch you a sample of Skinner's new Mercury release, "Wooden Angels" b.w. "One Dead Man Ago," the latter written by Jimmie himself.

"What with the continuous rise of c.&w. music," writes J. Mack Allen, of Station WTCR, Ashland, Ky., "it is hard for me to understand why record companies won't send out their new releases. We at WTCR are enjoying tremendous increase in the popularity of our music and couldn't be happier, except for the fact that we don't get the new releases from the major companies. I want to say thanks for all the help we get from the smaller companies and hope they will continue." To brother deejays, Allen offers sample copies of Freddy Deer's new one on Starlite, "Lonely Part of Town." Write to Allen at 2116 Phelps Street, Ashland, Ky.

"I wonder if you will mention some new songs and records which I have out on the market now so that the deejays who have been missed in the mailings may write and get copies?" asks Bill Anderson, who spent the past week visiting deejays, distributes and record

Isaac Stern; New York Philharmonic (Bernstein). Columbia ML 5773 (M); MS 6373 (S)

★★★★ THE GOLDEN AGE OF HARPSICHORD MUSIC

Rafael Puyana, Mercury MG 50304 (M); SR 90304 (S)

INTERNATIONAL

★★★ SPANISH

Trió Los Hispanos, Universe ULP 532

★★★ ATHENS BY NIGHT

Veni Nicholas, Universe ULP 533

SPOKEN WORD

★★★ THE INAUGURAL ADDRESSES OF FRANKLIN D. ROOSEVELT, HARRY S. TRUMAN, DWIGHT D. EISENHOWER, JOHN F. KENNEDY (3-12") Spoken Arts 825-6-7

★★★ BOOKS AND THE BAD LIFE

Kenneth Allan Robinson, Spoken Arts 834

SACRED

★★★ POLLY JOHNSON SINGS

Gospel LP 794

COMEDY

★★★ THE ALLIGATOR AND OTHER POEMS BY HENRY GIBSON

Liberty LRP 3261 (M); LST 7261 (S)

COUNTRY & WESTERN

★★★ IN MEMORY OF HANK WILLIAMS

Diplomat 2273

POLKA

★★★ JACK TADY AND HIS ORK

Var-Bee P 100

CHRISTMAS

★★★ A MERRY HAWAIIAN CHRISTMAS

Nina Keallihwahamann's Chorus, Capitol T 1701 (M); ST 1701 (S)

shops in Washington, Baltimore and Philadelphia on promotion for Decca. Anderson invites deejays to write to Tree Publishing Company, 319 Seventh Avenue North, Nashville, for sample copies of "Mama Sang a Song," by Stan Kenton on Capitol; by Walter Brennan on Liberty, and Anderson's own version on Decca; plus "We Missed You," by Kitty Wells on Decca, and "When Two Worlds Collide," by George Jones and Margie Singleton on Mercury. "I am the writer or co-writer on all of the above tunes," writes Anderson, "but through an error my name was left off the label on the last record mentioned." Other of his songs available through Moss Rose Publications, 616 Exchange Building, Nashville, Anderson says, are "Must You Throw Dirt in My Face," by the Louvin Brothers on Capitol, and soon-to-be-released records by Porter Wagoner, Connie Hall and Jack Scott.

John J. Corrigan, farm director at WWVA, Wheeling, W. Va., and supervisor of the station's country music show, "World's Jamboree," has been named WWVA program manager. Lee Sutton succeeds him in the farm director slot. . . . Mira Ann Smith, promotionist with Ram Records, Box 3268, Shreveport, La., is sending out autographed copies of Margaret Lewis's new release on the label, "What Happened to You." Put your request on your station's letterhead. . . . Dick Wallace has been engaged as an extra man week-ends to handle duties on "Music Americana" on WAVA-FM, Arlington, Va., which has just added an extra hour to 12 midnight—to its daily operation.

Bob Robbins, of Robbins Records, 616 Verde Vista Drive, Visalia, Calif., is employing a new slant in merchandising, that of distributing a record which was cut, ostensibly, to companion a best-selling book. The record, "Pony Express" b.w. "Johnny Ruskin," was designed by Robbins to sell with the book, "Thunder Before Lightning," or separately at retail outlets. A pilot recently run on the former modus operadi, Robbins claims, has provided good indication that a combination sale would be rewarding to the book's second 100,000 edition. Other than Sylvia White's successful promotion in the San Francisco area, the record has been offered to and programmed by relatively few disk jockeys in the adjacent area, Robbins says. Robbins says he will be happy to mail complimentary to all deejays who'll write him on their station letterhead. It is planned, Robbins reports, to produce an album, under a Columbia label, derived from 12 selected stories of the 100 Pony Express narratives contained in the book, "Thunder Before Lightning."

Ray Robbins has shifted from KDSX Radio, Sherman, Tex., to KTXO, in the same city, as program director. Ray says KTXO has recently made the switch from "good music" to "really good music" (c.&w.), and that he's in dire need of spinning material—old and new. He also invites artists playing the territory to drop by for an air interview. . . . David Nitz, who has just launched a new c.&w. platter show, "The Lucky 7 Jubilee," on WJLS, Beckley, W. Va., flashes an S.O.S. for new releases. . . . Jockeys missed in the mailing on Jack Angel's new one, "You're Here, So Everything's All Right," and Faber Robinson's new release by Ned Miller, "Jack to a King," can fill their needs by writing on their station letterhead to Floyd J. Badeaux, Spindletop Records, 1812 Procter Street, Port Arthur, Tex.

After Jazz, Fad Breaks in Pop

• Continued from page 4

ork. Many astute tradesters feel that if anyone comes up with the "right" record, these publishers and record men mean a teen-slanted bossa nova, like a hully gully, twist or mashed potato dance. Right now, it is understood, a lot of pop record men are sitting up nights trying to come up with such a record-dance combination.

A Natural

This would be a natural development in the light of the fact that practically all of the new dances have burst upon the teenage population, and quickly been picked up by the dancing teens, as a result of single record hits that have featured a dance. Many of these teen dances have been started through TV bandstand shows like the Dick Clark show, or at deejay record hops, where the kids themselves have created the steps and the movements. Sometimes the dances have been adaptations of other dances, sometimes they have been new creations.

Over the past two or three years, in addition to the twist, single records have sparked dances like the hully gully, the mashed potato, the limbo rock, the stroll, the Bristol stomp, the slop, the pony, the Popeye, the Wah-Watusi, the fly, and the latest, the locomotion.

Still More

Other artists besides Anka who have come up with single records of the bossa nova include both pop and jazz names. Sometimes the disks have been recorded as singles, or have been taken from albums to hit the singles market like the Getz-Byrd disk or the Zoot Sims record. "Desafinado" has been recorded by Si Zentner, Julie London, Pat Thomas, Freda Wayne

Mass Appeal Key

• Continued from page 4

has two sets coming out by Gene Ammons and Dave Pike (see separate story). Colpix has Zoot Sims with a bossa nova album and RCA Victor has a Sonny Rollins album that features the beat. Blue Note Records is represented in the bossa nova derby with a few tracks on its forthcoming Dexter Gordon LP "Go."

Reprise Records has a number of jazz bossa nova albums by Shorty Rogers and Barney Kessell, and an Eddie Cano set is no doubt on the way. Epic is represented by two albums that include the Brazilian beat, "Southern Cooking," by Curtis Fuller and the new Lionel Hampton LP.

On the pop side, Caravelli has one on 20th Fox and Les Elgart has an upcoming set on Columbia. Many more are expected to be issued in the coming weeks following singles by other jazz and pop personalities. (See adjoining story.)

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Betty Carter and Quincy Jones. Herbie Mann's recording of "Right Now," Miles Davis' "Slow Samba," Lionel Hampton's "Bossa Nova Jazz" and a single by Charlie Byrd comprise the other bossa nova singles issued so far. Eddie Cano has a new one called "Barsanova Brown."

But many more are in the works, both by pop and jazz acts. With all the noise, and all the excitement, there is a chance that there will be other bossa nova singles besides the Getz-Byrd recording (No. 71 this week) that will hit BMW's "Hot 100."

One of the biggest boons to the pop business last winter was the success of the twist singles and LP's. According to dealers and rackers, the dance not only sold twist records but also helped build store traffic to such an extent that everything sold. A lot of record people, from manufacturers to dealers, would like to see the bossa nova spark this type of sales all over again.

New Techniques

• Continued from page 32

firms manufacture brass instruments; the latter firm is actually a record company. Richards has also made deals to take on the distribution of German-made Roth violins, and plans to have an Italian firm manufacture a Richard accordion. A new Richards plant in Ligonier, Ind., manufactures drums and clarinets.

Space-age technology is an aid to Richards, whose president feels that "we haven't really begun to apply the latest scientific methods to instrument making." A good example of such breakthrough can be seen in the firm's clarinets, where Richards now makes its keys from Beryllium nickel, a sophisticated alloy developed for space capsules. Formerly, clarinet keys were soldered together from small parts and required 28 operations. The new Richard technique turns out a one-piece key in only six operations, with a definite cost savings.

Compete Directly

"In fact," says Paul Richards, "we are now able to compete directly with French clarinet manufacturers and are able to export our clarinets to the European Common Market, reversing a trend in imported musical instruments."

The Richards firm is now looking for new musical worlds to conquer. One already zeroed-in is the field of portable phonos, which Richards is invading with a new "Site-N-Sound" player made by the Audio-Visual Corporation. It is actually a multi-speed monophonic player with a built-in projector which shows slide-films synchronized to special platters pressed for the firm by Columbia Records. Priced at \$59.95, the unit will be on the market this fall.

"Improvements in record quality, audio equipment, and stereo sound have helped the musical instrument industry," says Richard, "but we can't rely on these alone. To be a success today you have to have smart salesmanship."

Cy Leslie on Promo

• Continued from page 13

and gives us an excellent vehicle for promotions.

"We've also done LP and singles tie-in promotions with a great many toy companies and children's wear firms, child photographers and even with companies that produce lotions and powders for children. The merchandising is definitely paying out for us because our business is up substantially," Leslie said.

Start Phonos for Kids at Early Age

• Continued from page 16

seek something a little higher priced. Don't discourage them.

O.K. for Start

Acoustic phonographs are still available in large numbers, and for a starter set they're not bad. After all, they encourage the record-buying habit. Don't hesitate to stock them and recommend them to the parents of the two to seven-year-old group.

You'll sell them something with a bigger price and longer discount later on. "Later on" isn't too much later, by the way. Keep a record of these sales and follow up with a personal call or a direct-mail re-

Disney Secret

• Continued from page 16

were made in 1956, the first year we were in business."

Johnson said that the fact that Disneyland Records is a subsidiary of the Walt Disney Studios is of immeasurable help in disk merchandising. From time to time, Disney Studios will reissue a film—as it did recently with "Pinocchio"—and this results in a renewed spurt in the disk version of that film. However, in some cases, the LP keeps selling despite the fact that a reissue hasn't been made, as in the case of "Snow White."

In addition to the longevity of the product (due to the nature of the kiddie record business), Johnson has another way to beat the high production cost. "When we spend \$10,000 to \$12,000 on an LP master," he said, "we utilize part of the material in our 29-cent and 49-cent lines of records. In a way, we get a double value from our original production cost, for we have discovered additional sources of revenue for the same recording. In turn, by making a fragment of this material available on the cheaper lines, our 29-cent and 49-cent product still are quality productions complete with full orchestras."

Johnson said his firm utilizes its 29- and 49-cent lines to promote the costlier LP's. "We use a standard back-liner on our 29-49 centers to plug our LP's. We say something like this: 'If you and your children enjoyed this Disney record, we know you'll also enjoy the Disney library.' Using these as a teaser—or sampler, if you will—for the more expensive lines, our little low price records have sold many of the \$1.98 and \$3.98 albums for us."

ARMADA Polls

• Continued from page 4

jobbers, and does the member have any plan to become a rack jobber himself? 5. Is the member losing accounts to one-stops, and has he any plans to cope with the problem?

The questionnaire also asks distributors to state other problems currently disturbing them.

Deejay Surprise

• Continued from page 31

muda and making purchase of British-made men's wear.

"I'm very flattered," Kaufman said the other day. "Who knows?—this may start some kind of trend, and I may even look into the question of syndicating the show to other countries. I'll be doing the commercials for Pearman's on the show, but whether I'll try for a British accent I don't know."

What kind of American records do Bermudians like? "The same thing I play in New York," Kaufman said. "They like girl groups particularly, like the Chantelles and the Marvelettes. The audience is a combination of adult and teen, and, though they have local artists in Bermuda, seem to parallel American pop tastes."

minder in three years. If you've been keeping accurate year-to-year sales records and receipts, go back to 1959, sort out and build yourself a prospect list to use right now.

Amplified units are the thing for five-year-olds and up. Here the line between what's a kiddie phono and what isn't is harder to draw. You won't find Mother Goose on these unless she's on the record. As a rule of thumb, anything below \$29.95 can be considered a kiddie phonograph.

Work Way Up

It's not a bad idea to have representative inventory at \$12.95, \$17.95 and \$24.95 as well. Use the lowest priced units as a teaser and trade up to what the traffic will bear.

"Character" licensing in the phonograph field is becoming more widespread. It's not a bad trend. Very often it's easier to sell a phono identified with some TV, movie or cartoon character than it is without.

But the most important factor in a kiddie phono sale is the wide variety of material for it to play. Display the records—and the phonographs right with them—to stress the educational and entertainment value in the groove. Phono sales will follow.

Kid Population Rise

• Continued from page 13

is short and the time of arrival at break-even is long.

In the over-all picture, major emphasis has been on other, more technical things. Stereo disks, for example, have been with us for only a little more than four years and they have been an important market factor for even less time. Stereo is of no importance at all in the children's record business. And the majors have been preoccupied with sound-for-itself, the high fidelity record.

Teens Favored

The swelling teen market has also seemed a more profitable one to cultivate. Teen-agers have the dollars to spend and a lively interest in recorded entertainment. Traditionally, this age group has been a solid customer of the record industry. It's little wonder that many firms have attached more importance to this field than to the younger set.

There are definite indications that all companies are taking a hard look at this market. Some—Golden and Disneyland—are probing the market with direct mail. Others are trying packages that include built-in sales gimmicks (Columbia's Hi-Fi Fun Kits). With the birth rate growing steadily, all types of record retailers will have to view the children's record field with more than passing interest.

Rackers Make Hay

• Continued from page 13

the suburban market is plenty big. The 30 largest suburbs now have about 34,000,000 people, about one out of every five Americans.

What kind of a job do the rack merchandisers do with kiddie records? A recent study by the National Association of Record Merchandisers, Inc., shows a husky percentage of the over-all kiddie merchandise is moved off the racks.

According to the study, NARM members rang up almost \$4,000,000 in kiddie record sales (non-long play), accounting for almost 5 per cent of the racks' total gross dollar volume. Additionally, long-play kiddie record sales accounted for an additional 3.8 per cent of total long-play unit sales. This figures to be slightly in excess of \$2,225,000, bringing the total of sales off racks to \$6,250,000.

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Continued from page 20

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HT 1011—Twenty-Five Nursery Rhymes and
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C 807—Sleepy Time
C 808—Animals Are Fun
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C 810—Let's Go Marching
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C-6—Alice in Wonderland
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Ritchard)

RLP 1462—The Grasshopper and the Ant (Sylvie
St. Clair)

RLP 1463—A Child's Introduction to Square
Dancing (Plute Pete)

RLP 1464—A Child's Introduction to Shake-
speare

RLP 1465—Songs Children Sing—Israeli (Tom
Glazer)

RLP 1466—A Young People's Introduction to
Beethoven

RLP 1467—Tom Glazer's Second Concert for
and With Children

RLP 1468—Play Along Sounds

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RLP 1470—Carnival of the Animals (Irina
Baronova)

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Goose Girl (Barbara Leigh)

RLP 1473—Little Women and Little Men/Daddy
Long Legs (Evelyn Laye)

RLP 1474—Let's Make Music—A Child's In-
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RLP 1475—The Wonderful Wonderland of
Nursery Rhymes

RLP 1476—The Tale of Mrs. Tiggy-Winkle/
Jemima Puddleduck (Vivien Leigh)

RLP 1477—A Young People's Introduction to
Mozart

RLP 1478—A Young People's Introduction to
Tchaikovsky

RLP 1479—A Young People's Introduction to
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RLP 1480—A Young People's Introduction to
Chopin (Norman Rose)

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RLP 2434—The Tale of Peter Rabbit (Vivien
Leigh)

RLP 2435—A Child's Introduction to Jazz
(Cannonball Adderley)

RLP 2443—A Child's Introduction to the In-
struments of the Orchestra (The Sinfonia of
London)

RLP 2444—A Child's Introduction to Sunday
School Hymns (Collegiate Choral)

RLP 2445—A Child's Introduction to Patriotism
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10009—I Am a Circus

10010—Funniest Song in the World

10011—Eddie Beense Spider

10012—Me, Myself and I

10013—Noah's Ark

10014—Building a City

10015—Circus Comes to Town

10016—Chugging Freight Engine

10017—The Waltzing Elephant

10018—Drummer Boy

15001—Chisholm Trail

15002—Little Pedro

15003—Come to the Party

15005—Sing Along

15006—Little Indian Drum

15007—The Emperor's New Clothes

15008—Build Me a House

15009—Clock Went Backwards

15010—Little Shepherd

15011—Ride 'Em Cowboy

15012—Swing Your Partner

15013—The Golden Goose

15014—Frere Jacques

15015—The Mouse and the Frog

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Liv Lit-4—Plato the Trial of Socrates and
Two Dialogues (Thomas Mitchell)

Liv Lit-5—Leaves of Grass by Walt Whitman
(Dan O'Herlihy)

Liv Lit-6—The Wizard of Oz (Marvin Miller and
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Liv Lit-7—The Psalms (Various Notable Speak-
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Say You Saw It in
Billboard Music Week

Move to Revitalize Amusement Op Assn.

By AARON STERNFIELD

NEW YORK—New York amusement machine operators, unorganized for nearly four years, will meet Tuesday (16) in the offices of the Music Operators of New York here to discuss chaotic conditions in the industry. Ted Blatt, attorney for the Music Operators of New York and counsel for the Associated Amusement Machine Operators of New York when that organization was functioning, called the meeting.

On the agenda will be abuses of the law incurred by some operators in the city. These abuses include the placement of amusement machines near schools and in candy stores.

Traders here are speculating that the Tuesday meeting will lay the groundwork either for a reviewed game association or a move to incorporate purely game operations in MONY, with the latter the best bet.

City of Specialists

While a high percentage of MONY members do oper-

ate games, the group is essentially a juke box operator organization. New York, with a high degree of specialization, still has many operators whose routes are wholly games.

Nearly five years ago two rival game associations were locked in a bitter struggle for control here. They were the Associated Amusement Machine Operators of New York and the United Coin Machine Operators of New York.

The former association had been in operation for several years. The latter was formed early in 1958.

UCMONY Activity

UCMONY, using Local 266 of the International Brotherhood of Teamsters as an enforcing arm, had attempted to raid the memberships of both AAMONY and MONY and had also attempted to coerce location owners from dealing with members of the two rival associations.

The activity of this group and its officers was covered by the Senate Select Committee on Improper Activities in

the Labor or Management Field (The McClellan Committee). The public spotlight and the indictment of Teamster and UCMONY officials put an end to the association, but not until it had absorbed AAMONY.

Operating conditions have changed radically in the last four years. Primarily due to the Senate investigations and the diligence of local operators in co-operating with law enforcement officers, the paper locals and the "protective" associations are defunct.

Denver's Role

Also, Al Denver, president of MONY, was one of the leading witnesses in the exposure of UCMONY and Teamster practices in New York. Denver's testimony before the McClellan Committee played a major role in eliminating these groups from the local scene.

In this atmosphere, and against this background, that the New York game operators are meeting to discuss organization. The conditions seem ripe for a legitimate and effective trade association for game operators here.

Bill Anderson Named Head of W. Va. Association

HUNTINGTON, W. Va.—William N. (Bill) Anderson, a 15-year veteran of the juke box business, was elected president of the West Virginia Music & Vending Association as the group held its eighth annual convention at the Holiday Inn Motel here last week.

Anderson succeeds John A. (Red) Wallace, who is retiring as an association official to devote full time to his operation and a new juke box distributorship in Oak Hills, W. Va.

Re-elected were James K. Hutzler, first vice-president; C. H. Flannery, second vice-president, and Leoma Ballard, treasurer.

New directors named were Matthew Corey, Jerry Derrick and Anthony Cupolo. Retained on the board were Ross Gerard, Joe Hunt, Dilman DeHaven, Carl Keesling,

Joe Dobkins, Edward M. Oliver, Andrew Kniska, Lige Smith, Norman Tweel, James Kiser and Chris Ballard, sergeant at arms.

Anderson has been a member of the association since its inception some eight years ago. He was a second vice-president in 1955 and was elected president for the 1957-1958 term. He has served as a director eight years.

In addition to operating his route of juke boxes, games, candy and cigaret venders, he is currently a Democratic nominee for the West Virginia House of Delegates from Logan County. The nomination in the area is tantamount to election.

Anderson is also a member of the Veterans of Foreign Wars, American Legion, Moose and the Elks. He lives with his wife, Hallena, and two sons, Bill and Michael, in Logan, W. Va.

Legislation on Their Mind As W. Va. Ops Wind Up Meet

HUNTINGTON, W. Va.—Legislation was the hot topic of discussion as some 50 juke box, amusement game and vending operators met for the eighth annual convention of the West Virginia Music and Vending Association at the Holiday Inn Motel here last weekend.

Counting guests, attendance was near 150, one of the best attended conclaves for the group. Some 10 firms exhibited a surprisingly large variety of juke box, game, vending, and related supply equipment.

Business sessions were directed at such subjects as taxation, public relations, expansion into vending, copyright problems and of course, the hottest of all, legislation.

Dignitaries Show

The association's Saturday evening banquet was attended by civic and governmental dignitaries, including: Mr. and Mrs. John Kelly, West Virginia State treasurer; Mayor George Garner, of Huntington, and Mrs. Garner; Chester Tinsley, of the State tax commission licensing department; Dallas Bies, Charleston police chief; plus such coin machine industry members as Mr. and Mrs. Robert Blundred, Music Operators of America managing director; Richard Funk, legal counsel of the National Automatic Merchandising Association, and Nicholas G. Biro, BMW's Midwest editor.

Regrets were also wired in from President John F. Kennedy, and

W. W. Barron, West Virginia governor.

The legislation topics came up at both the Friday evening and Saturday afternoon business sessions and at virtually every in-

formal discussion during the three-day conclave.

Seek Revision

Basically operators seek to revise a per-machine licensing require-
(Continued on page 53)



"CONGRATULATIONS AND GOOD LUCK" was the comment of John (Red) Wallace (second from left) as he turns over the presidential reins of the West Virginia Music & Vending Association to W. H. (Bill) Anderson (second from right). Looking on are John Chandler; Bob Blundred, Music Operators of America managing director, and James K. Hutzler, first vice-president of the West Virginia group.

Juke Box Serviceman Killed In Ole Miss Campus Rioting

OXFORD, Miss.—Ray Gunter, 23, of Oxford, one of the two men killed in the bloody, all-night rioting of students and other insurgents against U. S. Marshals at the University of Mississippi campus Monday (1), was a phonograph route man.

He was a serviceman and mechanic for Tace Amusement Company, owned by Ted Combs.

Gunter was married and had one small child.

He was shot in the head. He

was a spectator watching the madness of some 2,000 violent students and others throw bricks, bottles, shoot firearms and create havoc after marshals brought James H. Meredith to the campus under guard and barricaded him in a dormitory.

Died Instantly

The fatal slug hit Gunter in the forehead. He died instantly.

His body was found late at night near the body of the other man killed, Paul Guihard, 30, French journalist. The bodies were lying beside dormitories some distance from the scene of major rioting.

Both bodies were taken to Memphis where Dr. Jerry T. Francisco, County Medical Examiner, removed the bullets. The slug which killed Guihard pierced his heart.

Dr. Francisco declined to say what caliber the slugs were. Reports from sources here were that they were .32 caliber.

Sheriff Joe Ford has been questioning suspects. No one has yet been charged with murder. The sheriff has both slugs. It is possible with a ballistics comparison microscope to match the slug to the weapon it was fired from.

Some weapons have been confiscated, more than 100 rioters arrested and the investigation is continuing in an effort to catch the killer.

LOCAL OP WINS COLOR TV SET IN MEET DRAW

HUNTINGTON, W. Va.—Lige Smith local operator, won a color television set, top prize at the West Virginia convention banquet here last week. Smith's name was drawn from the hat by Donna Derrick, pert Charleston teenager, whose father is a director of the association. Additional prizes of a handbag each were awarded to Mrs. Roy Stover, Huntington; Mrs. Anthony Cupolo, Charleston; Mrs. Jack Bess, Roanoke, Va.; Mrs. L. P. Richardson, Huntington.

Daddis Predicts Taxing of Minds Next

HUNTINGTON, W. Va.—Art Daddis, Rock-Ola division sales manager, hit a responsive chord when he told West Virginia operators that the shattered financial condition of their business was due to "federal laws, State laws, county laws, city laws, corporation laws, liquor laws, mother-in-laws, brother-in-laws, sister-in-laws and out-laws."

Daddis' talk to the operators at the West Virginia annual convention on why we need an association was delivered in a light vein. Nevertheless he hit home.

He noted that "through laws, you are compelled to pay a business tax, gas tax, amusement tax, head tax, school tax, light tax, water tax, sales tax, tobacco tax, luxury tax, hidden taxes, liquor tax, income tax, food tax, furniture tax and excise tax. You are required to get a business license, car license, operator's license, truck license, not to mention a marriage license and a dog license.

"You are also required to contribute to every society and organization the genius of man is



ART DADDIS

capable of inventing: the women's relief, the unemployment relief, the gold diggers' relief. Also to every charitable institution in the city, including the Salvation Army, Community fund, Red Cross, Purple Cross, Double Cross, Boy
(Continued on page 52)

HOLIDAY INN SITE OF NEXT WVMVA MEET

HUNTINGTON, W. Va.—The West Virginia Music & Vending Association will hold its next board of directors meeting Friday, November 16, in Charleston, W. Va. Place for the meeting will be announced later. The group also voted to hold its next annual convention in the Holiday Inn Motel, Charleston, W. Va., next September.

Ops Urged to Donate Old Games to Charity

CHICAGO—Operators are being urged to donate old, out-of-date games to charitable organizations in a public relations drive launched by Empire Coin Machine Exchange, large Midwestern juke box, game and vending distributorship headed by Gilbert Kitt and Joe Robbins.

Empire has asked operators to notify the distributorship of any contributions made. "We will then do our utmost to see that this information is well publicized, and believe we can get articles printed in the various newspapers in this area pertaining to this good-will activity on the part of the coin operators of Chicago," Robbins said.

The Empire program was kicked off with a broadside mailing to Midwestern operators. The distributorship is also promoting the program in its showrooms.

"We have been bombarded with countless requests to accept and trade, at any price whatsoever, older types of games, including shuffle alleys, bowlers, guns and the like. As you know, there just is no market for this equipment any longer. They can't be exported and they cannot be properly reconditioned and resold to the average operator anywhere in the United States," the Empire letter noted.

"We think it would be a good gesture if these games were cleaned up properly and donated to the various churches, synagogues, boys' clubs and other charitable institutions in the city," the letter continued.

"Please bear in mind that this type of contribution is tax deductible . . . would do an enormous amount of good . . . and would cost you (the operator) absolutely nothing."

Bally's New 'Twist' Called Most Revolutionary In-Line

CHICAGO—Players can tell in advance what each coin will buy in the Twist, unusual new in-line game being put out by Bally Manufacturing Company.

Bally's Bill O'Donnell termed the feature the most "revolutionary aspect of the game, making it the first really new in-line in years."

The first coin lights a row of scores—red, yellow and green—and also lights the first card.

After that, "mystery-flashing" panels on the backglass show the player what features will advance for each coin played. Four such panels appear on the glass, one for each color of advancing scores, plus one for additional cards.

Every advance is guaranteed. For

example, if the panel shows that "Next Play Advances Magic Cards," the deposit of the coin will always advance the cards one or more steps.

In the Magic Cards innovation, the player gets up to 11 different cards which may be changed back and forth until the fourth or fifth ball is shot, depending on the signal shown on the backglass.

The Twist differs from earlier changing-card games in that full diagonals as well as red, yellow and green lines appear in every card.

Under a "Double Duty Numbers" feature, a given number may appear twice in one card, permitting the player to light two spots with a single shot, or up to 10 spots with five balls.

New Chi Shuffle Alley Offers Variety of Games

CHICAGO—Citation, Chicago Coin's new shuffle alley, offers six different games and features a re-designed cabinet and alley that gives an over-all compact effect.

Up to six players can play such games as Regulation, Silver Cup, Super Strike, Flash-O-Matic, 300 Champ and Dual Flash-O-Matic. Super strike also has a "strike or bust" feature. Players earn 300 for strikes, 200 for spares but can earn 500 for a strike if they press the strike or bust button. Missing a strike, however, players can't then earn a spare but must settle for the actual pin count of the first shot.

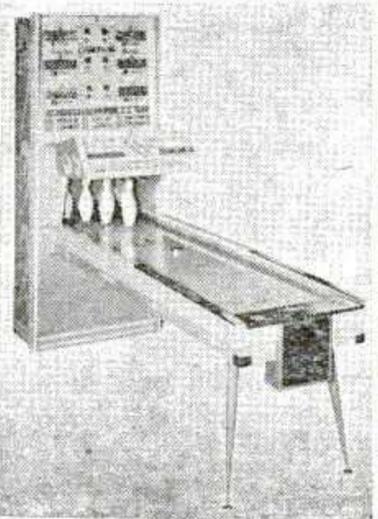
Under Silver Cup, the value of the strikes and spares varies depending on the number of silver cups lit on the back glass. Dual Flash-O-Matic is similar to Flash-O-Matic except that the traveling lights flash for both shots instead of only the first.

Citation's light box has been lowered some four inches from the

previous Starlite Bowler. The face glass has also been tilted in for a "frame" effect.

The side rails of the alley are sloped down toward the front and covered with the same stainless steel as used on the front coin entry and cash box.

The game has a new pastel color scheme; pin indicator on the front hood (which indicates the actual pins knocked over) and a front-access glass on the light box to facilitate servicing.



CITATION

DALLAS — Joe Thompson, 49, owner of Music Service Inc., and well-known operator, died here recently following a heart attack.

Thompson had worked for several firms in this area before going into business for himself. He is survived by his widow, two sons and three daughters.

MORE COVERAGE ON W. VA. MEET DUE NEXT WEEK

NEW YORK — Additional pictures and stories of the annual meet of the West Virginia Music and Vending Association will appear in the next week's edition of Billboard Music Week. Due to intensive nature of BMW's coverage, space was not available this week for the complete report.

Hard-Rubber Ball Replaces Puck in Game

CHICAGO—United's new Circus Roll-Down Bowling Alley features a three-inch, hard-rubber ball which is used instead of the conventional puck.

Seven different games may be played: Regulation; Dual-Flash, where strikes graduate from 30 to 80, spares from 20 to 60. If the strike is missed, player can still pick up a Big 60 spare value award.

Other games include Flash Scoring, Advance Scoring, Special Scoring, and All Spares.

Cabinet has been modernized. Circus has the same alley-side ball return and mechanism as used on United's large bowlers. The game is 9 feet long and 2½ feet wide. Chrome side-rails are on each side of the alley.

United began shipments of the game last week.

New Quarters For World Wide, Chicago Distrib

CHICAGO — World Wide Distributing Company, outlet here for Seeburg, Chicago Dynamic Industries and other coin machine lines, has moved to new 40,000-square-foot quarters on West Fullerton Avenue.

World Wide also announced the appointment of Kurt Kluever, long-time coin machine executive here, as general manager. Kluever had been a sales executive with Rock-Ola Manufacturing Company some 13 years. Before that he was a sales executive with Armour & Company.

World Wide's new quarters gives the firm a large, modern two-story building. Service, parts and shipping are on the first floor, while executive offices and showrooms for juke boxes and background music units, amusement games and vending machines are on the second floor.

'Alley Cat' Getting Action in Dallas

DALLAS—Local juke box operators report heavy action on "Hello Trouble," with Orville Couch; "No One Else," with Big Rivers; "Next Door to the Blues," with Etta James; "Blueberry Hill," with the Ramsey Trio and "Moonlight Serenade," with Archie Bleyer.

Also scoring on local juke boxes is "Alley Cat," with Bent Fabric. This disk has been out now for more than a month and has just come up recently.

Other recordings moving for operators are "Somebody Have Mercy on Me," with Sam Cooke; "I Still Care," with Connie Francis; "Stop the Clock" and "Have You Ever Seen a Dream Walking," both recorded by Fats Domino. "Ramblin' Rose" with Nat King Cole is still a top corner.

Wurl. Stereo Plan to Stress Potential Hits

NORTH TONAWANDA, N. Y.—Potential hits by top artists rather than established standards will be the theme of Wurlitzer's embryo "Music of the Week" program, according to A. D. Palmer, the company's advertising and sales promotion manager.

Last month (Billboard Music Week, September 29), it was learned that Wurlitzer had surveyed the nation's record companies with an eye toward providing the juke box operators with 45 stereo singles to be distributed through Wurlitzer outlets.

The Wurlitzer program is based on the theory that 80 per cent of the nation's juke boxes play only the 45 speed and that 50 per cent of the machines are capable of playing stereo.

45 Stereo Death

Hence, the company reasons, the great need is for 45 stereo. Record companies have virtually discontinued making 45 stereo singles, except on a custom basis.

Palmer said that to date some 72 record companies have agreed to press 45 stereo releases for Wurlitzer. They are currently selecting material from forthcoming albums for consideration.

Recommend Singles

Under the Wurlitzer plan, record companies will notify the juke box manufacturer as to which albums with name artists are in the works, and they will recommend specific singles from these albums. Pending Wurlitzer approval of the singles, the record companies will press pre-release singles in 45 stereo and make these singles available by the time the album hits.

Palmer said the plan will probably go into effect in late November or early December.

He said that the program would include upcoming Broadway musical albums in which the various record companies have interests.

Op's Pool Table Tourney Gives Traffic Big Push

MILWAUKEE — A pool table tournament, co-sponsored by H&G Amusement Company and a group of the firm's tavern locations has brightened the fall coin machine picture.

"Our tavern locations asked us to organize the tournament," said Harry Gromacki, H&G head, "and we are all benefiting from it. The locations get additional traffic and our receipts have improved considerably. The players benefit, too, because they enjoy an evening of inexpensive recreation with their friends."

Running coin machine tournaments is not new for Gromacki and his routemen. Last year the firm had considerable success with a shuffle alley competition among his locations.

Traffic Builders

"Years ago," he recalled, "shuffle alley location tournaments were powerful traffic builders. We always had a couple of them going and so did our competitors. When we discontinued the tournaments the receipts fell off. What we are trying to do now is repeat the success we enjoyed with tournaments eight and 10 years ago."

Each tavern location partaking in the tournament has eight players on its pool table squad. The teams compete with each other on Mon-

day nights, shifting the play weekly to a different spot.

"Monday nights are traditionally the slowest during the week. That's why the tavern keepers wanted us to hold the tournaments on Monday evenings," explained Gromacki. "To schedule the games on any other night of the week would defeat the purpose of the tournament — from our standpoint."

The "home team" pays the quarters for each pool game. Tournaments last about two hours. The players begin the action at 8 p.m. and are usually through playing by 10 p.m. The tendency is for players to bring along their own cheering section. This builds interest, adds to the crowds and makes the evening more enjoyable for all involved.

When the current tournament winds up Harry Gromacki plans to toss a celebration party for all the contestants at the location sponsoring the winning team. They'll enjoy cold cuts and some of the brew for which Milwaukee is so well known, toast the winners and then—start another tournament, he said.

Rock-Ola Tags Allied Sales In W. Virginia

CHICAGO—Rock-Ola Manufacturing Corporation has named Allied Sales Company, headed by John (Red) Wallace, its distributor in Oak Hill, W. Va. Allied will stock complete parts and offer full service for the entire Rock-Ola line.

Wallace, a 28-year veteran of the coin machine industry, will be assisted by his brother Eugene, who has operated in West Virginia some 10 years, and Hobart Booth, a former coin machine sales representative here. Booth will serve as sales manager for the firm.

Wallace is an officer of Music Operators of America and the National Automatic Merchandising Association. This will be his initial distributing venture.

Wico Catalog Lists Over 5,000 Entries

CHICAGO—Over 5,000 different parts for juke boxes, amusement games, arcade pieces and vending machines are listed in Wico Corporation's new 164-page catalog.

The four-color book devotes full-page spreads to such diverse subjects as speakers and baffles for juke boxes, stereo and monaural amplifiers, restyling kits for juke boxes, and a myriad of electronic and cabinet components for various games.

The book is available to operators from Wico or its distributors. "Only problem," says Wico official Morrie Wiczer, "is we keep getting inquiries about the pretty girl on the cover and, honestly, we don't have any idea who she is."



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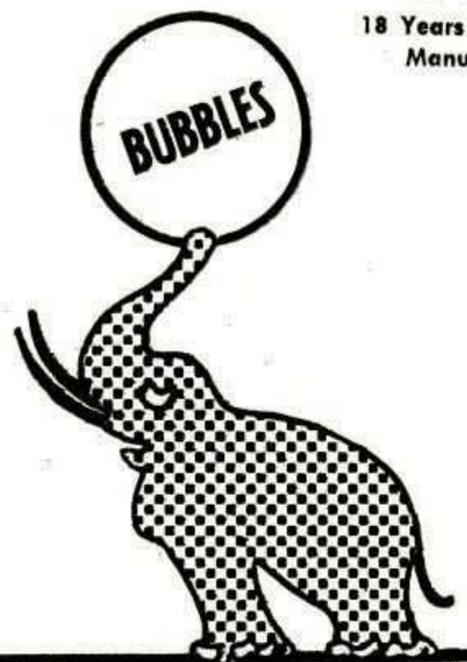
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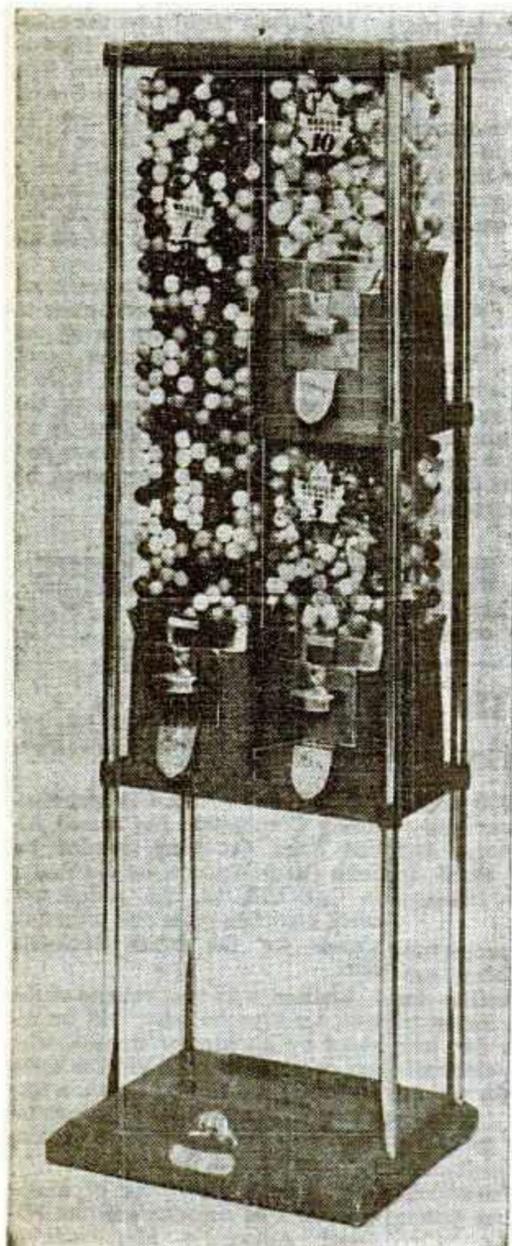
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and
Texas**

Please send me your large catalog with pictures and prices on the complete line of Beaver Bulk Vendors and Vend-Craft Bubble Gum Products

Name _____ Distributor _____

Company _____ Operator (over 500 Machines) _____

Address _____ Operator (under 500 Machines) _____

City and State _____ Prospective Operator _____

I'm Interested in Beaver Bulk Vendors _____

I'm Interested In Vend-Craft Bubble Gum Products _____

Tax Proposal Also Covers Bulk Units

HUNTINGTON, W. Va.—Bulk machines would be involved in a new tax proposal currently being considered for recommendation by the West Virginia Music & Vending Association.

As considered, the bill would call for the following tax structure: 1-4 machine, \$3 per machine tax; 5-50 machines, \$50 operator license (but no machine tax); 51-150 machines, \$150 operator license; 151-300 machines, \$400 operator license; over 300 machines, \$1,200 operator license.

The bill also has decal and quarterly report provisions. The measure is under discussion by a legislative committee of the West Virginia Association (See separate story, coin machine section).

A final draft will be submitted to the State tax commission and incorporated in a bill to be submitted to the Legislature this fall.

Eppy Sets Up Hong Kong Plant; U.S. Mfg. Facilities to Continue

JAMAICA, L. I., N. Y.—Eppy Charms, Inc., last holdout among the major charm manufacturers, this week announced that it has set up an import operation, with the first batch of Hong Kong-made charms due to arrive here in mid-November.

For several years, Eppy charms had been depending wholly on its local manufacturing facilities to supply its market. The firm's competitors have been depending either wholly or in part on the output of Hong Kong factories.

George Eppy, president of Eppy Charms, said that the firm has bought a part interest in a Hong Kong manufacturing plant. He added that production in the firm's Jamaica plant—now working two 10-hour shifts a day—will continue, with the Hong Kong plant making hand-painted charms at a substantially lower price than they could be made in the U. S.

Eppy said the firm shipment

from Hong Kong will consist of some 90 ring styles and 19 other assorted gimmicks. Some samples will be shown at the West Coast regional and board meetings of the National Vendors Association at the Jack Tar Hotel, San Francisco, Sunday and Monday (14-15).

The move to Hong Kong was made, Eppy said, to meet the competition from imported charms. He explained that the importation began when large operators and dis-

tributors sent samples of U. S.-made charms to Hong Kong factories and had them made at prices lower than those charged by American manufacturers.

These charms, Eppy added, were inferior in quality to U. S. charms, and due to the elapsed time between the sending of the sample and the receipt of the finished product, the charm was often obsolescent by the time it got into the machines.

UP IN AIR OR NO

Chewing Gum Big Favorite Among Pilots, Op Discovers

DENVER—There are no better customers anywhere for ball gum than light plane pilots, according to Bill Yount, who has locations at most of Denver's minor airports.

Pilots, almost to a man, chew gum to relieve changing altitude pressure on eardrums, and, of course, constantly forget to take it along. Keeping a battery of three penny ball gum machines available at each of nine airports has thus returned some startling collections.

Almost every pilot on landing, and seeing the handy machines, will dig up all of the pennies he has in his pockets and usually will store a few extra balls of gum in

the glove compartment of the airplane for future use.

Another reason why airport locations pay excellent dividends is, of course, the fact that large numbers of family people are out at the airport regularly, watching landings, take-offs and other flying operations.

Most of the spectators habitually bring along small children, which means that youngsters who get easily bored between flights must be pacified. For this purpose, Yount keeps a few 1-cent and 5-cent charm machines on location, along with the ball gum variety.

While it is true that in the evening, when very little flying is done, the collection possibilities on bulk vending machines are almost nil, Yount has found returns during the daytime, particularly on week-ends when Sunday pilots are in force, are good enough to assign brand-new, expensive machines to airport locations.

NVA Counsels To Meet Zola At Bulk Confab

HOLLYWOOD — The Western Vending Machine Operators Association last week requested its tax representative, Eugene Zola, to attend the mid-year National Vendors Association conclave next week in San Francisco. Prime purpose for

(Continued on page 51)

Breakfast Meet At NVA Conclave Planned by United

HOLLYWOOD — Herbert S. Goldstein, director of the United Vending Corporation, will conduct a special breakfast meeting the morning of October 14 in conjunction with the National Vendors Association meetings in San Francisco at the Jack Tarr Hotel. Purpose of the breakfast will be to discuss the retarded children program in the U. S.

Franchise holders are invited to attend the breakfast during which questions pertaining to the retarded children program will be answered. Lee Smith, founder of the program, will be on hand.

Later, U. S. charm manufacturers began having charms made in Hong Kong under contract, while importers for the carnival trade also began selling Hong Kong-made charms to U. S. bulk vending operators.

Eppy's Hong Kong plant will produce its own molds and use the same manufacturing procedures as the Jamaica plant. Output of the Hong Kong factory will be so labeled, as will the charms from the U. S. plant.

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N.W. Deluxe 1¢ or 5¢ Comb. 12.00
N.W. 10-Col. 1¢ Tab Gum Machine 18.00
N.W. Model #33, 1¢ Perc. Con-
verted for 100 ct. B. G. 4.50
Silver King 1¢ B.G. or Mdse. 8.50
ABT Guns 30.00
Mills 1¢ Tab Gum 12.00
Model #33 Peanut, 1¢ 4.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red 5 .64
Pistachio Nuts, Jumbo Queen, White .57
Pistachio Nuts, Large Tulip62
Pistachio Nuts, Vendor's Mix55
Pistachio Nuts, Sheik, Red50
Cashew, Whole68
Cashew, Butts63
Peanuts, Jumbo45
Spanish35
Mixed Nut32
Baby Chicks32
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans30
Licorice Gems28
M & M, 500 ct.47
Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
Maltette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct.,
210 ct.32
Rain-Blo Ball Gum, 100 ct.34
300 lb. minimum prepaid on all
Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct.45
Wrigley's Gum, all flavors, 100 ct.45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.38
Minimum order, 25 boxes, assorted.

Complete line of Parts, Supplies, Stands,
Globes, Brackets, Charms. Everything
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One-Third Deposit, Balance C.O.D.

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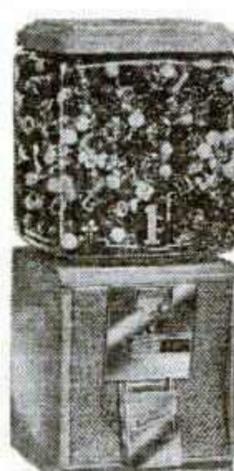
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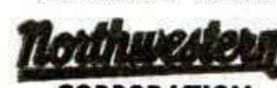
**Northwestern
MODEL 60**

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

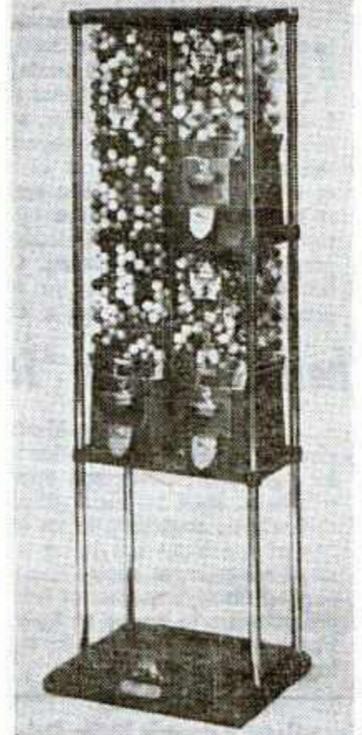
Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



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BEAVER CASTING & VENDING
last week went into production on the Mark 1-3 bulk vending machine. The Canadian unit dispenses three different types of merchandise. It lists for \$76.

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Finish**
Rotary delivery — mechanical simple — Sani-carry globe.
Available in 1¢ or 5¢ Merchandise or 1¢ Ball Gum and Charm.
(Specify when ordering.)
Only \$14.50 each

BULK MERCHANDISE

	Pack	Per
	Lbs.	Lb.
Cashews, 450 ct., whole	30	.58
Mixed Nuts	30	.48
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confection Mix	30	.28
Jumbo Pistachio, Red	30	.49
Medium Pistachios, Red	30	.48
Small Pistachios, Red	30	.55
Leaflets (M&M Style Candy)	32	.37
Tenny Jelly Beans	32	.27
Candy Corn	32	.28
Hersheyettes	32	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520	32	.48
Sugar Pops (Bulk Candy)	24	.48
Maltettes (Ball Style, 100 Ct.)	15	.33

BALL GUM VARIETIES

	Pack	Per
	Lbs.	Lb.
140-170-210 Rainblo Gum	25	.32
Rainblo 100's Centuries, Ass'd.	18	.34
Colors—Grape, Cherry	18	.34
Rainblo Screwballs, 100's	18	.35
Rainblo 1/2 Chicle 140	25	.41
Cherry 210 Count	25	.32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)

Adams, Wrigley's, Beech-Nut Brands, 1¢, 100's. Per Box47

ACCESSORIES

Single Floor Stand	\$ 5.50
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4 Place Racks With Wheels	10.50
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N.W. Model 49, 1¢ or 5¢ Bulk	\$14.50
N.W. Model 49, 1¢ Ball Gum	12.50
Silver King, 1¢ or 5¢ Bulk	8.50
Acorn 1¢ Ball Gum	11.00
Victor Toppers, 1¢ Bulk	11.00
Acorns, 1¢ or 5¢ Bulk	11.00
Silver King 5¢ Hot Nut	15.50
Ajax 5¢-10¢ 3-Col Bulk	29.50
Premier 1¢ Card Vendors	14.50
2-Col. 5¢-10¢ Stamp (Folder)	15.00
Model V 1/2 Ball Gum	8.50
N.W. 10-Col. Tab w/removable drums	21.50

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EUROPEAN NEWS BRIEFS

Swiss Phono Royalties Slashed 10%

ZURICH—The Swiss phonograph trade organization, "l'Association de la Branche Suisse des Automates" (ASA), announced that a 10 per cent cut in the juke box performing rights royalty will take effect next January 1. The cut was negotiated by the ASA with the Swiss copyright organization, "La Suisse." It is the first cut in juke box royalties negotiated in Europe since the war and is pegged to the leveling off in phonograph collections. Operators contend that costs have raced far ahead of receipts and that royalty relief is imperative. ASA backed up this contention with hard and fast figures. The Swiss royalty cut is expected to serve as the precedent for similar efforts by other Continental operator organizations.

Italian Ops Aid Flood Victims

ROME—Italian phonograph operators are organizing flood relief for victims of the Barcelona-area disaster in Spain. Money is being collected, along with clothing and other items. The drive will concentrate on assisting coin machine operators hit by the flood. Instead of turning over its collection to a central relief agency, as has been done in the past, the Italian trade will seek to organize a direct relief channel to Barcelona-area operators. This experiment in "operator to operator" relief will also extend to coin machine equipment as well as food, clothing, and other physical necessities. Italian operators will also help Spanish operators replace equipment lost in the floods. In this connection, the Italian trade is collecting used equipment for reconditioning and shipment to Spain. Slogan of the Italian drive is: "The coin machine trade cares for its own."

'Pacifist' Tune Irks Defense Ministry

MUNICH—West German operators have been booby-trapped by a zany novelty disk, "Wer mir sagt, beim Militaer ist's schoen?" The tune, which translates "Who Told Me It's Good in the Military?" has been popular with teen-agers due for daft calls and at locations near barracks. It was generally considered that the disk spoofed the military, but was devoid of political significance. The Defense Ministry has become increasingly hostile toward the tune, however, and now pacifist organizations have adopted the title as a sort of theme song. Their action stamps the tune henceforth as pacifist propaganda, and is forcing operators to divest themselves hurriedly of the melody lest they be stigmatized.

Swiss Railway Experiment Spurs Ops

BASEL—The Swiss Federal Railways are conducting a coin machine experiment which could make railway stations in Switzerland prime operating locations. The Swiss railways are vending tickets automatically by machines in a test here. Travelers can buy tickets for more than 100 different stations direct from coin machines. Each station has a coin slot. A money-changing machine supplies the coins. Juke box and vending machine operators have approached the railways administration for permission to place machines adjacent to the ticket machines. Some operators offer to let the railways share in programming of station juke box music.

Protest Hike in German Singles Price

FRANKFURT—German operators are protesting the hike in the singles price from 2.80 to 3.33 marks (the Deutschemark is 25¢). The new retail trade price advanced from 4 marks to 4.75. Operators contend that the boost will add materially to the trade's financial difficulties, and is unjustified. It is linked with the recent hike in phonograph royalty fees as evidence that the trade is in the grip of runaway inflation which can be countered only by drastic action on the part of the operators. It irks operators that the hike has come while operators are protesting at the lack of diskery effort to provide special phonograph music programming. Operator sources predict that the boost will spur efforts to establish co-operative phonograph production, probably on a Europe-wide basis.

Phonos Big as 'The Season' Starts

GSTAAD—This gold-plated Switzerland winter resort is girding for its biggest winter season yet, a feature of which will be expanded phonograph operation throughout the area. There will be at least 50 phonographs on location in the Gstaad area this winter, according to an operator check. An increased number of machines are being winterproofed for operation at ski slope refreshment spots. The number of snack bars is being expanded through the use of infrared heating. Mobile phonographs are growing in vogue at Swiss ski resorts. Mounted on wheels like a tee cart, they can be trundled from site to site as operating conditions dictate.

Kiwanians Launch Bulk Drive

WACO, Tex.—The Downtown Waco Kiwanis Club has launched a drive for locations for the organization's bulk vending machines. Profits go to local welfare and charitable projects, according to F. P. Hollingsworth, club president.

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A life-like, frightening, scary, eerie bat with a 4 1/2 inch wingspan that will make ALL machines come to life... make all machines earn more than ever.
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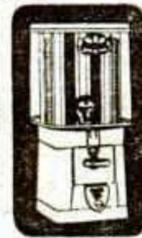
25c CAPSULE VENDOR

Capsule Vendor
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.



"GOLD MINE"

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Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!



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The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.



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Ball Gum Vendor
The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.



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Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.



All Oak machines are equipped with 1c, 5c, 10c and 25c coin mechanisms, or combination 1c-5c coin mechanisms and optional slip handle.

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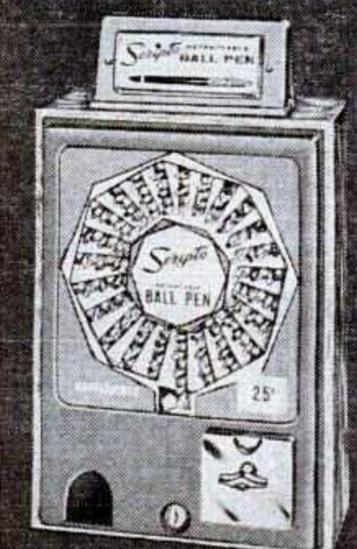
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A Fine Combination
Holds 193 SCRIPTO Pens
Vending at 25c Each
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SCRIPTO Pens—Fine Quality Mds.
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Oak Suit Charges Beaver With Patent Infringement

HOLLYWOOD—Oak Manufacturing Company Inc., manufacturer of the Acorn bulk vendor, filed suit in Ontario against Kenneth McPhail, and a separate action in Dallas against Charles Groden. Both actions were aimed at stopping the manufacture and sale of Beaver vending machines which Oak contends infringe upon its patents.

The previous week (Billboard Music Week, October 6), Beaver had filed a \$1 million trade label action naming Oak as defendant.

In Canada, Oak filed a complaint with the Supreme Court of the Province of Ontario, naming Kenneth McPhail, trading under the names of McPhail Vending Service, Beaver Casting & Vending Supply Company, McPhail Manufacturing Company and McPhail Vending Service, Ltd., Oak asked for an injunction to prevent the defendants from allegedly passing off or selling vending machines similar to equipment designed and manufactured by the plaintiff. Oak also asked for \$100,000 in damages.

Oak told the Canadian Court that McPhail became the Acorn distributor north of the border in

1953, but while he was still serving as exclusive Acorn distributor, he offered for sale vending machines and parts substantially similar in appearance to Acorn but not manufactured by Oak. Oak added that after learning of this, Oak canceled its distributorship agreement with McPhail in April, 1960, but McPhail has continued to move non-Acorn machines and parts which are of the same design and mechanism as the one developed by the plaintiff.

In the U. S. District Court, Dallas, Oak filed a patent infringement and charging unfair competition against Charles Groden.

Oak to Entertain Ops During NVA Meet

HOLLYWOOD—Oak Manufacturing Company, manufacturers of the Acorn machine, will keep its hospitality suite open during the National Vendors Association conclave in San Francisco, according to Oak's Sid Bloom. The suite will be at San Francisco's Jack Tarr Hotel.

Oak's sales manager, M. J. Abelson, will be on hand to greet distributors and operators and to discuss problems that may have arisen during the past year. According to Bloom, methods on coping with some of these difficulties will be offered to operators visiting Oak's suite.

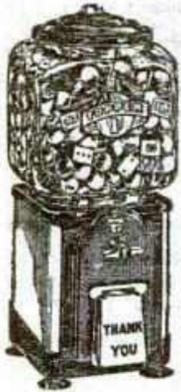
Groden does business as Beaver Distributing Company and sells Beaver vending machines manufactured by Beaver Casting & Vending Supply Company and McPhail Manufacturing Company, Toronto.

According to Sam Weitzman, president of Oak, his company was successful in enforcing its patent against Northwestern Manufacturing Company, and that it "intends to diligently protect its rights against infringers of its patent."

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 Large Stock of Vendors—Parts and Merchandise. Write for Prices.
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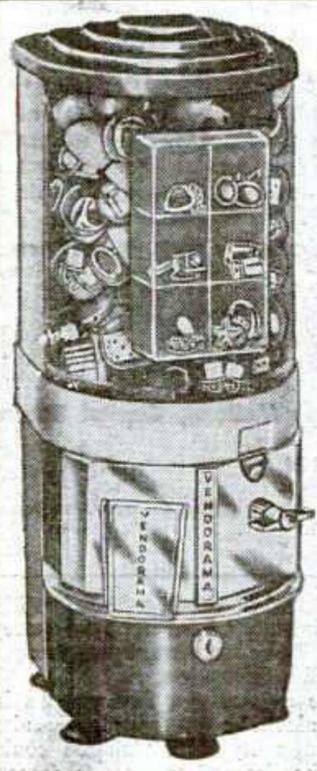
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We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes, 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies: 1 Hershey's 250 count and 500 count Candy Coated Baby Chicks; Lenlets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.



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Do It Now . . . Avoid Loss of Issues!

NVA Counsels

• Continued from page 49

Zola's presence is to meet with NVA counsels, Milton T. Taymor and Donald Mitchell, to discuss tax and legislative problems as they affect vendors.

Zola has been spearheading the Western association's efforts in bringing about a realistic tax program as levied upon vendors within the various municipalities within the Southern California area.

Under orders of the association, he has been conferring with the city fathers of the high-tax communities to reduce or eliminate altogether discriminatory taxation of vending machine operators.

Zola will accompany members of the Western operators association to the San Francisco convention. Sessions will be under way October 14-15 at the Jack Tarr Hotel.

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Vends any item which can be placed in a capsule.

5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.

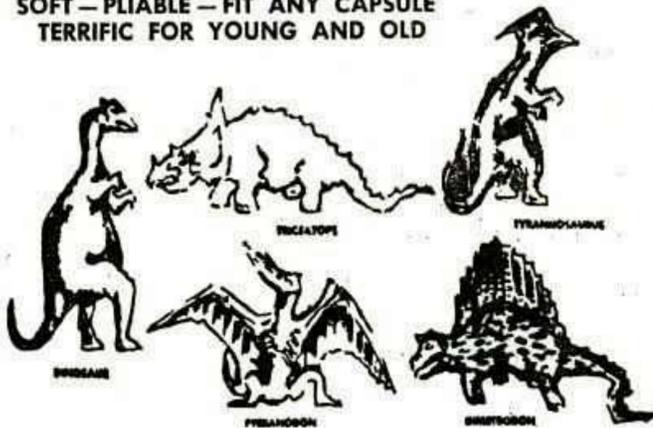


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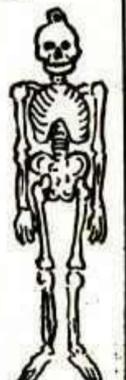
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 Will pay top prices for
 LATE GOTTLIEB GAMES
 —BALLY SHOOT-A-LINES
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 Uprights, Bingos, Flip-
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 C.C. Goalee \$110
 Cap. Midget Movies 125
 Quarterback 125
 Motorama 175
 Merc. Floor Grips 85
 Pull Donkey's Tail 175
 Wms. Crane 125
 Wms. Peppy the Clown 195
 Set Shot Basketball 195
 Stand. Metal Typier 225
 Harv. Metal Typier 195
 Mid. Red Ball 195
 Sidewalk Engineer 125
 Ex. Hi-Ball 75
 Keeneey League Baseball 125
 Ingo Floor Grip 85
 Radiograms, FJ. Mod. 110
 Waffling Scales 95
 Mills Scales 65
 Love Meters, Fl. Model 125
 Auto. Drivemobile 150
 Auto. Silver Gloves 150
 See-a-View 75
 Periscope 110
 Pitch'm & Baim 125
 Cross Country Drive-
 mobile 250

GUNS
 Ex. Space Gun \$125
 Silver Bullet 125
 Gun Patrol 110
 Six Shooter 110
 Shooting Gallery 135
 Mid. Shooting Gallery 275
 Vanguard 225
 State Fair 195
 Sky Gunner 125
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THE ELECTRA

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 styling and
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 the outstanding
ELECTRA offers
 coin operators the
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 pool tables.

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- ~ CUE BALL LOCK. After 15th ball is scored, cue ball is automatically locked and can not be released until additional coins for new game are inserted.
- ~ ONE PIECE CABINET. Bulky, clumsy slide-out drawer is eliminated. Large ball return opening permits six balls to be removed at one time.
- ~ SHORTER, STURDIER LEGS FEATURING AMERICAN'S FAMED LEG ADJUSTERS ADD TO STURDINESS AND STABILITY OF TABLE.
- ~ STEEL WIRE RUNWAYS. Positively will not jam, will not collect dirt or dust. Treats balls gently.
- ~ HANDSOME FURNITURE FINISHED CABINET. Stain and scratch resistant.
- ~ FORMICA TOP RAILS AND CORNERS. Stylishly complements beautiful cabinetry.
- ~ GENUINE CURED SLATE TOP.
- ~ HIGHEST QUALITY BILLIARD CLOTH AND ACCESSORIES.
- ~ SPECIALLY DESIGNED PROFESSIONAL CUSHIONS. Balls cannot jump over top rail.
- ~ CAN BE SET FOR 20¢ OR 25¢ PLAY.

See the ELECTRA at your distributor's now or write:
AMERICAN SHUFFLEBOARD COMPANY • INC.
 210 Paterson Plank Road, Union City, N. J. • Area Code 201 UNION 5-6633

Meeting Gets Fine Press In W. Virginia

HUNTINGTON, W. Va.—West Virginia operators received radio, television and newspaper coverage for their eighth annual convention here last week.

In addition to announcements of the meet on newscasts, Huntington's Station WSAZ (Channel 3) carried a brief report on the convention and the city's Herald-Dispatch gave picture and news coverage.

It was all a coup for Norman Tweel, convention chairman, and general workhorse of the three-day show. Tweel handled public relations and publicity and lined up entertainment for a Friday night party and the group's Saturday banquet. He also did a superb job of emceeing both shows.

Entertainment included the Joe Avis Quintet, Bill Tweel Trio (Norman's brother); Tommy Tweel, talented 25-year-old folk singer currently attending Marshall University (Norman's nephew), plus a number of variety acts.

Denver Hotel Fire Costs Ops Machines

DENVER—Three juke boxes, approximately 30 vending machines and some two dozen amusement machines were casualties here recently as Denver's Albany Hotel suffered a million-dollar fire.

The coin-operated equipment, located in the lobby, restaurant, bar, recreation rooms and in a ballroom used for private luncheons and parties, was the property of half a dozen different firms, each of which reported the equipment a complete loss.

The fire, which suffocated one woman employee and brought injury to about 20 more, began in an employee's locker room in the basement, where a cigaret vending machine was the first casualty. Spreading rapidly up to the third floor, with more than a dozen fire companies fighting the blaze, the flames quickly consumed all coin-operated equipment in the older half of the building, which was remodeled and expanded in 1938.

Daddis Predicts

Continued from page 46

Scouts, Girl Scouts, YMCA and the YWCA, the fire department and the police department and all their benefits.

"For your own safety, you are required to carry health insurance, life insurance, fire insurance, property insurance, liability insurance, earthquake insurance, burglar insurance, accident insurance and old age insurance. And would you believe it, with all these insurances you don't feel sure about anything."

Daddis told operators their business is "so governed at the present time that it is no easy matter to find out exactly who owns it. You are inspected, expected, suspected, disrespected, rejected, dejected. You are examined, informed, required, summoned, compelled, fined and commanded until you provide the inexhaustible supply of money for every known deed, desire, or hope of the human race.

Tax Minds
 "I understand there are a couple of congressmen now working out a way of collecting for the taxing of your mind," Daddis said.

"Gentlemen, these are but a few of the reasons why you need your State and national association. God help us if ASCAP should ever achieve their goal. It would be the straw that breaks the camel's back," Daddis concluded.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

ONLY LOVE CAN BREAK A HEART AND IF I DIDN'T HAVE A DIME	GENE PITNEY Musicor 1022
SURFIN' SAFARI AND 409	BEACH BOYS Capitol 4777
PUNISH HER AND SOMEDAY	BOBBY VEE (Punish Her) BOBBY VEE & THE CRICKETS (Someday) Liberty 55479
ALL ALONE AM I AND SAVE ALL YOUR LOVIN' FOR ME	BRENDA LEE Decca 31424
POPEYE (THE HITCHHIKER) AND LIMBO ROCK	CHUBBY CHECKER Parkway 849
NOTHING CAN CHANGE THIS LOVE AND SOMEBODY HAVE MERCY	SAM COOKE RCA Victor 8088
IF A MAN ANSWERS AND A TRUE, TRUE LOVE	BOBBY DARIN Capitol 4837
WORKIN' FOR THE MAN AND LEAH	ROY ORBISON Monument 467
HE THINKS I STILL CARE AND I WAS SUCH A FOOL	CONNIE FRANCIS MGM 13096
NEXT DOOR TO THE BLUES AND FOOLS RUSH IN	ETTA JAMES Argo 8424
DID YOU EVER SEE A DREAM WALKING AND STOP THE CLOCK	FATS DOMINO Imperial 5875

Recent Stereo Releases For Juke Box Operators

All titles listed below are from the latest Rowe-AMI Top Talent packages. All are available in 33 1/3 stereo. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

- New Themes From Motion Pictures, Various Artists, Time Record Company (Pop Instrumental)**
 Theme From "Advise and Consent"/Raad to Hong Kong
 Prologue From "West Side Story"/Lolita
 Till There Was You—76 Trombones/It Might as Well Be Spring
 Let Me Entertain You/The Naked Island
 La Dolce Vita/Maria
- "Stormy Monday," Lou Rawls and Les McCann, Capitol Record Company (Pop Vocal)**
 (They Call It) Stormy Monday/God Bless the Child
 See, See Rider/Willow Weep for Me
 I'm Gonna Move to the Outskirts of Town/In the Evening (When the Sun Goes Down)
 'Tain't Nobody's Buz-ness If I Do/Lost and Lookin'
 I'd Rather Drink Muddy Water/Sweet Lover

'Unrealistic' Law Rapped by Official

NEWARK, N. J. — William Howe Davis, director of the New Jersey Amusement Games Control Commission and head of the Division of Alcoholic Beverage Control, charged that the current State law which bars from the operation of amusement games any person convicted of minor law infractions is unrealistic.

Davis, speaking at a testimonial dinner in his honor sponsored by the New Jersey Amusement Own-

ers Board of Trade, said Senate Bill 52, introduced in the New Jersey Legislature last year, would remove the disqualification.

He pointed out that persons in the alcoholic beverage trade also found guilty of a violation could not be licensed to operate games. Violations as "minor as disorderly conduct" are considered adequate cause for disqualification, he said.

Davis warned the amusement machine owners against giving cash prizes or merchandise inferior to that displayed. He said that persons convicted of such practices could lose their licenses permanently.

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Seeburg VL \$245.00
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Rock-Ola 1440 Hideaway—
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W. Va. Ops Wind Up Meeting
• Continued from page 46

OLYMPICS
Gottlieb's New 1-Player "Sports Spectacular" Delivery Now—Order Today.
See page 55

SALE! Completely Reconditioned GOTTLIEB 1-PLAYERS

SILVER \$155
QUEEN OF DIAMONDS 175
MISS ANNABELLE 175
UNIVERSE 195
WORLD BEAUTIES 195
SPOT-A-CARD 235
KEWPIE DOLL 245

SALE! Completely Reconditioned GOTTLIEB 2- and 4-PLAYERS

WHIRLWIND \$175
BRITE STAR 185
AROUND THE WORLD 275
SEVEN SEAS 285
MADEMOISELLE 295
SWEET SIOUX 325
TEXAN 345

WANT TO BUY
ALOHA—LANCERS—FOTO FINISH—
FLYING CIRCUS—LIBERTY BELLE—
BIG CASINO—OKLAHOMA—
SHOW BOAT—TROPIC ISLE

NATIONAL COIN MACHINE EXCHANGE
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BUckingham 1-8211

ment and substitute a general operator license. This would also eliminate a number of bothersome administrative problems such as individual decals and individual machine reports.

However, the possibility of getting relief from what most people agree is the most severe tax structure of any State in the Union seemed slim.

W. H. Anderson, newly elected president of the association and a candidate for the West Virginia House of Delegates, announced he had already been approached about means of increasing revenue for the State.

He cited efforts to raise school teacher salaries. He noted that prospects for reducing operator license fees and taxes were dim and that efforts should be directed instead at more equitable requirements such as the general operator license instead of per machine levies.

Eliminate Tax
Previously, NAMA's Richard Funk got a big hand when he urged the operators to work to "eliminate the tax altogether."

Funk noted that West Virginia "was the hardest of all States on coin operated equipment."

Referring to a bill under discussion, that called for an operator license based on number of machines, Funk noted there is "no relief here."

He called the coin machine operator tax a "vicious circle that has been with us since 1890."

New Business
"How many new vending operators does West Virginia attract each

year with this severe tax structure?" asked Funk, referring to the State's general depressed economic condition.

"Let's try promoting our business; let's get rid of this tax. Get hold of your State representatives and tell our story," he urged.

General consensus, however, was that eliminating a tax completely was unrealistic and that it was better to try for a tax that operators could live with then shoot for the moon.

Current Structure
Most operators also agreed they would rather have a low tax on all coin-operated equipment — juke boxes, games and venders—than have no tax on vending but high taxes on music and game equipment.

West Virginia operators currently pay \$5.50 per machine plus a 5 per cent consumer sales tax. Dime games are, in turn, subject to a 10 per cent sales tax. A \$1.05 per hundred gross business and occupation tax is also assessed.

Cities and counties can also apply the \$5.50 machine tax, so operators are often assessed as much as \$16.50 per unit.

Proposal Revision
A proposed revision discussed at the meeting would call for the following sliding scale:

Penny machines: 1-4 machines, \$3 per machine; 5-50 machines, \$50 operator license (no machine tax); graduated up to \$1,200 operator tax for over 300 machines.

Other than penny machines: 1-4 machines, \$5.50 per unit; 5-75 machines, \$190 operator license (no machine tax); graduated up to

\$2,750 operator license for over 400 machines.

(Continued on page 54)

ZIG-ZAG Counter Game
5-ball play. 16-56-108 play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.
\$49.50

SHUFFLEBOARD SCOREBOARDS
Coin operated. 18, 21 and/or 30 points (Horseshoe). Overhead double-faced model on chrome stands, complete with coin box.
\$159.50
Wall Model \$108.00

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5-Oz. Bumper Pool Balls (10).... \$ 9.00
4-Oz. Bumper Pool Balls (10).... 7.50
2 1/2" Pool Balls 1-15 w/Cue Ball. Set 12.50
2 1/2" Pool Balls 1-15 w/Cue Ball. Set 16.95
Plastic Triangles, 2 1/4" 1.50
48" Cue \$1.50 ea./25, \$1.15 ea.
52" Cue \$1.95 ea./25, \$1.50 ea.
57" Plastic Cue..... \$3.95 ea./ \$39.00 ds.

We carry complete line of Pool Supplies—Write for list.

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• 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.

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Dudley 2-3633 collect

Distributors Get First Look at Rock-Ola's 'Big 3 for '63'

NEW ORLEANS — Rock-Ola unveiled its new "Big Three for 1963" juke box to some 20 distributors and distributor salesmen at the Royal Orleans Hotel here September 26.

Similar distributor sessions are being held throughout the country this week, with operator showings to follow. Representing the Rock-Ola factory were E. G. Doris, Les Reick, Jack Barabash and Ralph Wyckoff.

Distributor personnel included H. C. Robinson, Robinson Distributing Company; Alan Dixon, S. & M. Distributing Company; H. N. Gorman, Taran Distributing Company; Robert A. Franco, Morris R. Piha, Louis W. Hodge and Travis Cheatwood, Franco Distributing; L. F. LeSturgeon, Charles Fisher, John L. Kaiser, LeSturgeon Distributing; Robert Nims, Andrew LeBlanc, Jack Singleton, AMA Distributors; Abe Susman, H. Chatten, State Music; Jim Adams, Robinson Distributing; Roy W. Brown, Coin Automatic Distributing.

Henry M. Swanay, Coin Auto-

matic Distributing; Edward Strike Rothrock, Amusement Distributors; Fritz Stanislaw, Pan American



EDWARD DORIS, Rock-Ola Manufacturing Company executive vice-president, gives Southern distributors the word on the firm's new "Big Three for '63" line.

Sales; Lloyd Bailly, A.M.A. Distributing; Kenneth Poston, T. W. Hughes, S. & H. Distributing; Harry Sanders, Sanders Distributing. Also on the distaff side: Mrs. T. W. Hughes and daughter, and Mrs. L. LeSturgeon.

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ROCK-OLA—1455-D, 1458, 1464, 1468, 1478, 1493.
AMI—G-200, H-100, H-200, I-200, I-1200.
WURLITZER—2000, 2100, 2104, 2150, 2200, 2204, 2250, 2310.
SEEBURG—222, HF1006.
WALL BOXES—3WA, 3W1, 5210, 5207, WQ200.

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Miss America Boat . . . \$225	Boomerang
Donald Duck 250	Selectoscope
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AUTO PHOTO STUDIOS	Windjammer
Models 12 & 14 Write	Uncle Sam Gripper
Model 11 \$1,795	Periscope
Model 9 745	Many, many others—
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1 ABT Shooting Gallery without Compressor (Like New) \$695.00	

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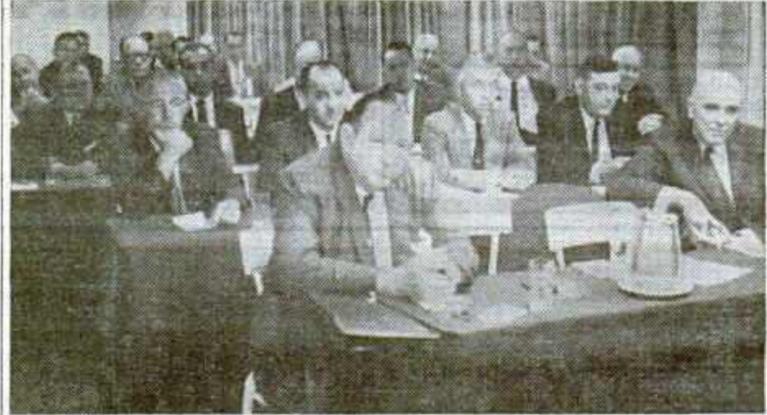
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cordially extends an invitation to
DISTRIBUTORS, SERVICEMEN and OPERATORS
to visit their
Courtesy Suite at the St. Francis Hotel, San Francisco
during the NAMA Convention, October 13-16
See our new line for 1963 — Coin, Home, Regulation Pool Tables.

GIVE TO DAMON RUNYON CANCER FUND



DISTRIBUTORS WATCH the unveiling of the new Rock-Ola line at the firm's Southern regional sales meeting in New Orleans last week. Representatives from some 13 distributorships were in attendance.

W. Va. Ops Wind Up Meeting

Continued from page 53

The bill would also call for a \$1,000 returnable surety bond.

Name Committee
A legislative committee of Bill Anderson, John Wallace, Norman Twell, W. T. (Spec) Cruze, Matthew Corey, Joe Dobkins and Thurman Moss was appointed to study the proposal.

MOA Managing Director Robert H. Blundred told members the national association had two vital goals: Help individual operators be better businessmen and have the national association become the voice of the industry.

Among MOA programs in the works, he cited: Conducting forums and workshops at conventions; research on location contracts; an MOA newsletter; surveys on operator practices, and investigating the possibility of having a national finance company set up an MOA sponsored program for location loans.

Techniques Cited
Some techniques that could be used to emphasize the contributions made by the coin machine industry, he said, include: Co-operating with city officials and establishing good personal relations; developing and publishing a code of ethics; publish statistics on the coin machine industry; con-

sider a seasonal campaign of donations to a national charity; prepare articles for national magazines.

He also cited MOA's national tax council, national legal council and insurance program as providing benefits to operators. He urged operators, distributors, manufacturers and all members of the industry to unite behind MOA for the good of the industry.

Speakers & Exhibitors
Other speakers included Art Daddis, Rock-Ola; John F. Hussey and Earl Wolf, General Foods, with a presentation on coffee vending; Richard Funk; John D. Chandler, director of Virginia Operators Association, and Chester Tinsley, State tax commission.

Exhibitors included Cruze Distributing Company with Wurlitzer; Allied Sales, with Rock-Ola; Roanoke Vending, with Rowe AC Services' AMI juke box, Williams pinball game and Chicago Coin shuffle alley; Atlas Music, with Seeburg; Club Equipment Corporation, with bulk vending machines; Wico, coin machine supplies; Addressograph Corporation, bookkeeping equipment; Outercom Corporation, citizens band radio; Continental and National Vendors.

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AMI JAI 200
AMI F 120
AMI HS 120 (Hideaway)
Wurlitzer 2000
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GAMES GAMES 250 OF THEM
Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED? SPECIALS FOR THE WEEK
AMI, G-200 Phonograph \$195.00
Advance Bowler 495.00
Gottlieb Contest (4 Player) 235.00
C.C. Dutchess Bowler 595.00
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above, Also on Used Drink Vendors.

Write or Call Us Collect.
MAIN 1-3511
Write for Our Price List on Full Line of Coin-Operated Machines.

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WORLD'S LARGEST INVENTORY FOR SALE

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ONE-STOP RECORD SERVICE!

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All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

THE MUSICAL SALES CO.

The Musical Sales Bldg.
Baltimore 1, Maryland

FOR SALE—BARGAINS

Games Inc. Trail Blazer .. \$195	Games Inc. Twin Trail Blazer..\$345
Games Inc. Tim Buc Too... 245	Games Inc. Twin Tim Buc Too..395
Games Inc. Super Wildcat	Games Inc. Twin Super Wildcat
145	295

WANT... WILL PAY CASH!

BALLY Shoot-a-Line—Light-a-Line
Barrel o' Funs—Lotta Fun

KEENEY Old Plantation—Birdland
StarTime—El Rancho

Contact Immediately:

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314 East 11th St. Erie, Pa.
Phone Glendale 2-3207

GIVE TO DAMON RUNYON CANCER FUND

BEN BELLA SAYS HE'LL SEEK WAYS TO HELP OPS

ALGIERS — Premier Ben Bella, head of the new Algerian government, has assured Algerian coin machine operators that his government is "sympathetic" to "the problems of your important trade" and will give study to immediate measures of assistance. Ben Bella gave the assurance in answer to a letter from the Algerian operators' organization. The operators pointed out that they have suffered staggering losses in the recent post-independence chaos, and they implored Ben Bella to give their plight special study. Ben Bella said he was unable to grant the operators preferred status in national reconstruction, but he promised that they would be included within the framework of general economic rehabilitation.

HE JUST SAW THE ROCK-OLA BIG 3 FOR '63!

YOU WILL BE FLIPPING over the ROCK-OLA BIG 3 FOR '63!

OPEN HOUSE INTRODUCTION SOON TO BE ANNOUNCED

ALWAYS BEST

...
NOW BETTER THAN EVER...

BUMPER POOL® by Valley

Blond or Mahogany
NEW DESIGN!
NEW MECHANISM!

Completely New. Metal Bumpers! Regulation Size.

VALLEY SALES CO.
A DIVISION OF VALLEY MFG. CO.

333 MORTON ST. • BAY CITY, MICHIGAN • TWinbrook 7-8587

SPORT SPECTACULAR

Gottlieb's **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 rollover designates an "Olympic City".
- Scoring 8 cities awards special.
- Scoring all cities lights targets for specials.
- Each top rollover 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-Cote" Finish Extends Playboard Life to an All-Time High!

D. Gottlieb & Co.

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

It's Always Profitable to Operate Gottlieb Games!

THE TWIST

pinball with a new twist



- NEXT PLAY
ADVANCES
MAGIC CARDS**
- NEXT PLAY
ADVANCES
RED SCORES**
- NEXT PLAY
ADVANCES
YELLOW SCORES**
- NEXT PLAY
ADVANCES
GREEN SCORES**

New "Next Play" Guarantee

Mystery flashing panels on backglass tell player exactly what each coin will buy. Every advertised advance is guaranteed.

New Magic Cards

Player's choice of up to 11 different Cards. Complete double diagonals in every Card. Red, yellow and green scoring in every Card. Player can change Cards back and forth for top scoring.

New "Double Duty" Numbers

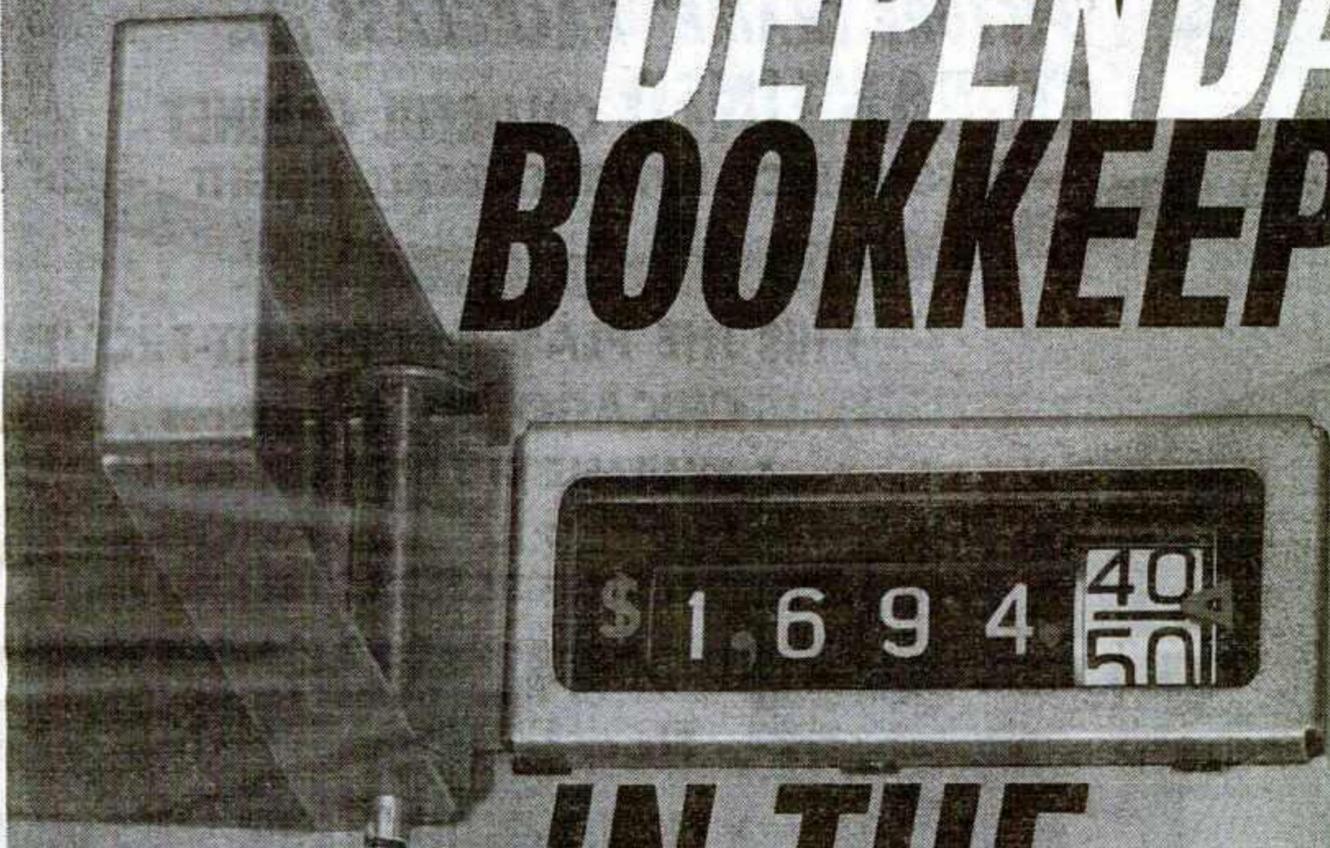
Numbers may appear twice in one Card, permitting player to light 2 spots in Card with a single skill-shot—up to 10 spots with 5 balls.

Bally

now brings you the first really new in-line game in years. New in eye-appeal to get immediate attention on location. New in simplified play-appeal to attract new players...and to insure fast, continuous repeat play, high coin averages and top earning-power. See THE TWIST at your Bally distributor today.

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

THE MOST DEPENDABLE BOOKKEEPER



IN THE BUSINESS

Seeburg's exclusive new Automatic Income Totalizer works just like a cash register. It adds up all the money deposited in both the phonograph and in remote Stereo Consolettes. It registers a running total from week to week. Non-resettable, tamperproof... a revolutionary feature in the revolutionary Seeburg LP Console

WHAT'S NEW IN PUCK BOWLERS?

CHICAGO COIN'S 6 PLAYER

CITATION

HAS THE BIG CHANGE IN CABINET DESIGN!



NEW! RECESSED ILLUMINATED
"PICTURE FRAME" BACKGLASS plus
STREAMLINED COLORFUL CABINET
with FOUR-INCH LOWER OVERALL HEIGHT

Plus THE PLAY and PROFIT-PROVEN
CHICAGO COIN features

* AVAILABLE IN 3 DIFFERENT COIN CHUTES

1. STRAIGHT 10c PLAY
2. TWO NICKELS, DIME & QUARTER
3. TWO NICKELS, DIME, QUARTER & HALF DOLLAR

One game for 2 nickels—1 dime
or Three games for 1 quarter

Six or Seven games for half dollar

* ALL ILLUMINATED PLASTIC SCORE DRUMS
LARGER NUMBERS—EASIER TO READ

LARGER AND WIDER PLEXIGLASS HOOD
WITH LIGHTED PIN RECORDER

* STAINLESS STEEL CASH BOX DOOR, RAIL
GUARDS AND ENTIRE COIN ENTRY PLATE

6 WAYS TO PLAY!
REGULATION
SILVER CUP
SUPER STRIKE
FLASH-O-MATIC
"300" CHAMP
"DUAL"
FLASH-O-MATIC

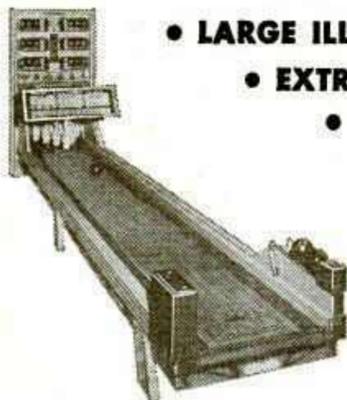
STAINLESS
STEEL
CASH BOX
DOOR

* * * * *
EXTRA FAST SCORING!

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF Chicago Coin PROFIT-MAKING GAMES!

ROYAL CROWN BOWLER

- LARGE ILLUMINATED SCORING DRUMS!
- EXTRA FAST SCORING!
- OPTIONAL COIN CHUTE!



STRAIGHT 10c PLAY
1 GAME—2 nickels
or 1 dime
3 GAMES—25c
6 or 7 GAMES—50c

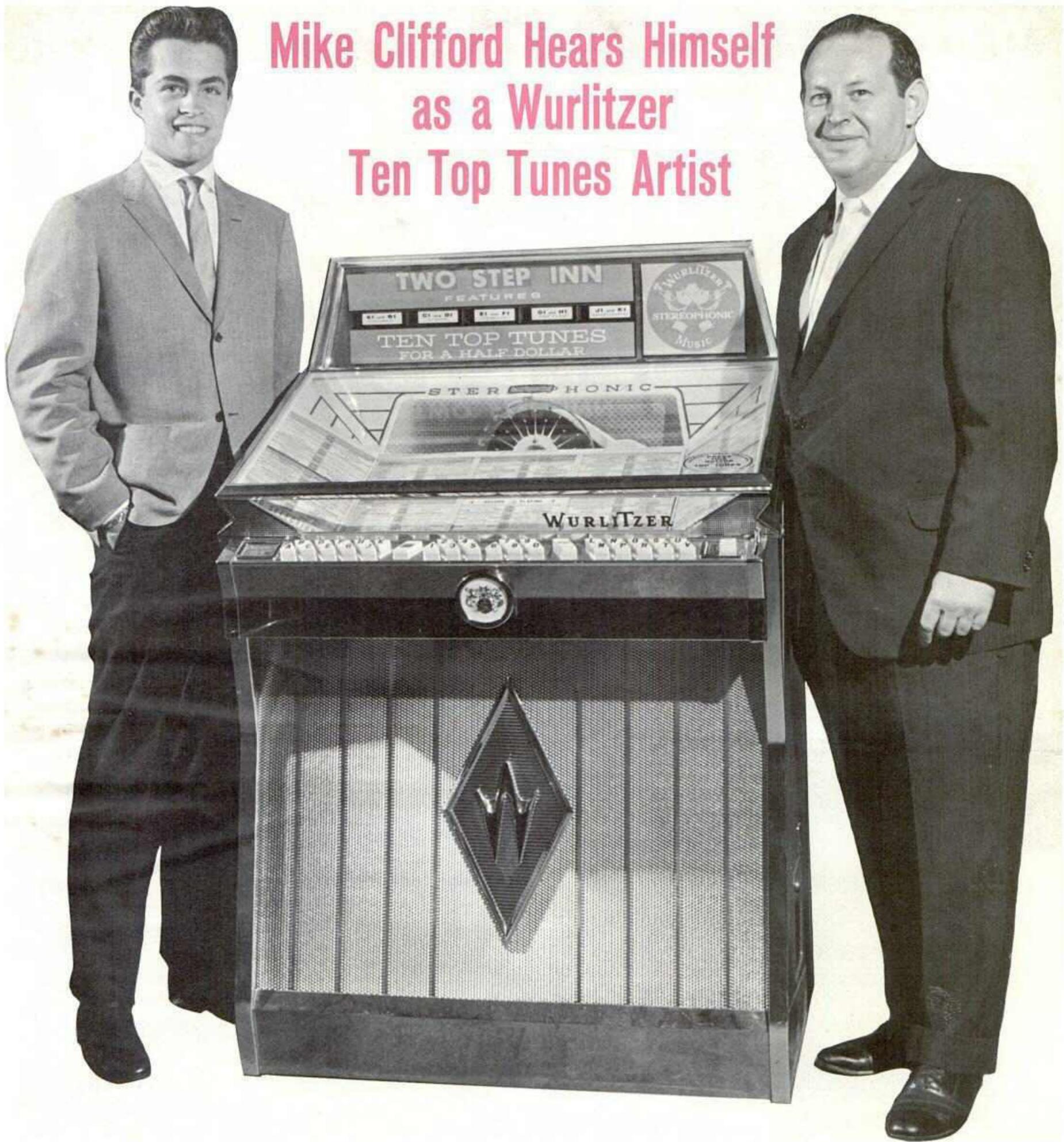
WORLD'S FAIR RIFLE GALLERY

NEW DOUBLE MIRROR REFLECTION
NEW MYSTERY MOVING TARGETS
SENSATIONAL IN PLAYER APPEAL
SENSATIONAL IN APPEARANCE
NEW SPINNING TARGETS



Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

Mike Clifford Hears Himself as a Wurlitzer Ten Top Tunes Artist



Fast Rising United Artists Performer Rates Wurlitzer Honor Spot

The newest mark of success for an artist is to have a disc listed among the "Ten Top Tunes for a half-dollar" on Wurlitzer Phonographs all over the nation. New teen-age singer Mike Clifford leapt into this elite class with his current "Close to Cathy" single.

Like Mike, the Wurlitzer Ten Top Tunes feature has skyrocketed into popular favor with the juke

box fans and proved a real money-maker.

Shown here with Wurlitzer operator Sam Morrison of Musical Moments, Inc. in New York Chinatown's Two-Step Inn, Mike Clifford has it made. Helping him to stardom is the instrument that stands beside him—a Wurlitzer 2600! The Wurlitzer Company, North Tonawanda, New York—106 Years of Musical Experience.

Operate the **WURLITZER 2600**

AUTUMN SPECIAL FROM RCA VICTOR



RCA VICTOR
47-8100



45 RPM

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A HAL WALLIS
PRODUCTION

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#8100

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"Elvis' '63 Color Calendar." Call him now!

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