

June 23, 1962

# BILLBOARD MUSIC WEEK

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

FRANCIS C LAUDA  
118 MIDDLENECK RD  
PORT WASHINGTON L I N Y  
1132 B11104 32KR 67801206

## PAGE ONE RECORDS

BILLBOARD  
MUSIC WEEK  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

**SEVEN-DAY WEEKEND**, Gary (U. S.) Bonds, LeGrand 1019  
**(GIRLS, GIRLS, GIRLS) MADE TO LOVE**, Eddie Hodges, Cadence 1421

#### ★ 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.

**GOODBYE DAD** . . .  
Castle Sisters, Terrace 7506 (Aldon, BMI) (New York)

**AHAB THE ARAB** . . .  
Ray Stevens, Mercury 71966 (Lowery, BMI) (Memphis-Nashville)

**WORKOUT (Part I)** . . .  
Ricky Dee and the Hully Girlies, Newtown 5001 (Sunset, BMI) (Philadelphia)

**(Hear My Song) VIOLETTA** . . .  
Ray Adams, Laurie 3118 (No Publisher Available) (Chicago)

**GOODNIGHT IRENE** . . .  
Jerry Reed and the Hully Girlies, Columbia 42417 (Ludlow, BMI) (New Orleans)

**LIFE'S TOO SHORT** . . .  
Lafayettes, RCA Victor 8044 (Duchess, BMI) (Baltimore)

**TOUCH ME** . . .  
Willie Nelson, Liberty 55439 (Pamper, BMI) (Dallas-Fort Worth)

**ROME** . . .  
Johnny Taylor, Sar 131 (Kags-Dandleton, BMI) (New Orleans)

#### NEW ON THE HOT 100

68. **SEVEN-DAY WEEKEND** . . . Gary (U. S.) Bonds, LeGrand 1019
69. **(GIRLS, GIRLS, GIRLS) MADE TO LOVE** . . . Eddie Hodges, Cadence 1421
78. **DANCIN' PARTY** . . . Chubby Checker, Parkway 842
80. **BUT NOT FOR ME** . . . Kitty Lester, Era 3080
81. **GOOD LOVER** . . . Jimmy Reed, Vee Jay 449
88. **WELCOME HOME BABY** . . . Shirelles, Scepter 1234
89. **THAT GREASY KID STUFF** . . . Janie Grant, Caprice 115
90. **LITTLE RED RENTED ROWBOAT** . . . Joe Dowell, Smash 1759
94. **BRING IT ON HOME TO ME** . . . Sam Cooke, RCA Victor 8036
95. **SUMMERTIME, SUMMERTIME** . . . Jamies, Epic 9281
96. **STEEL MEN** . . . Jimmy Dean, Columbia 42483
99. **AIR TRAVEL** . . . Ray and Bob, Ledo 1150
100. **SHAKE A HAND** . . . Ruth Brown, Philips 40028

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

**AMERICAN WALTZES** — Mantovani, London LL 3260  
**DINAH '62**—Dinah Washington, Roulette R 25170

STEREO

No Breakouts This Week.

#### ★ NEW ACTION LP'S

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

MONO

**BOBBY VEE MEETS THE CRICKETS** . . . Liberty LRP 3228

**LOVER PLEASE** . . . Clyde McPhatter, Mercury MG 20711

**THERE GOES THAT SONG AGAIN** . . . Brook Benton, Mercury MG 20673

**PETE FOUNTAIN'S MUSIC FROM DIXIE** . . . Coral CRL 57401

**DAVE GUARD & THE WHISKEY HILL SINGERS** . . . Capitol T 1728

**DON'T PLAY THAT SONG** . . . Ben E. King, Atco 142

**THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY** . . . David Rose and Ork, MGM E 4062

**BLUES CROSS COUNTRY** . . . Peggy Lee, Capitol T 1671

**TWISTIN' WITH DUANE EDDY** . . . Jamie JLP 3022

**TWISTIN' THE NIGHT AWAY** . . . Sam Cooke, RCA Victor LPM 2555

**THE MANY MOODS OF FERRANTE & TEICHER** . . . United Artists UAL 3211

**BACK AT THE PEPPERMINT LOUNGE** . . . **TWISTIN' WITH JOEY DEE & THE STARLITERS** . . . Roulette R 25173

**I CAN GET IT FOR YOU WHOLESALE** . . . Original Cast, Columbia KOL 5780

**WALK ON THE WILD SIDE** . . . Elmer Bernstein, Choreo A-4

**COME ON IN** . . . Santo and Johnny, Canadian-American CALP 1006

STEREO

**ORIGINAL MOTION PICTURE HIT THEMES** . . . Various Artists, United Artists UAS 6197

**ROME ADVENTURE** . . . Sound Track, Warner Bros. WS 1458

**PETE FOUNTAIN'S MUSIC FROM DIXIE** . . . Coral CRL 757401

**COUNTDOWN TIME IN OUTER SPACE** . . . Dave Brubeck Quartet, Columbia CS 8575

**WALK ON THE WILD SIDE** . . . Elmer Bernstein, Choreo AS-4

#### NEW ON THE TOP LP'S

MONO

123. **AMERICAN WALTZES** . . . Mantovani, London LL 3260

125. **DINAH '62** . . . Dinah Washington, Roulette R 25170

129. **IT'S MASHED POTATO TIME** . . . Dee Dee Sharp, Cameo C 1018

133. **THROUGH CHILDREN'S EYES** . . . Limeliters, RCA Victor LPM 2512

148. **OLD RIVERS** . . . Walter Brennan, Liberty LRP 3233

STEREO

No New Ones This Week.

## Powerhouse Singles Rally Shakes Off Annual June Slump

Business, especially on the singles level, surged upward in most major markets in the country over the past weekend. Though June traditionally is a slow month in the disk business, a spate of strong singles product appeared to be luring customers to record outlets in most areas. Among the markets reported by dealers as having healthy sales were: Atlanta, Milwaukee, Cincinnati, Washington, New York, Philadelphia, Boston, Chicago, Pittsburgh, Detroit, Memphis, Nashville, Miami, Dallas, Los Angeles and San Francisco.

Of the newer albums dealers were very hot on three items. Two were instrumental sets, the new Jimmy Smith LP on Verve, and David Rose's LP, "The Stripper," on MGM. George Marharis' first album on Epic was the other big one, according to the storekeepers. Dinah Washington's first LP for Roulette showed up strongly enough to become a national breakout last week, jumping into BMW's mono best selling chart at No. 125. Though the Twist may be supplanted by the Mashed Potato as a teen dance, the Twist is still strong in the record field. Three new Twist sets showed up on the Action LP list this week, one by Joey Dee, another by Duane Eddy and one by Sam Cooke.

## Detroit Awaits Discount Bombshell

DETROIT—Though discounting here was described by one key distributor as being no different than usual, the situation is apt to change abruptly with the opening of several powerful discount outlets.

K-Mart, a branch of the Kresge chain, opened a number of stores during the past two months. Korvettes is expected to open an outlet shortly, and a strong rumor suggests that Gem Stores is also planning an outlet.

A new distributor—Record Merchants—which opened its doors some two months ago, is now fully operative. Okeh is the latest of its lines, along with a number of local labels like Kay Dee, Foxy, Harmon and Bobbin.

Increasingly active and aggressive radio programming was credited by one key distributor for the best singles business he's enjoyed in more than a year. Station WXYZ and WJBK, in particular, were cited as being very active on new material. "It used to be we'd have to wait at least a week to get something on the air," one big distributor noted. "Now, if we have something real hot, it's played immediately."

Another large distributor noted that "stations seem to have let up on the 'big committee' approach to programming."

## Capital's Boom Story: Good Disks

WASHINGTON—Singles are having a boom in the Nation's Capital. The reason heard most often: "There are a lot of good things out." The story comes from all sales levels, a big rack distributor, a 55-cent singles outlet, and a higher priced, in-depth retailer.

Waxie Maxie Silverman, of Quality Music, which runs heavily to jazz stock, said his pop singles sales are up 35 per cent above last year at this time. He predicts big things for an organ instrumental called "Rinky Dink" by Baby Cortez. Another comer which is "selling two to one over the top charters here" is a Barbara Lynn number, "You'll Lose a Good Thing," on Jamie.

Silverman said price situation here is still "very unhealthy" for singles, because of loss-leader singles sales by dealers who are after album sales. The tactic disrupts buying patterns, when customers see ads for singles at 55 cents, and hot-foot it to the loss-leader store, only to find out what they want is not in stock, says Silverman. (Washington singles rarely dip below the 55-cent level.)

The customer passes on his discontent to the regular retailer, where he can get variety but not the low-slung price. The psychological effect is generally a drag, even in the boom sales periods, Silverman finds.

Rack distributor Edge Limited says its singles business was never better, not only in the Washington-Baltimore area, but in branch operations in Buffalo and Norfolk. Edge is expanding its area coverage in Washington, Virginia and Maryland.

Singles pulling hard for racks locally are "Roses Are Red," by Bobby Vinton on Epic; Ray Charles' chart-topper, and "The Stripper," by David Rose. "We have a lot of good hot numbers

(Continued on page 8)



150 Best Selling

## MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	10
2	1	WEST SIDE STORY Sound Track, Columbia OL 5670	35
3	3	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	37
4	12	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	8
5	4	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	35
6	5	WEST SIDE STORY Original Cast, Columbia OL 5230	89
7	8	COLLEGE CONCERT Kingston Trio, Capitol T 1658	16
8	6	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	28
9	9	NO STRINGS Original Cast, Capitol O 1695	10
10	15	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	28
11	16	A SONG FOR YOUNG LOVE Letterman, Capitol T 1669	18
12	17	STATE FAIR Sound Track, Dot DLP 9011	7
13	19	THE TWIST Chubby Checker, Parkway P 7001	76
14	7	TIME OUT Dave Brubeck, Columbia CL 1397	77
15	11	CAMELOT Original Cast, Columbia KOL 5620	74
16	31	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	7
17	21	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	7
18	10	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	131
19	14	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWB 1569	47
20	22	PETER, PAUL AND MARY Warner Bros. W 1449	9
21	24	JOAN BAEZ, VOL. II Vanguard VRS 9094	30
22	23	MY FAIR LADY Original Cast, Columbia OL 5090	324
23	20	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	15
24	32	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	85
25	18	MOON RIVER Lawrence Welk, Dot DLP 3412	25
26	26	DO THE TWIST Ray Charles, Atlantic 8054	27
27	33	TONIGHT Ferrante & Teicher, United Artists UAL 3171	15
28	25	SING OUT! Limelitters, RCA Victor LPM 2445	21
29	30	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	11
30	28	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	43
31	37	CRYING Roy Orbison, Monument M 4007	12
32	48	WHAT'D I SAY Ray Charles, Atlantic 8029	43
33	36	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	13
34	35	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	19
35	42	MUSIC MAN Original Cast, Capitol WAD 990	209
36	27	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	29
37	29	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	15
38	54	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	73
39	50	ORIGINAL MOTION PICTURE HIT THEMES Various Artists, United Artists UAL 3197	6
40	13	MILK AND HONEY Original Cast, RCA Victor LOC 1065	31
41	38	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	30
42	41	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	26
43	52	YOUNG WORLD Lawrence Welk, Dot DLP 3428	5
44	51	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	18
45	40	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CL 1776	8
46	47	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	23
47	53	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	31
48	34	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	103
49	43	HAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol W 1675	8
50	69	'TUFF' SAX Ace Cannon, Hi HI 12007	6
51	62	THE VENTURES' TWIST PARTY, VOL. II Dot/Dun BLP 2014	6

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	63	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	221
53	61	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	13
54	65	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	8
55	57	LIVE IT UP Johnny Mathis, Columbia CL 1711	18
56	45	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	137
57	46	CARNIVAL Original Cast, MGM E 3946	56
58	74	JOAN BAEZ, VOL. I Vanguard VRS 9078	17
59	71	MARIA Roger Williams, Kapp KL 1266	15
60	56	CAMPUS ENCORE Four Profs, Capitol T 1647	14
61	66	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	10
62	78	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	4
63	89	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	19
64	39	HYMNS Tennessee Ernie Ford, Capitol T 756	248
65	81	KINGSTON TRIO Capitol T 996	187
66	67	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	39
67	72	SINCERELY BRENDA LEE Decca DL 4216	14
68	75	RUNAROUND SUE Dion, Laurie LLP 2009	30
69	82	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	86
70	76	ALL AMERICAN Original Cast, Columbia KOL 5760	7
71	87	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	142
72	83	KING & I Sound Track, Capitol W 740	258
73	79	THE KINGSTON TRIO CLOSE UP Capitol T 1642	37
74	44	RHYTHM SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1727	16
75	49	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	11
76	60	VERSATILE BURL IVES Decca DL 4152	19
77	55	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	92
78	90	BEYOND THE REEF Earl Grant, Decca DL 4231	6
79	58	DO THE TWIST Connie Francis, MGM E 4022	11
80	64	HEAVENLY Johnny Mathis, Columbia CL 1351	144
81	93	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve 9474	4
82	88	DINO—ITALIAN LOVE SONGS Dean Martin, Capitol T 1639	7
83	85	TWISTIN' ROUND THE WORLD Chubby Checker, Parkway P 7008	9
84	92	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PMS 1	6
85	80	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	119
86	103	GEORGE MAHARIS SINGS! Epic LM 24001	4
87	73	FLOWER DRUM SONG Sound Track, Decca DL 9098	26
88	94	BUDDY HOLLY STORY Coral CR 57326	76
89	118	FAMILY SING ALONG WITH MITCH Mitch Miller & the Gang, Columbia CL 1773	3
90	84	SOUTH PACIFIC Original Cast, Columbia OL 4180	419
91	99	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 1E2	30
92	100	EXODUS Sound Track, RCA Victor LOC 1058	75
93	101	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	27
94	104	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 3424	4
95	59	YELLOW BIRD Lawrence Welk, Dot DLP 3389	45
96	102	GOLDEN PIANO HITS Ferrante & Teicher, United Artists UAL 3505	20
97	68	MIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1262	14
98	70	TWIST WITH THE VENTURES Dot/Dun BLP 2010	23
99	112	ONCE UPON A TIME Letterman, Capitol T 1711	3
100	77	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1153	216

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	91	HEY, LET'S TWIST Sound Track, Roulette R 25168	19
102	137	ROME ADVENTURE Sound Track, Warner Bros. W 1458	2
103	96	BOBBY DARIN SINGS RAY CHARLES Atco 140	7
104	109	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LPM 2442	4
105	128	SUMMER FESTIVAL Various Artists, RCA Victor LM 6097	2
106	124	BEST OF THE KINGSTON TRIO Capitol T 1705	3
107	113	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	20
108	95	GLORIA LYNNE AT BASIN STREET EAST Everest LPBR 5137	12
109	111	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	32
110	132	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	3
111	86	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	33
112	125	LOVE LETTERS Ketty Lester, Era EL 108	3
113	130	GOLDEN THEMES FROM MOTION PICTURES Ferrante & Teicher, United Artists UAL 3210	2
114	122	TWIST WITH BOBBY DARIN Atco 138	22
115	123	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1568	67
116	97	TWISTIN' 'N' TWANGIN' Duane Eddy, RCA Victor LPM 2525	5
117	98	AFRIKAAN BEAT & OTHER FAVORITES Bert Kaempfert, Decca DL 4273	10
118	108	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	17
119	134	A TOUCH OF VELVET Jim Reeves, RCA Victor LPM 2487	2
120	110	HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT Capitol T 1684	5
121	136	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	2
122	140	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	2
123	—	AMERICAN WALTZES Mantovani, London LL 3260	1
124	127	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	21
125	—	DINAH '62 Dinah Washington, Roulette R 25170	1
126	114	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	40
127	133	ALWAYS YOU Robert Goulet, Columbia CL 1676	15
128	106	BABY IT'S YOU Shirley Bassey, Scepter SLP 504	8
129	—	IT'S MASHED POTATO TIME Doe Dee Sharp, Cameo C 1018	1
130	126	DOWN HOME Chet Atkins, RCA Victor LPM 2490	15
131	120	YOUNG, ALIVE & IN LOVE Paul Anka, RCA Victor LPM 2502	11
132	131	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1671	40
133	—	THROUGH CHILDREN'S EYES Limelitters, RCA Victor LPM 2512	1
134	105	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	56
135	107	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	21
136	116	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	27
137	121	PATSY CLINE SHOWCASE Decca DL 4202	13
138	135	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1457	102
139	138	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	43
140	115	NEVER ON SUNDAY Connie Francis, MGM E 3965	34
141	144	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	45
142	117	THE BICKERSONS Don Ameche & Francis Langford, Columbia CL 1692	12
143	145	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	35
144	119	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	74
145	129	FLOYD CRAMER GETS ORGAN-IZED RCA Victor LPM 2488	5
146	147	STANDING ROOM ONLY Highwaymen, United Artists UAL 3168	14
147	139	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	49
148	—	OLD RIVERS Walter Brennan, Liberty LRP 3233	1
149	142	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	17
150	149	HONKY-TONK MAN Johnny Horton, Columbia CL 1721	9

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	32
2	3	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	6
3	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	35
4	5	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	7
5	4	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	37
6	6	MOON RIVER Lawrence Welk, Dot DLP 25412	24
7	8	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	34
8	9	NO STRINGS Original Cast, Capitol SD 1695	10
9	14	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	4
10	7	CAMELOT Original Cast, Columbia KOS 2031	74
11	12	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	119
12	10	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	15
13	11	TONIGHT Ferrante & Teicher, United Artists UAS 6171	13
14	13	MARIA Roger Williams, Kapp KS 3266	14
15	15	TIME OUT Dave Brubeck, Columbia CS 8192	46
16	25	YOUNG WORLD Lawrence Welk, Dot DLP 25438	3
17	21	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	7
18	17	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	25
19	20	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	47
20	16	STATE FAIR Sound Track, Dot DLP 29011	7
21	29	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 25424	3
22	22	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	5
23	26	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PMS 1	6
24	23	WEST SIDE STORY Original Cast, Columbia OS 2001	51
25	19	OKLAHOMA! Sound Track, Capitol SWAG 595	105
26	18	PERSUASIVE PERCUSSION, VOL. I Terry Snyder & the All Stars, Command RS 800 SD	118
27	32	AMERICAN WALTZES Mantovani, London PS 240	3
28	31	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	19
29	24	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	22
30	27	GREAT THEMES FROM HIT FILMS Enoch Light & His Ork, Command RS 835 SD	9
31	40	THROUGH CHILDREN'S EYES Limelitters, RCA Victor LSP 2512	3
32	36	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	15
33	30	HAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol SW 1675	8
34	39	SUMMER FESTIVAL Various Artists, RCA Victor LSC 6097	2
35	28	FLOWER DRUM SONG Sound Track, Decca DL 79098	22
36	33	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	21
37	38	A SONG FOR YOUNG LOVE Letterman, Capitol ST 1669	13
38	35	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	8
39	44	BEST OF THE KINGSTON TRIO Capitol ST 1705	2
40	41	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LSP 2484	12
41	48	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LSP 2442	2
42	46	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8530	19
43	42	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KS 3276	9
44	34	ROMAN GUITAR Tony Martin, Command RS 816 SD	12
45	50	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 74279	2
46	45	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	27
47	43	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	42
48	49	SING OUT! Limelitters, RCA Victor LSP 2445	19
49	37	YELLOW BIRD Lawrence Welk, Dot DLP 25389	46
50	47	DOWN HOME Chet Atkins, RCA Victor LSP 2490	9



**"THIS IS IT"**

by **JAY AND THE AMERICANS**

**THIS IS WHAT?**

WHAT'S THE NAME OF THE RECORD ?

**"THIS IS IT"**

THE BIG NEW HIT BY  
**JAY AND THE AMERICANS**

UA 479

**UNITED  
ARTISTS  
RECORDS**

PS. THEIR ALBUM "SHE CRIED" IS A SMASH TO!



★ 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	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	1	1	1	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	8
★ 2	8	15	28	THE STRIPPER	David Rose & His Ork, MGM 13064	7
3	5	9	17	PALISADES PARK	Freddy Cannon, Swan 4106	7
4	3	6	12	IT KEEPS RIGHT ON A-HURTIN'	Johnny Tillotson, Cadence 1418	7
5	2	2	2	STRANGER ON THE SHORE	Mr. Acker Bilk, Atco 6217	15
6	4	5	10	THE MAN WHO SHOT LIBERTY VALANCE	Gene Pitney, Musicor 1020	9
7	9	10	19	PLAYBOY	Marvelettes, Tamla 54060	8
8	12	25	37	CINDY'S BIRTHDAY	Johnny Crawford, Del Fi 4178	7
9	13	23	33	THAT'S OLD FASHIONED	Everly Brothers, Warner Bros. 5273	7
10	7	7	16	SECOND HAND LOVE	Connie Francis, MGM 13074	7
★ 11	18	27	38	SNAP YOUR FINGERS	Joe Henderson, Todd 1072	6
12	16	30	62	AL DI LA'	Emilio Pericoli, Warner Bros. 5259	6
13	10	8	9	THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024	14
14	6	3	4	LOVERS WHO WANDER	Dion, Laurie 3123	10
15	15	22	24	FOLLOW THAT DREAM	Elvis Presley, RCA Victor EPA 4368 (Extended Play)	7
★ 16	31	68	—	ROSES ARE RED	Bobby Vinton, Epic 9509	3
17	20	41	68	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka, RCA Victor 8030	△ 5
18	19	31	46	SHARING YOU	Bobby Vee, Liberty 55451	6
19	11	12	18	DON'T PLAY THAT SONG	Ben E. King, Atco 6222	10
★ 20	35	51	77	WOLVERTON MOUNTAIN	Claude King, Columbia 42352	△ 5
21	30	32	42	WALK ON THE WILD SIDE	Jimmy Smith, Verve 10255	7
22	25	28	32	VILLAGE OF LOVE	Nathaniel Mayer, Fortune/United Artists 449	9
23	24	34	40	ANY DAY NOW	Chuck Jackson, Wand 122	9
★ 24	34	36	39	I LOVE YOU	Volumes, Chess 1002	9
25	26	31	38	TEACH ME TONIGHT	George Maharis, Epic 9504	9
★ 26	40	60	88	JOHNNY GETS ANGRY	Joanie Sommers, Warner Bros. 5275	5
27	23	21	29	SO THIS IS LOVE	Castells, Era 3073	11
28	37	45	53	THEME FROM BEN CASEY	Valjean, Carlton 573	6
29	36	46	75	HAVING A PARTY	Sam Cooke, RCA Victor 8036	△ 4
★ 30	60	97	—	THE WAH-WATUSI!	Orions, Cameo 218	3
★ 31	43	62	86	I'LL NEVER DANCE AGAIN	Bobby Rydell, Cameo 217	4
32	14	4	3	SOLDIER BOY	Shirley, Scepter 1228	14
33	41	52	72	THEME FROM DOCTOR KILDARE	Richard Chamberlain, MGM 13075	4
★ 34	61	—	—	GRAVY	Dee Dee Sharp, Cameo 219	2

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
35	27	24	22	TWISTIN' MATILDA	Jimmy Soul, SPQR 3300	13
★ 36	46	53	63	WHERE ARE YOU	Dinah Washington, Roulette 4424	6
★ 37	52	74	85	THE CROWD	Roy Orbison, Monument 461	4
38	22	17	15	I SOLD MY HEART TO THE JUNKMAN	Blac Belles, Newtowna 5000	10
39	44	48	71	BRISTOL TWISTIN' ANNIE	Dovells, Parkway 838	6
40	17	14	5	MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	17
41	45	50	65	FORTUNETELLER	Bobby Carlola, Del Fi 4177	8
★ 42	65	100	—	SEALED WITH A KISS	Brian Hyland, ABC-Paramount 10336	3
★ 43	57	63	78	I'LL TRY SOMETHING NEW	Miracles, Tamla 54059	7
44	49	59	74	SWINGIN' GENTLY	Earl Grant, Decca 25560	5
45	38	19	7	SHOUT! SHOUT! (Knock Yourself Out)	Ernie Maresca, Seville 117	13
46	51	57	50	BORN TO LOSE	Ray Charles, ABC-Paramount 10330	7
★ 47	59	72	87	WEST OF THE WALL	Toni Fisher, Big Top 3097	5
★ 48	62	84	—	JOHNNY LOVES ME	Shelley Fabares, Colpix 636	3
49	42	47	54	HOW IS JULIE!	Lettermen, Capitol 4746	7
50	28	20	13	UPTOWN	Crystals, Phillies 102	13
★ 51	78	—	—	LITTLE BITTY PRETTY ONE	Clyde McPhatter, Mercury 71987	2
52	39	35	56	LEMON TREE	Peter, Paul & Mary, Warner Bros. 5274	8
53	21	13	6	EVERYBODY LOVES ME BUT YOU	Brenda Lee, Decca 31379	11
54	55	38	36	NIGHT TRAIN	James Brown, King 5614	11
55	64	73	76	WHY'D YOU WANNA MAKE ME CRY	Connie Stevens, Warner Bros. 5265	8
56	48	56	58	BALBOA BLUE	Marketts, Liberty 55443	9
★ 57	70	—	—	SPEEDY GONZALES	Pat Boone, Dot 16368	2
58	66	77	89	LIMBO ROCK	Champs, Challenge 9131	5
★ 59	72	82	84	TWIST AND SHOUT	Isley Brothers, Wand 124	4
60	53	55	60	WHEN I GET THROUGH WITH YOU	Patsy Cline, Decca 31377	6
61	47	49	45	HIT RECORD	Brook Benton, Mercury 71962	8
★ 62	80	93	92	WHERE HAVE YOU BEEN ALL MY LIFE	Arthur Alexander, Dot 16357	5
★ 63	81	89	100	I NEED YOUR LOVING	Don Gardner and Dee Dee Ford, Fire 508	4
64	69	79	81	WOMAN IS A MAN'S BEST FRIEND	Teddy & the Twilight, Swan 4102	6

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
65	77	92	—	KEEP YOUR LOVE LOCKED (Deep in Your Heart)	Paul Petersen, Colpix 632	3
66	68	76	—	STRANGER ON THE SHORE	Andy Williams, Columbia 42451	△ 3
67	71	78	97	THAT HAPPY FEELING	Bert Kaempfert, Decca 31388	5
★ 68	—	—	—	SEVEN-DAY WEEKEND	Gary (U. S.) Bonds, LeGrand 1019	1
★ 69	—	—	—	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	Eddie Hodges, Cadence 1421	1
70	67	61	70	OH, MY ANGEL	Bertha Tillman, Brent 7029	8
71	63	66	59	MY REAL NAME	Fats Domino, Imperial 5833	7
72	74	86	96	TENNESSEE	Jan and Dean, Liberty 55454	5
★ 73	90	—	—	I DON'T LOVE YOU NO MORE	Jimmy Norman, Little Star 113	2
74	84	88	99	BOOM BOOM	John Lee Hooker, Vee Jay 438	5
★ 75	97	—	—	BONGO STOMP	Little Joey & the Flips, Joy 262	2
★ 76	96	—	—	YOU'LL LOSE A GOOD THING	Barbara Lynn, Jamie 1220	2
77	79	—	—	DOCTOR BEN BASEY	Mickey Shore & the Cutups, Tubu 8001	2
★ 78	—	—	—	DANCIN' PARTY	Chubby Checker, Parkway 842	1
79	82	87	—	QUEEN OF MY HEART	Rene & Ray, Donna 1360	3
★ 80	—	—	—	BUT NOT FOR ME	Ketty Lester, Era 3080	1
★ 81	—	—	—	GOOD LOVER	Jimmy Reed, Vee Jay 449	1
82	93	—	—	HAVE A GOOD TIME	Sue Thompson, Hickory 1174	2
83	85	96	—	BABY ELEPHANT WALK	Lawrence Welk, Dot 16364	3
84	88	91	93	ROUTE 66 THEME	Nelson Riddle, Capitol 4741	4
85	89	—	91	DOWN IN THE VALLEY	Solomon Burke, Atlantic 2147	4
86	99	—	—	NEVER IN A MILLION YEARS	Linda Scott, Congress 103	2
87	73	70	66	DOCTOR FEEL GOOD	Dr. Feelgood & the Interns, Okeh 7144	9
★ 88	—	—	—	WELCOME HOME BABY	Shirley, Scepter 1234	1
★ 89	—	—	—	THAT GREASY KID STUFF	Janie Grant, Caprice 115	1
★ 90	—	—	—	LITTLE RED RENTED ROWBOAT	Joe Dowell, Smash 1759	1
91	92	94	95	GREEN LEAVES OF SUMMER	Kenny Ball, Kapp 460	4
92	98	—	90	ADIOS AMIGO	Jim Reeves, RCA Victor 8019	△ 6
93	95	98	—	BABY ELEPHANT WALK	Miniature Men, Dolton 57	3
94	—	—	—	BRING IT ON HOME TO ME	Sam Cooke, RCA Victor 8036	△ 1
95	—	—	—	SUMMERTIME, SUMMERTIME	James, Epic 9281	1
96	—	—	—	STEEL MEN	Jimmy Dean, Columbia 42483	△ 1
97	87	81	98	SCOTCH AND SODA	Kingston Trio, Capitol 4740	7
98	100	—	—	LISA	Ferrante & Telcher, United Artists 470	2
99	—	—	—	AIR TRAVEL	Ray & Bob, Ledo 1150	1
100	—	—	—	SHAKE A HAND	Ruth Brown, Philips 40028	1

## HOT 100—A TO Z—(Publisher-Licensor)

Adios Amigo (Randy-Smith, ASCAP)	92	I Need Your Loving (Fast-Pete, BMI)	63	Soldier Boy (Ludix, BMI)	32
Air Travel (Eureka, BMI)	99	I Sold My Heart to the Junkman (Mills, ASCAP)	38	Speedy Gonzales (Budd, ASCAP)	57
Al Di La' (Whitmark, ASCAP)	12	I'll Never Dance Again (Aldon, BMI)	31	Steel Guitar and a Glass of Wine, A (Spanka, BMI)	17
Any Day Now (Plan Two, ASCAP)	23	I'll Try Something New (Jobete, BMI)	43	Stranger on the Shore—Bilk (Mellin, BMI)	94
Baby Elephant Walk—Miniature Men (Famous, ASCAP)	93	It Keeps Right on A-Hurtin' (Tarridge, BMI)	4	Stranger on the Shore—Williams (Mellin, BMI)	66
Baby Elephant Walk—Wolk (Famous, ASCAP)	83	Johnny Loves Me (Aldon, BMI)	26	Stripper, The (David Rose, ASCAP)	2
Balboa Blue (Lock-E.D.M., ASCAP)	56	Keep Your Love Locked (Aldon, BMI)	65	Summertime, Summertime (Soboy, BMI)	95
Bongo Stomp (Drury Lane, BMI)	75	Lemon Tree (Boulder, ASCAP)	52	Swingin' Gently (Marvelle, BMI)	44
Boom Boom (Conrad, BMI)	74	Little Red Rented Rowboat (Reis, BMI)	90	Teach Me Tonight (Hub-Leds, ASCAP)	25
Born to Lose (Peer Int'l, BMI)	46	Little Red Rented Rowboat (Reis, BMI)	90	Tennessee (Wonder-Achlon, BMI)	72
Bring It on Home to Me (Kags, BMI)	94	Lisa (Miller, ASCAP)	98	That Greasy Kid Stuff (Gerril, ASCAP)	89
Bristol Twistin' Annie (Schulman, BMI)	39	Little Bitty Pretty One (Records, BMI)	54	That Happy Feeling (Northern, ASCAP)	67
But Not for Me (New World, ASCAP)	80	Lovers Who Wander (Disal, ASCAP)	14	That's Old Fashioned (Aberbach, BMI)	9
Cindy's Birthday (Marville, BMI)	8	Man Who Shot Liberty Valance, The (Famous, ASCAP)	6	Theme From Ben Casey (Marfran, ASCAP)	28
Crowd, The (Acuff-Rose, BMI)	37	Mashed Potato Time (Rice-Mill, BMI)	40	Theme From Doctor Kildare (Hastings, BMI)	33
Dancin' Party (Kalmann, ASCAP)	78	My Real Name (Travis, BMI)	71	Twist and Shout (Russler, BMI)	59
Doctor Ben Basey (Rambler, BMI)	77	Never in a Million Years (Robbins, ASCAP)	86	Twistin' Matilda (General-Pickwick, ASCAP)	35
Doctor Feel Good (Cigma, BMI)	87	Oh, My Angel (Clifton, BMI)	70	Uptown (Aldon, BMI)	50
Don't Play That Song (Progressive, BMI)	19	One Who Really Loves You, The (Jobete, BMI)	13	Village of Love (Triano, BMI)	22
Down in the Valley (Progressive, BMI)	85	Palisades Park (Claridge, ASCAP)	3	Wah-Watusi, The (Kalmann-Lowe, ASCAP)	30
Everybody Loves Me But You (Champion, BMI)	53	Playboy (Jobete, BMI)	7	Walk on the Wild Side (Columbia Pictures, ASCAP)	21
Follow That Dream (Gladys, ASCAP)	15	Queen of My Heart (Maravilla, BMI)	79	Welcome Home Baby (Ludix, BMI)	88
Fortuneteller (Kemo, BMI)	41	Roses Are Red (Lyle, ASCAP)	16	West of the Wall (Music Productions, ASCAP)	47
(Girls, Girls, Girls) Made to Love (Acuff-Rose, BMI)	69	Route 66 Theme (Gower, BMI)	97	When I Get Through With You (Pamper, BMI)	60
Gravy (Kalmann, ASCAP)	34	Scotch & Soda (Beechwood, BMI)	97	Where Are You (Feist, ASCAP)	36
Green Leaves of Summer (Feist, ASCAP)	91	Sealed With a Kiss (Post, ASCAP)	42	Where Have You Been All My Life (Aldon, BMI)	62
Have a Good Time (Acuff-Rose, BMI)	82	Second-Hand Love (Merza, BMI)	10	Why'd You Wanna Make Me Cry (Aldon, BMI)	55
Having a Party (Kags, BMI)	29	Seven-Day Weekend (Hill & Range, BMI)	68	Wolverton Mountain (Painted Desert, BMI)	20
Hit Record (Luristan-Dreyer, ASCAP)	61	Shake a Hand (Angel, BMI)	100	Woman Is a Man's Best Friend, A (Claridge, ASCAP)	64
I Can't Stop Loving You (Acuff-Rose, BMI)	1	Sharing You (Aldon, BMI)	18	You'll Lose a Good Thing (David-Crazy Cajon-Jamie, BMI)	76
I Don't Love You No More (Hilde, BMI)	73	Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP)	45		
I Love You (Cris, BMI)	24	Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP)	45		
		Snap Your Fingers (Cigma, BMI)	11		
		So This Is Love (Pattern, ASCAP)	27		

## BUBBLING UNDER THE HOT 100

101. WHAT DID DADDY DO	Shep & the Limelites, Hull 751
102. BREAKING UP IS HARD TO DO	Neil Sedaka, RCA Victor 8046
103. EVERYBODY LOVES A LOVER	Angels, Caprice 116
104. WORKOUT (Part I)	Ricky Dee & the Embers, Newtowna 5001
105. AHAH THE ARAB	Ray Stevens, Mercury 71966
106. EVERYTIME (I THINK ABOUT YOU) (Part I)	Joey Dee & the Starliners, Roulette 4431
107. ARLINELLA	Mr. Acker Bilk, Reprise 20090
108. LITTLE YOUNG LOVER	Impressions, ABC-Paramount 10328
109. PLEASE MR. COLUMBUS (Turn the Ship Around)	Lou Monte, Reprise 20085
110. TOUCH ME	Willie Nelson, Liberty 55439
111. SWEET AND LOVELY	April Stevens & Nino Tempo, Atco 6224
112. ROME	Johnny Taylor, Sar 131
113. POTATO PEELER	Bobby Gregg & His Friends, Cotton 1006
114. GOODBYE DAD	Castle Sisters, Terrace 7506
115. I MISS YOU	Dreamlovers, End 1114
116. IF THE BOY ONLY KNEW	Sue Thompson, Hickory 1174
117. WORRIED MIND	Ray Anthony, Capitol 4742
118. GOODNIGHT IRENE	Jerry Reed & the Hully Girlies, Columbia 42417
119. LOVELESS LIFE	Ral Donner, Gane 5129
120. A LITTLE HEARTACHE	Eddy Arnold, RCA Victor 8048





# "THE NATION'S BEST SELLING RECORDS"

## BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16368	Speedy Gonzales/The Locket	PAT BOONE
<input type="checkbox"/> 16364	Baby Elephant Walk	LAWRENCE WELK
<input type="checkbox"/> 16357	Theme From The Brothers Grimm	LAWRENCE WELK
<input type="checkbox"/> 16348	Where Have You Been/Soldier Of Love	ARTHUR ALEXANDER
<input type="checkbox"/> 16348	Tribute To A Dog/Life Gits Tee-Jus, Don't It	WALTER BRENNAN
<input type="checkbox"/> 16360	I Found The Only Girl For Me	MILLS BROTHERS
<input type="checkbox"/> 16356	Queen Of The Senior Prom	MILLS BROTHERS
<input type="checkbox"/> 16356	For Your Love	SONYA

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16359	Continental Melody/Born To Be With You	BILLY VAUGHN
<input type="checkbox"/> 16361	In Other Words (Fly Me To The Moon)	TONY MARTIN
<input type="checkbox"/> 16366	The Rest Of My Days	TONY MARTIN
<input type="checkbox"/> 16366	Foggin' Up The Windows	ROBERTA SHORE and ROBIN LUKE
<input type="checkbox"/> 16367	A Wound Time Can't Erase	ROBERTA SHORE and ROBIN LUKE
<input type="checkbox"/> 16336	Handful Of Friends/I Can't Walk Away	CHASE WEBSTER
<input type="checkbox"/> 16333	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16309	Cinderella	JACK ROSS
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER

## BEST SELLING ALBUMS

MONO	STEREO	TITLE	ARTIST
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO	Eddie Peabody
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES	Billy Vaughn
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS	Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS	Sound Track
<input type="checkbox"/> 3057	<input type="checkbox"/> 25057	LURE OF THE ISLANDS	Hal Aloma
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD	Billy Vaughn
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE	Pat Boone
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS	Pat Boone
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS	Billy Vaughn
<input type="checkbox"/> 3098		GALE'S GREAT HITS	Gale Storm
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON	Billy Vaughn
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST	Pat Boone
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS	Billy Vaughn
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS	Johnny Maddox
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA	Billy Vaughn
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING	Eddie Peabody
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROS. GREAT HITS	The Mills Bros.
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER	Lawrence Welk
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII	Billy Vaughn
<input type="checkbox"/> 3199	<input type="checkbox"/> 25199	SIDE BY SIDE	Pat And Shirley Boone
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS	Billy Vaughn
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES	Billy Vaughn
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART	The Mills Bros.
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY!	Louis Prima, Keely Smith
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE	Keely Smith
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL	Jo Ann Castle
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS	Lennon Sisters
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS	Lawrence Welk
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW	Pat Boone
<input type="checkbox"/> 3275	<input type="checkbox"/> 25275	LINGER AWHILE	Billy Vaughn
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE	Billy Vaughn
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES	Billy Vaughn
<input type="checkbox"/> 3284	<input type="checkbox"/> 25284	TO MOTHER	Lawrence Welk
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS	Billy Vaughn
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO	Johnny Maddox
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS	Lennon Sisters
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET	Debbie Reynolds
<input type="checkbox"/> 3308	<input type="checkbox"/> 25308	THE MILLS BROS. GREAT HITS, VOL. 2	The Mills Bros.
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD	Walter Brennan

MONO	STEREO	TITLE	ARTIST
<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS	Johnny Maddox
<input type="checkbox"/> 3315	<input type="checkbox"/> 25315	ACCORDION CONCERT	Myron Floren
<input type="checkbox"/> 3317	<input type="checkbox"/> 25317	LAWRENCE IN DIXIELAND	Lawrence Welk
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR	Billy Vaughn
<input type="checkbox"/> 3321	<input type="checkbox"/> 25321	THE WORLD'S GREATEST PIANO ROLLS	Johnny Maddox
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD	The Mills Bros.
<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS	Billy Vaughn
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE	Lawrence Welk
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT	Louis Prima
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA	Lawrence Welk
<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE	The Mills Bros.
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL	Billy Vaughn
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS	The Mills Bros.
<input type="checkbox"/> 3374	<input type="checkbox"/> 25374	GREAT HITS IN BOOGIE WOOGIE	Jack Fina
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER	Pat Boone
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD	Lawrence Welk
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY	Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES	The Lennon Sisters
<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS	Pat Boone
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS	The Andrews Sisters
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS	Billy Vaughn
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST	Louis Prima
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER	Lawrence Welk
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE	Keely Smith
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE	The Lennon Sisters
<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS	George Cates
<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH	Keely Smith
<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA	Billy Vaughn
<input type="checkbox"/> 3425		MILLION \$ MUSIC	Various Artists
<input type="checkbox"/> 3428	<input type="checkbox"/> 25428	YOUNG WORLD	Lawrence Welk
<input type="checkbox"/> 3429		CINDERELLA	Jack Ross
<input type="checkbox"/> 3431	<input type="checkbox"/> 25431	VAUGHN MONROE—HIS GREATEST HITS	Billy Vaughn
<input type="checkbox"/> 3433	<input type="checkbox"/> 25433	12 GREAT HITS IN RAGTIME	Jo Ann Castle
<input type="checkbox"/> 3434	<input type="checkbox"/> 25434	YOU BETTER MOVE ON	Arthur Alexander
<input type="checkbox"/> 3437		SO RARE	Jimmy Dorsey
<input type="checkbox"/> 3438	<input type="checkbox"/> 25438	HITS OF THE '60's	The Four Lads
<input type="checkbox"/> 3440	<input type="checkbox"/> 25440	CRAZY CALLIOPE	Margie Meinert
<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR	Sound Track

## NEW RELEASES

	<input type="checkbox"/> 16369	Mumbles/ Take Me Along	JACK ROSS		<input type="checkbox"/> 16370	Say Your Heart Belongs To A Soldier/ The Call Of Summer	CROSBY BROTHERS
---	--------------------------------	---------------------------	-----------	--	--------------------------------	--	-----------------

## ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 15486	The Green Door/The Little Man In Chinatown	JIM LOWE
<input type="checkbox"/> 15550	Dark Moon /Big Mike	BONNIE GUITAR
<input type="checkbox"/> 15805	You Cheated/That's The Way It's Gonna Be	THE SHIELDS
<input type="checkbox"/> 15841	San Antonio Rose/Long Gone	JOHNNY MADDOX
<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor Aunt Rhody	LONNIE DONEGAN
<input type="checkbox"/> 15956	Bei Mir Bist Du Schon/I Don't Know Why	L. PRIMA & K. SMITH
<input type="checkbox"/> 15968	Deck of Cards/Now You Know How It Feels	WINK MARTINDALE
<input type="checkbox"/> 15985	Am I That Easy To Forget/Ask Me To Go Steady	DEBBIE REYNOLDS
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS
<input type="checkbox"/> 16023	Cocoonut Grove/In The Mood	JOHNNY MADDOX
<input type="checkbox"/> 16024	Love Walked In/From The Vine Came The Grape	THE HILLTOPPERS
<input type="checkbox"/> 16025	Till Then/Only You (And You Alone)	THE HILLTOPPERS
<input type="checkbox"/> 16026	Melody Of Love/Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 16027	Hearts Of Stone/Seventeen	FONTANE SISTERS
<input type="checkbox"/> 16028	Ain't That A Shame/I'll Be Home	PAT BOONE
<input type="checkbox"/> 16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX
<input type="checkbox"/> 16030	The Shifting Whispering Sands/Part 1 and 2	BILLY VAUGHN
<input type="checkbox"/> 16031	I Hear You Knocking/Ivory Tower	GALE STORM
<input type="checkbox"/> 16032	Dark Moon/Memories Are Made Of This	GALE STORM
<input type="checkbox"/> 16033	I Almost Lost My Mind/Friendly Persuasion (Thee I Love)	PAT BOONE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16034	Don't Forbid Me/April Love	PAT BOONE
<input type="checkbox"/> 16035	Love Letters In The Sand/A Wonderful Time Up There	PAT BOONE
<input type="checkbox"/> 16036	Young Love/Ninety-Nine Ways	TAB HUNTER
<input type="checkbox"/> 16037	Paper Doll/Glow Worm	MILLS BROTHERS
<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16066	Back To The Farm/Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16145	Last Date/Remember Lolita	LAWRENCE WELK
<input type="checkbox"/> 16151	Wonderland By Night/Ol' Man Mose	LOUIS PRIMA
<input type="checkbox"/> 16161	Calcutta/My Grandfather's Clock	LAWRENCE WELK
<input type="checkbox"/> 16174	Wheels/Orange Blossom Special	BILLY VAUGHN
<input type="checkbox"/> 16209	Moody River/A Thousand Years	PAT BOONE
<input type="checkbox"/> 16220	Blue Tomorrow/Red Wing	BILLY VAUGHN
<input type="checkbox"/> 16222	Yellow Bird/Cruising Down The River	LAWRENCE WELK
<input type="checkbox"/> 16236	Whispering Bells/Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16255	Sad Movies (Make Me Cry)/I Don't Know Why	LENNON SISTERS
<input type="checkbox"/> 16262	Berlin Melody/Come September	BILLY VAUGHN
<input type="checkbox"/> 16299	Auctioneer/I Fell In Love With A Pony-Tail	LEROY VAN DYKE
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16309	A Shot Of Rhythm And Blues	ARTHUR ALEXANDER
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE
<input type="checkbox"/> 16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN

MAIL NOW TO YOUR NEAREST *Dot* DISTRIBUTOR  
OR WRITE: *Dot* RECORDS, INC., 1507 N. Vine St., Hollywood 28, California



## Moment Arrives for Distributors: Friday, June 29, 11:30 A.M.

NEW YORK—At the sunny hour of 11:30 a.m. on Friday June 29, at the ARMADA conclave in Miami Beach, distributor members of the organization will face the moment they have been waiting for all year. At that time the floor will be thrown open for Discussion of New Business—and that is when the distributors at the meet are expected to make their move to take over the organization. If they do the odds are that the distributors will sweep the ARMADA elections, install one of their own as president, and make manufacturer members associates, rather than equals in the organization.

The drama that will be played out that day is expected to change the entire structure of ARMADA and add new strength to the distribution area of the record business. It will mark the first time distributors have had a national organization of their own, and one that many traders feel has long been needed. It will come at a time when record distributors face severe competition from newer forms of record distributing.

The key men in the drive to change ARMADA to a distributor organization, men like Amos Heilicher, Bob Chatton, Harry Apostoleris, Harry Schwartz, are expected to become top officials in the new ARMADA, with Heilicher in the lead for the presidency.

The field has settled to two men under consideration for the post of executive secretary if and when the distributors take over. One man is already in the distribution field, the other has been with the sales department of an important label. One or the other is expected to accept the post by the time the convention begins.

Interest in the forthcoming ARMADA meet is so intense that twice as many members are expected to show at the Fontainebleu Hotel this year than last. Jerry Ross, secretary of the organization, noted, however, that only paid-up members will be eligible to attend the meetings. Special facilities are being set up in the hotel lobby to insure that members

### Peasants Get Chance To Back 'Tovarich'

WASHINGTON — The public may have a chance to underwrite cost of a new musical comedy, "Tovarich," to be produced by Abel Farbman and Silvia Harris, and starring Vivien Leigh. The prospective producers have asked the Securities & Exchange Commission for registry of \$496,100 in limited partnership shares to be offered the public in \$10,000 units.

The Tovarich Company will be organized in New York when contributions aggregate \$451,000. Expenses of producing the show are estimated at not more than \$451,000. The play, formerly produced as a movie by Warner Bros., is based on a French drama by Jacques Deval and an English adaptation by Robert E. Sherwood.

Prospectus states that Delbert Mann will direct the musical. Miss Leigh will get \$3,000 weekly, against 6 per cent of gross weekly box office take, plus expenses. On contributing \$1,000, the star will become a limited partner, entitled to 10 per cent of the net profits of the partnership. General partners will receive 45 per cent of the net profits and will receive \$400 weekly for furnishing office facilities.

are registered in time to attend official meetings.

In addition to the general ARMADA meetings, special manufacturer distributor confabs will be held on dates preceding and following the convention. These have been set up by the disk firms concerned and run as follows:

United Artists, Wednesday (27); Vee Jay, Thursday afternoon (28); Atlantic, Thursday evening (28); Reprise Records, Saturday afternoon (30), and Synthetic Plastics, Saturday evening (30).

Although all space for exhibition had been committed, there will be no exhibits because of the complexity of the over-all program.

The general ARMADA convention program has set an executive board meeting for 8 p.m. with registration in the lobby from 12 noon to 8 p.m. Thursday (28). The general meeting will begin at 9:30 a.m. Friday (29) and will contain the president's annual report from Art Talmadge, a treasurer's report from Harry Schwartz, and a legal

*Continued on page 34*

## Transglobal Moving Briskly, Places Cannon Disk With EMI

NEW YORK—Transglobal Music, new world-wide diskery and publisher representative, has acquired Freddie Cannon's Swan recording of "Palisades Park" for placement on EMI's British label, Stateside, according to Don Singer, recently named general manager of Transglobal. Singer formerly was foreign operations manager of Roulette Records and at one time was associated with the now defunct Top Rank international co-op.

Singer said that Chuck Jackson's "Any Day Now" has also been placed on Stateside. In other newly consummated deals, Transglobal has acquired world-wide placement rights to the Fury-Fire catalog and has obtained releasing arrangements for Cadence product

with Hatakli, Ltd., in Tel Aviv, Israel, and with Music Box in Athens, Greece.

Beyond this, Artec Records in France is getting selected titles from the Boston Records classical catalog through Transglobal while Jubilee has authorized the firm to place the Volumes "I Love You," on Chex with firms throughout the world. Transglobal has also set a working arrangement with Quality Records in Canada.

Singer added that business has been brisk in terms of overseas disks being submitted to Transglobal for placement here. "Just last week," he said, "we received more than 100 singles and 20 LP's with requests for placement in the U. S."

## Seeks Musician Pay on Air, Phono Play

PITTSBURGH — Congressman Robert N. G. Giaimo (D., Conn.) called for payments to performing artists when records are used on the air or in juke boxes in his speech to delegates at the 65th annual American Federation of Musicians convention here last week. He called for revision of "... our antiquated laws of copyright. There is no reason at all for the complete exclusion of the performing artists from the profits which are made from the continued and widespread use of his effort."

In a convention unmarked by arguments or hassles, all four international officers and the five international executive board members of the AFM were nominated and elected without opposition.

They included Herman Kenin, president; William J. Harris, vice-president; Stanley Ballard, secretary, and George V. Clancey, treasurer. Board members re-elected were: Lee Repp, E. E. (Joe) Stokes, Al Manuti, Charles H. (Pop) Kennedy and Walter M. Murdoch, of Canada.

Gold cards emblematic of 15 years or more of continuous service to the AFM were awarded to International Treasurer George V. Clancey, and General Counsel Henry Kaiser. Congressman Giaimo was voted honorary life membership in the AFM.

### 80 Per Cent of Time

In his speech, Giaimo pointed out that reports showed 80 per cent of air time was consumed by music.

## RCA Victor Brings Back Its Old Groove Label

NEW YORK — RCA Victor is reactivating the Groove label. Groove will be turned into a full label with its own line-up of artists. Singles will be issued on the label starting next week and it is understood that eventually there will be a line of LP's as well. Singles will retail for 98 cents.

First releases on the Groove singles line will feature Lennie Miles, and Marty Paich's ork. Lennie Miles disk contains two originals, "Hercules" and "Stay With Me." The Paich platter, which features Carol and Cathy, contains the song "Rosanna" from the flick, "Hemingway's Adventure of a Young Man" and "Love Is in the Air" from show, "A Funny Thing Happened on the Way to the Forum."

The Groove label has a long and varied history. Most recently—last fall, in fact—it was used as the low-priced singles label at RCA Victor. Three or four records were issued on it at 49 cents, but nothing happened. According to Victor spokesman, dealers sold Groove as though it were a regular 98-cent disk, thus obviating the need for a 49-cent label. It was discontinued last December.

Prior to last fall it was an r.&b. label from about 1954 to 1958, and a number of artists, such as Mickey and Sylvia, Jonah Jones, Varetta Dillard, Little Richard and others were issued on Groove. At one time it was the subsidiary label of the firm's old label "X".

With the re-activation of Groove, Victor has its first subsidiary label since Vik was dis-

continued in 1960. Unlike Vik or Groove in the past, though, it is believed that regular Victor distributors will handle the Groove line. First single should be in the hands of deejays by the end of the week.

## UA to Dazzle Distributors With New Product

NEW YORK — When United Artists executives meet with their distributors this week (27) in Miami Beach they will be armed with a good deal of new product. The firm is bringing forth its re-activated jazz line and will introduce a totally new children's line at that meeting.

There are five titles in the new jazz series which were produced by Allan Douglas. The sets are by pianist Bill Evans, avant-garde tenor saxist John Coltrane, Art Blakey and the Jazz Messengers, Charlie Mingus and His Jazz Workshop and Danny Smith. The albums feature unusual and striking art work and will be referred to simply as "UA Jazz." More dates are in the works.

The new kiddie line has 10 titles and will sell for 99 cents. They have been recorded by the Famous Players Company with musical backing by the Hollywood orchestra. Most of the stories are standard children's fare featuring such titles as "Robin Hood," "William Tell," "Cinderella" and "Snow White." Packaging for the albums is a feature with full color art work and extra-heavy board sleeves.

The label is mounting a strong promotional campaign to kick off the series. A special rack has been devised for display of all 10 titles. The rack will hold 10 units of each title. Dealers will receive the rack free with orders for the new series.

## Ballet Opens Capital Series

WASHINGTON—Carter Barron amphitheater will feature musical productions and record stars in the current summer season. The Washington amphitheater's programming range will include opera, show tunes, jazz and pop stylists. The summer series is produced here annually by the Feld brothers, in co-operation with the National Capital Parks of the Department of the Interior.

The schedule includes a Johnny Mathis show, backed by the Limerickers, an evening with the Kingston Trio, a triple jazz production, which will sizzle in July with Ella Fitzgerald, Dave Brubeck and His Quartet, and the Oscar Peterson Trio. Broadway musicals scheduled are "Annie Get Your Gun," starring Ginger Rogers and Stephen Douglas; "The King and I," with Barbara Cook and Farley Granger; "Guys and Dolls," starring Dan Dailey and Stubby Kaye.

Opening program on June 10 was the American Ballet Theater. For opera lovers there will be six perennial favorites, from "Madame Butterfly" to "Carmen." Gilbert and Sullivan operettas will be presented by Dorothy Raedler and star the American Savoyards Company. The castanet crowd will see Jose Greco and his company.

## Index to Contents

<b>General</b>	Hot R.&B. Sides ..... 33	Programming Panel ..... 25
International Music ..... 14	Local Singles Breakouts ..... 1	Yesteryear's Hits ..... 25
Manufacturer News ..... 6	National Breakouts ..... 1	Vox Jox ..... 25
<b>Music Pop Charts</b>	New Action LP's ..... 1	<b>Music-Phonograph</b>
Best Selling Phonographs & Tape Recorders ..... 28	New on the Hot 100 Chart ... 1	Merchandising ..... 28
Best Tracks From the Spotlight LP's ..... 20	New on the LP Charts ..... 1	Album Covers of the Week .. 28
Bubbling Under the Hot 100 ..... Cover	Top LP's ..... Cover	Best Selling Phonographs & Tape Recorders ..... 28
Double-Play Disks ..... 48	Top LP's by Category ..... 10	Disk Deals for Dealers ..... 28
Hits of the World ..... 14	Yesteryear's Hits ..... 25	<b>Coin Machine Operating ... 40</b>
Honor Roll of Hits ..... 13	<b>Reviews</b>	Bulk Vending ..... 42
Hot 100 ..... Cover	LP Reviews ..... 20	Coin Machine News ..... 45
Hot C.&W. Sides ..... 31	Single Record Reviews ..... 21	Double-Play Disks ..... 48
<b>Radio-TV Programming ... 24</b>	<b>Radio-TV Programming ... 24</b>	
Artists' Biographies ..... 24	Easy Listening ..... 26	
Buyers and Sellers Classified Mart ..... 36		



**EVERYBODY'S  
A CRITIC . . .**

NEW YORK — A unique use for 78 r.p.m. records is detailed in an ad running these days in BMW's sister publication, Amusement Business. In the classified ad section of the June 16 issue, Leslie Distributors advertised: "Shellac 78 r.p.m. phonograph records make ideal targets for galleries or break-the-record games. 150,000 available, \$30 per thousand," etc. Some manufacturers were reported to be seeking new uses for the harder to destroy 45's.

**Capitol Distributes  
World's Fair Album**

HOLLYWOOD — The Seattle World's Fair official album is being distributed by Capitol. Package ("The World of Century Twenty First") was produced by Alexander Laszlo, features Vincent Price's narration, Hamburg Symphony, and the Pacific Male Choir, with Laszlo's original score, and treats the coming century. Capitol Custom handled recording and pressing.

**They're Doing the LP Heist**

GARY, IND.—The theft of 500 long-playing records was reported to Gary police last week by Robert Blick, manager of the F. W. Woolworth store in the Tri-City Plaza. Valued at approximately \$3 each, the LP's simply vanished from the display racks, Blick said.

**St. Louis Firm Heads  
West With Own Supplies**

By LEE ZHITO

HOLLYWOOD — The Hausfaters of St. Louis soon will invade the Far West by taking over the record departments of volume discount houses in this territory and supplying them out of their mid-western headquarters. Bob Hausfater and his son, Norman, operators of St. Louis' Roberts Record Distributing Company, recently formed Missouri Disc Company as a separate corporation specializing in handling discount operations. They now have two Midwestern discount centers under their wing, running the record departments at Jubilee City in Indianapolis, and the Steinberg-Baum discount store, Springfield, Ill. Hausfaters' Missouri Disc operation is headed by Leon Ferguson, a vet of 20 years in the disk business with St. Louis' Aeolian Company.

The Hausfaters first step across the Great Divide is scheduled for July 15 with the opening of the Fantastic Fair discount house in Las Vegas, Nev., where the St. Louisians will have the disk department. The Hausfaters also will have the record departments at Benson Flanzbaum's other Fantastic Fair stores when links in the discounter's chain are added in Pacoima, Calif. (Los Angeles suburb), and in Reno, Nev. The latter two stores are scheduled for opening in late August. The group also is opening a discount store in San Leandro, Calif. (near San Jose), within the next several months.

In addition, the Hausfaters, according to trade rumors, are scheduled to take over the record concession at "The Big A" discount stores in Canoga Park (Los Angeles suburb) and Long Beach, here. That picture, however, is clouded at this time by litigation between the present concessionaire (Granada Records) and Big A. (Gra-

ada's concession is supplied by Music City Record Racks.

**Straight From St. Louis**

The Hausfaters intend to have at least 10 discount store record concessions in its fold before Thanksgiving. Norman Hausfater told BMW that all the concessions will be supplied directly from Missouri Disc in St. Louis and that there will be no buying of records from local distributors. This is necessary to maintain a central inventory control system, and to enhance Missouri Disc's volume buying power, Hausfater said. He anticipates a \$2 million annual volume for the first year.

Each store will be stocked with an inventory ranging from \$25,000 to \$75,000, according to Hausfater. "These departments are different from any other operation," he said. "We move in with a complete catalog—everything from

**YOU DON'T HAVE TO BE ON TV**

**But It Helps Make Hit Records**

NEW YORK — TV stars not only have no trouble getting record contracts these days, but what is more, they seem to have sock chances of getting a hit. And it appears to make little difference whether they sing well or merely satisfactorily, or whether they have singing roles on TV or not. In fact, if they play at being doctors their chances for a record hit seems enhanced.

As evidence, there is Dr. Ben Casey, also known as Vince Edwards. His new Decca album, and his single on the label both are doing well, and a single released with Edwards on Del-Fi, now being handled by Dore, is selling on the West Coast.

But Ben Casey himself is not the only one who is making out with Ben Casey's TV success. Valjean is selling well with "The Theme From Ben Casey" and ex-deejay Mickey Shorr has a good seller with "Dr. Ben Basye."

Another TV doctor, Richard Chamberlain, who plays the perennially youthful Dr. Kildare on the telly, has a hit with the "Theme From Dr. Kildare." It is possible that he'll have an album soon too. George Maharis, who does not play a doctor on TV (he's on "Route 66"), is another TV star who has come up with smash. His Epic album and his Epic single are doing mightily well. And Shelley Fabares of the "Donna Reed Show" has had nothing but hits on Colpix for her last flock of releases.

The trend of signing TV stars for records is not a new one by any means, but it has suddenly turned into a deluge. Rick Nelson broke on records from TV as did Julie La Rosa many years ago.

But now diskeries are stalking TV for any youngster, and even oldster, who appears on a regular show. Cynthia Pepper of "Margie" re-

(Continued on page 24)

**Trade Reacts to Rack Proposal**

**View Is Dim  
On West Coast**

HOLLYWOOD — Opposition gathered here last week among manufacturers and distributors at the report that some key manufacturers were seriously considering elevating the rack jobber to distributor level (BMW, June 16). Some manufacturers and distributors refused to be quoted, but in off-the-record opinion were strongly opposed to any change in the existing manufacturer-distributor-rack jobber structure. Others spoke freely on the subject. A typical cross-section of opinion is as follows:

Stan Gortikov, Capitol Records Distributing Corporation vice-president: "No change in our present rack jobber policy is contemplated at this time."

Randy Wood, Dot Records president: "The distributor has long existed in our business, serving as an essential link between the manufacturer and the retail buyer. We at Dot are completely aware of the great volume of business handled by the rack jobber, and of the great importance of this facet of the record business. However, the fact that the distributor is closer geographically to the rack jobber, indicates that the distributor is in

(Continued on page 27)

**TEXT OF STATEMENT FROM  
NARMPREXY GLENN BECKER**

HOLLYWOOD—Glenn Becker, of Music Record Racks and president of the National Association of Record Merchandisers, had some pertinent remarks anent the rack-jobber proposal as outlined in last week's issue of Billboard Music Week.

"First of all," said Becker, "anything I say is as an individual rack jobber and not as a spokesman for NARM. No one wants to eliminate the distributor. The distributor is needed by the rack jobber for his product promotion in a market and for his guidance on salability of product. For these services, he would be paid by the manufacturer with an override on all merchandise delivered directly to the rack jobbers. We (rack jobbers) are, in reality, service distributors—distributors who service the product at the retail outlet level.

"It is not for me to say what manufacturers should do in regards to one-stops. I'm sure they will follow that course which is legal under Fair Trade laws."

Asked if the "service distributor" (i.e. manufacturer direct to rack jobber) plan is being sought only for NARM members, Becker replied: "NARM as such is not negotiating for this as a group. As a trade association we encourage anything that would be of benefit to our trade. Once this plan goes into effect, it would appear to me that it would be available to rack jobbers whether or not they belong to NARM. However, again I must say, it will be up to the manufacturers to decide whom they recognize as being a full-fledged service distributor, and here again, I'm certain they will follow the guidance of their legal departments."

\$30 operas down to 29-cent kid disks. We feel it's important to carry more than the current hits and to stock full catalog. In addition, we carry a full line of accessories—everything from needles to record carrying cases. We are not stingy with merchandise. If anything, we believe in overstocking our departments."

**Shun Manufacturers**

Hausfater pointed out that Missouri Disc has no intention of attempting to buy direct from manufacturers, but will continue to be supplied by the various St. Louis distributors.

"The benefits of working through the distributors are so great," Hausfater said, "that we wouldn't want manufacturer-direct service even if we could get it. By working through distributors, we have stock readily at hand for quick servicing of our stores. In addition, we buy what we need as we need it. We don't have to load up on inventory. Also, we are protected by return privileges so that we don't get stuck with product. Furthermore, the distributors offer us extended billing advantages we could never get from manufacturers."

Each of the Hausfater stores is outfitted with a singles rack, carrying the top 30 disks. Missouri Discs purchases from one-stops in St. Louis. "If necessary, we'll fly in records to make sure our departments remain current with singles inventory," he said.

**Geared to Markets**

The extent of discounting de-

pends upon the demands of a given area, he explained. This means prices may differ from one city to the next. "We are not interested in butchering a market with low prices just for the sake of being low," Hausfater said. "We want to make as much of a profit as possible. We will, of course, have to be competitive with other operations in each area. All we want to do is give the customer a good buy, and have everyone make money in the process."

Hausfater said that when Missouri Disc moves into a store, it brings its own fixtures. ("Built for us in St. Louis.") In addition, Missouri Disc hires its own clerks, and takes over all responsibilities of the operation of that department, including "keeping a live running inventory."

**Tag Method**

The manner in which Missouri Disc is able to keep inventory flowing from a distance is by use of the tag method. Each album is poly-bagged at Missouri Disc's headquarters. Perforated price tags (with inventory tabs) are heat-sealed onto each poly-bagged package. Heat-sealing process is used to avoid customers who might be tempted to switch a lower priced sticker onto a more expensive package. Once the heat-sealed tag is pulled off, the poly-bag is torn, and serves to alert cashier-checkers.

When a customer pays for his albums, the perforated tab (complete with LP number) is torn off

(Continued on page 27)

**Response in  
East Mingled**

By BOB ROLONTZ  
and REN GREVATT

NEW YORK — Some manufacturers flatly said no, others seemed unable to make up their minds, and a few others said they were trying to work out ways of dealing with rack jobbers and still keep their distribri happy. That was the general consensus of record manufacturers in the East to the rack jobbers' proposal for records at distrib cost, as reported in BMW last week (June 16).

The flattest noes came from the major manufacturers, such as Columbia, Decca, Victor and Capitol. London and Mercury also were against the plan. However, more guarded reaction came from some of the medium-sized firms, such as ABC-Paramount. And one firm, MGM, said it had no objections to the rack jobber plan, but noted it would treat with each rack jobber on an individual basis.

The 10-point rack jobber proposal, which has been under study by many record firms, calls for sales to rackers by manufacturers at distrib price. The racker would continue to place orders through distributors, who would serve as a drop shipping function. In return for this the distrib would receive on override or rebate of 5 per cent or more off his normal price for all records sold to rackers, with manufacturers assuming all expenses for freight, billing and credit on rack orders. Rackers would be billed directly by manufacturers. Rackers would give up their return privileges, and settle for an 8 to 10 per cent return privilege.

**Look for Middle Ways**

Some manufacturer statements off the record were slightly different from their on-the-record remarks. Some especially were looking for a middle way—a way to get distribri and racks in harmony.

Some had drawn up plans to deal with racks on the basis of the rack proposal if it became necessary. Others hoped that distributors would start their own rack operations and thus end the manufacturer dilemma.

And others were holding off on final plans until after the ARMADA convention to see which way the wind was blowing. These manufacturers wanted both the distrib and the racks to handle their product and stop quarreling.

The fact that some manufacturers have been studying a middle way to deal with both rackers and distribri, points up the importance of the racker in the modern disk business. At the same time it also

(Continued on page 34)

**YOUTH CENTER  
TO RISE WHERE  
ELVIS WAS BORN**

TUPELO, Miss. — A \$70,000 Elvis Presley Youth Center will be constructed here soon. Some \$7,000 has been raised by Presley fans, and the National Broadcasting Company last week swelled the fund by contributing \$2,500. Mayor J. L. Ballard said that the city will buy the house in which Elvis was born, and three other houses which adjoin the park, for \$12,500. All except the Presley home will be razed and about an acre will be added to the 12-acre Presley Park.



# MGM Reactivates Cub Label In Catalog-Building Move

By SAM CHASE

NEW YORK — Reactivation of the Cub label has been set by MGM Records President Arnold Maxin in a move which will mark the company's re-entry into the rhythm and blues arena. Julie Rifkind and Buzz Willis have been named to head a.&r. operations, with the current plan to emphasize purchase of masters turned out by indie producers, covering both singles and albums.



ARNOLD MAXIN

The move is not an isolated development, but rather is part of a general program which Maxin has been developing. Its basic tenet is the establishment of a catalog in depth, using as models the operation of RCA, Columbia and Capitol. To build such a structure in today's record market, Maxin is vigorously creating or acquiring specialized lines, some company-owned, others being distributed by the firm. However, each label has its own sales management and its own line-up of distributors.

Thus, the Cub operation is in the process of securing its own distribution. Some dozen r.&b. specialists are set and more are being signed in time for the launching in the next week or two. Cub will have

its own ad and promotion budget as well. All this is unlike the previous Cub history, when it functioned strictly as a satellite operation using MGM distribs and had no independent existence.

Two masters already have been purchased. Initial release is likely to be "I'm a Playboy" featuring the Pyramids.

#### Other Strides

The move with Cub comes after

such other recent MGM strides as the distribution arrangement pacted with Deutsche Grammophon and the purchase of Verve. Distribution of the Choreo and Charlie Parker lines brings to six the number of labels involved, each with its own personality and niche.

Maxin puts it this way: "The companies acquired and distributed by MGM Records are the Cadillacs (Continued on page 30)

## Epic, Okeh Scoring High With Limited-Disk Policy

NEW YORK — In the fall of 1961, Columbia Records executives took a long, sobering look at the firm's subsidiary label, Epic, and decided that things could be improved. One move the execs decided was to give the label a true indie look. To help achieve this, Len Levy, a man well-schooled in the indie record field, was brought in as sales manager.

In the intervening months, the step has proven out, with Epic and its sister label, Okeh, currently enjoying four Hot 100 singles entries and album action as well, particularly with TV star, George Maharis.

"We've instituted a policy of limited releases, just the way it is with most indies," Levy said, "and our distributors love us for it. We

simply refuse to go along with the buckshot release technique.

#### Making Good Marks

"We have a very big record with Bobby Vinton in 'Roses Are Red.' Then there is George Maharis of the 'Route 66' TV show with 'Teach Me Tonight.' Both are in the top 25 and moving up. The Jamies' 'Summertime Summertime,' which first came out three years ago, is on the chart this week. And on Okeh, 'Doctor Feelgood,' and r.&b. record made by Don Law in Nashville, is doing fine for us.

"These are the obvious ones but other things are happening, too," Levy said. "Lester Lanin and Roy Hamilton have been here right along. We have a new Hamilton record in 'Climb Every Mountain,' (Continued on page 27)

### Strand to Show Diverse Albums

NEW YORK — Strand Records will introduce new and revamped album product for the forthcoming ARMADA and NARM conventions. Among the new releases are sets by Larry Hall, Rita Moreno, Memphis Slim, Don Cherry, Chris Columbus and several waltz, polka, Broadway show and classical packages.

derstood, however, that the Top Rank label will ultimately be dropped by EMI, with a number of items, which might formerly have been assigned to Top Rank, expected to appear on the new EMI Stateside label.

The Rank Organization itself still maintains a disk wholesaling (Continued on page 27)

## Folding of Top Rank International Confirmed; Will Fulfill Contracts

NEW YORK — Top Rank International, the record releasing co-operative with outlets covering 60 countries, is being terminated. The long-rumored folding of the international combine, started over three years ago by the British Top Rank Record organization, was confirmed last week by attorney Paul Marshall, one of the original architects of the plan.

Marshall said that the combine will continue to operate until all present contract commitments have expired. Until that time, clients will be serviced and royalties will be paid out of a Canadian office in Toronto, where the parent British-based Rank Organization maintains offices.

Rank sold its Top Rank British label to EMI over 18 months ago as the first move toward liquidation of its holdings in the disk field. Early in 1961, the American Top Rank label was also shuttered. In recent months, the EMI-operated Top Rank label has enjoyed a number of substantial hits in Britain, including Craig Douglas' "When My Little Girl Is Smiling" and a current entry, "Nut Rocker," by B. Bumble and the Stingers. It is un-

## Raker Closer To Colpix Slot

NEW YORK — Reports indicated negotiations were almost completed last week for Jerry Raker, former sales chief at United Artists, to take over the post of general manager at Colpix. Paul Wexler, who formerly headed the label, announced his resignation a few weeks ago, effective July 1. If the deal goes through Raker would start at the firm shortly. Raker had no comment to make on the report that he was joining the label.

## INDUSTRY BRIEFS

### Warner's Brazilian Deal

HOLLYWOOD — Warner Bros. Records has concluded a deal with EMI of England and its Brazilian licensee, Industrias Electricas E. Musicais Fabrica Odeon, S.A. for manufacture of the WB disks in Brazil. The arrangement will provide the label with product for the entire South American market. The firm's records will carry their own trade-marks and logos.

### Caedmon Names S. F. Distrib

NEW YORK — Caedmon Records has named Melody Sales as its new San Francisco distributor. The Melody outlet is headed by Al Bramy.

### Rev. Micheaux to Cut Sermons

NEWARK, N. J. — Savoy Records has signed The Reverend Elder Lightfoot Solomon Micheaux to record a series of sermons. The Reverend is heard on the air weekly in Washington where he is pastor of The Church of God. He achieved renown for his national broadcasts over the CBS network, and his widely heard theme "Happy Am I With My Redeemer."

### World's Fair LP Set

SEATTLE — A special World's Fair LP is being made by C & C Distributing here for the Western Sales Agency which will contain a colored photo imprint of the fair grounds on the disk. The music is "Rhapsody 21," official fair theme, played by the Hamburg (Germany) Symphony conducted by Paul Whiteman. Piano soloist is Sondra Bianca.

### Cameo Launches New Line

PHILADELPHIA — Cameo Parkway Records has launched an 11-city national promotion campaign for its new 4:35 MMF line of sound series of recordings. The promotion will cover a 30-day period and will feature in-store displays, streamers and a variety of record racks.

### Vern Cupples to Coast

PITTSBURGH — Vern Cupples, Decca branch manager for the past five years, will leave here June 26 to become branch manager in San Francisco for Decca. Bill Green, Cleveland branch manager, will operate the local Decca office, working out of Cleveland.

## Nashville Cats in Big City Show Good Sides Can Be Cut Anywhere

NEW YORK — Shelby Singleton, Mercury Eastern and Southern a.&r. chief, will go a long way to prove a point. And he went a long way this past week when he brought nine of Nashville's best musicians and five of its top singers to New York City to record some name acts on the Mercury-Smash-Philips labels.

Singleton's mission in bringing the Nashville guys and gals to the big town was to show that the "Nashville Sound," with which he has had so much success, could be produced in New York as well as in Nashville. He wanted to demonstrate the product of a special studio. He also wanted to prove that the "Nashville Way" of making record dates—without

arrangements—could be successful in New York.

Over the past week he recorded sides for both singles and LP's, with Damita Jo, Nana Mosukouri, Paul Decain, Trudy Bell, and George McCannon. The recordings were made with the Nashville musicians, and no written arrangements were used. The singers sang their songs to the pianist (Mel Robbins), the rest of the musicians listened, and then came up with "head" arrangements.

Singleton told BMW that he thinks the sessions will prove that musicians who play with feeling can turn out a more commercial disk than musicians who play from written arrangements.

The musicians that Singleton flew to New York were Bob Moore, Mel Robbins, Lou Trendoff, Buddy Harmon, Harold Bradley, Jerry Kennedy, Ray Stevens, Charlie McCoy and Bill Justice, and the singers Gordon Stoker, Neil Matthews, Ray Walker, Millie Kirkham and Margie Singleton (Mrs. Shelby). Vocal group is known as the Merry Melody Singers on dates Singleton has waxed for the Mercury labels.

Up to now Singleton has flown many of his Mercury artists to Nashville to cut dates there. If the sessions in New York continue his strong hit streak for the label, Singleton may fly in the musicians to New York every month or so.

## Pat Kelleher Named RCA Victor Artist Promotion Head

NEW YORK — Pat Kelleher has been named to the post of manager of artist, radio and television promotion at RCA Victor. Kelleher will be responsible for all artist field promotion in his new slot. He will report to Ben Rosner, manager of radio and TV relations.

Kelleher will be responsible for scheduling, planning and instituting tours for all Victor and Groove artists through radio and TV in conjunction with local RCA Victor distribs. He will also act as liaison with network TV shows for exposure of Victor and Groove artists.

## Whirling Busily, Shelby Singleton Spreads Gospel of Country Music

Shelby Singleton would probably qualify as one of the busiest—if not the busiest—a.&r. man on two continents. He is not only in charge of pop a.&r. for Mercury Records in New York and Nashville, but he also cuts sides for Smash Records, and singles and LP's for Philips. He records both in the U. S. A. and Europe.

A typical day in Singleton's peripatetic life is to do a recording session in New York in the a.m., fly to Nashville for a session in the afternoon, and fly back to New York that same day to edit tapes in Mercury's New York offices.

At 29, Singleton has become a fireball among a.&r. men. And more than that he is a man with a mission. The mission is to spread the gospel of country music not only to New York but around the world. This was his reason last week for bringing Nashville's top-flight musicians to New York to show his singers and recording men "how we do it in Nashville."

#### In Only 2 Years

A native of the South, Singleton turned a.&r. man less than two years ago, when he was named Nashville chief by Mercury in September of 1960. Until then he had been a promotion and sales executive for Mercury in the South.

Since joining the a.&r. staff, he has turned out hits with a flock of Mercury artists, including Brook Benton, Clyde McPhatter, LeRoy Van Dyke, Ray Stevens. He has cut sides with Joe Dowell on Smash and Ruth Brown on Philips. Last week he

made recordings with Nana Mouskouri, Damita Jo and new discoveries Paul Decain, Trudy Bell and George McCannon.

Singleton's feeling about the Nashville sound and the New York sound is one that begets controversy, especially among New York musicians. According to Singleton, the Nashville sound occurs because the musicians play from the heart, something he feels happens because the musicians do not use written arrangements. It is true that many New York dates are also handled through "head" arrangements (meaning those that are evolved from the top of the head at a record date). But it is also true that there are many recordings dates in New York, as well as other record centers, where elaborate arrangements are used.

#### Likes It Off Top

Singleton has conducted many sessions using written arrangements, but he feels more at home on extemporaneous sessions, where the singer goes over her song with the pianist and the musicians take it from there. His introduction of his Nashville technique at the Fine Sound Studios in New York was watched closely by many tradesters, and both surprised and pleased many of them.

Mercury's Eastern and Southern a.&r. chief is married to an important music personality in her own right. She is Margie Singleton, who has recorded on the Mercury label for a long time. She is known as a singer, but also writes songs, among them many important tunes. Mrs. Singleton also is part of the singing group called the Merry Melody Singers, who have accompanied many soloists on various Mercury labels.



MAN OF THE WEEK

MUSIC WEEK



WHO'S THE FASTEST DRAW  
IN BROOKLYN?  ME!!!!

WHO'S THE FASTEST DRAW  
IN LONDON?  YOU!!!!

WHO'S THE BIGGEST DRAW  
ON TV?  US!!!!

**RIGHT PARDNER?**

QUITE!



STEREO  
OS 2240

STEREO  
"360 SOUND"

COLUMBIA  
OL 5840

**JULIE AND CAROL  
AT  
CARNEGIE HALL**

STARRING  
**JULIE ANDREWS and CAROL BURNETT**

executive producer BOB BANNER	produced and directed by JOE HAMILTON	associate producer & choreographer ERNEST FLATT	special material written by MIKE NICHOLS & KEN WELCH
musical director IRWIN KOSTAL	song: "MEANTIME" by ROBERT ALLEN & AL STILLMAN	choral director GEORGE BECKER	A Bob Banner Associates Inc. Production

"Big D," "Nausiev Ballet," "History of Musical Comedy"...More  
OL 5840 / OS 2240 STEREO

The Performance That Drew  
30,000,000\* TV Viewers  
On Last Monday's CBS-TV Special

Now on Columbia Records 

\*Estimated

This One



ZCPE-G7R-08GZ

Copyrighted material

ALL RIGHTS RESERVED



# MANUFACTURERS' BRIEFS

Continued from page 1

going for us," said Fitch. Unlike some specialized booms, like the twist take-off, this one seems to reflect variety in buying tastes.

Milt Swiller, of Record City, says record sales are far better than last year's in all departments at his shop. Record City sells singles at 55 cents, and has for the past several years. The new Barbara Lynn record, "You'll Lose a Good Thing," was selling well here.

Good times seem to bring out the prediction streak in all record men and retailer Milt had his list. "Life's Too Short," by the Lafayettes on Victor is one; "What a Night," by Connie Christmas, on Checker, is another. Other store pets doing well are "West of the Wall," by Toni Fisher on Big Top, and "The Crowd," by Ray Orbison on Monument.

## Baltimore Likes Its Own Talent

BALTIMORE—The singles business was paced by a number of new local action records in this city last week. Two of which feature local greater Baltimore acts.

Widely reported among dealers, one-stops and stations was "Teen-Age Tears," by Jimmy Jordan, a local lad on the new Phoenix label, which also has action here with Rene Roberts' "Let Me Love You." A Baltimore group, known as the Lafayettes, has picked up good activity in the area with "Life's Too Short," on RCA Victor.

In addition to these, Musical Sales, a leading one-stop, reports strong movement on a Chess r.&b. record, "Reap What You Sow," with Billy Stewart. Lou Rawl's "Save Your Love for Me," recently released by Capitol, is another side for which the firm is getting calls.

Meanwhile, some more excitement is expected to be generated in records next month, when deejay Buddy Deane, of WJZ-TV, carries out his long-planned Brenda Lee Day. The young Decca star is expected to be honored by a parade, a luncheon and various press parties, and will be given the keys to the city on the occasion.

## Pericoli Sets Hot Pace in N. O.

NEW ORLEANS—D. H. Holmes, the city's second largest department store, has joined the record discount stores here in its disk operation. Holmes follows Maison Blanche, which started discounting in its record department early this year.

When Maison Blanche went discount in January, Smith's Record Center, the pioneer N. O. discounter, dropped its LP prices from \$2.98 to \$2.69, to undercut the Maison Blanche price of \$2.79 per LP. The Music Shop here occasionally has a special sale with some albums listed as low as \$1.99, but generally LP prices range from \$2.29 to \$2.99 at discount centers.

A couple of records have got very hot indeed in N. O. One is the LP and the Emilio Pericoli single from the flick, "Rome Adventure." The move has helped sales of both in this territory. Dion's appearance at the Blue Room of the Hotel Roosevelt, has added impact to his record sales.

Ruth Brown's new Philips album "Along Came Ruth," the single, "Let Her Dance," with Curt Harris on Josie, and "Ahab the Arab," with Ray Stevens on Mercury, are some of the new items getting action down this way.

## New Singles Help Houston Market

HOUSTON—A group of new singles and a number of hot national sellers combined to beef up single sales in this area last week. The new records were getting concentrated air play with resultant dealer and juke box action.

Among the outstanding new records was "Touch Me," by Willie Nelson on Liberty. Single is being handled by the J. A. Walsh Company, regular RCA Victor distributor here, which added the Liberty line about four months ago. The side has got strong country action and now has moved over into pop. It has shown up on BMW's "Bubbling Under" chart. Another disk getting brisk action was Barbara Lynn's "You'll Lose a Good Thing" on Jamie. This side, also hot on the national scene, is a particular favorite here for it was made by local

producer Huie Meaux, and was first issued on his Running Bear label.

Other new ones showing good initial action, though not quite as strong as the other two, were: Hank Locklin's "We're Gonna Go Fishin'," Victor; "Ahab the Arab," Ray Stevens, Mercury, and "Love Will Find a Way," by C. L. and the Pictures. Distributors and label master purchasers were keeping an eye on "Rockin' Sidney" on the Jin label. Both sides of this disk are getting play and meeting with acceptance, but sources said it was too soon to know just how far the record will go.

On the album front, "Rome Adventure," was one of the leading sellers. Advance orders for the new Presley "Pot Luck" LP were building. A mass promotion was being planned for the Warner Bros. sound track of "Music Man." Texas Distributors will screen the new film for dealers and press representatives and the firm is buying window displays, newspaper ads, etc. W.B. is expecting big things from the set; it is reported they have pressed up 300,000 LP's.

## Shuffle Lines as Phoenix Distrib Folds

PHOENIX—Wemar Distributing has closed up shop in this city, so the lines carried by the distributor have been moved to other outlets in town or are being shipped from outside the State. Mercury Product, for instance, is coming from Los Angeles, and the label's subsid line, Smash, is being handled by a local distributor, Sunland Frontier. The Kapp label has been taken over by Phoenix Record Sales and Colpix is now being distributed by M. B. Krupp.

Local record sales were in solid shape with national singles leaders moving well in the area. The great Ray Charles' single was still the leading item, while "Night Train" by James Brown, the new Eddie Hodges' record, and Bobby Vinton's "Roses Are Red," also were doing well. Smash Records purchased a local item which got fine sales, the instrumental "Mash" on the EM label by Bud Spud.

Discounting is just beginning to make headway in this town. Leading discount stores in the city are Consumers Mart of America (CMA) and Federal Markets. Harry Dale from Los Angeles moved into town to take over the W. T. Grant record operation and was advertising singles below 60 cents and LP's as low as \$1.69. He was buying records from Arizona Sundries. In spite of growing discount moves by many big chains, the cut prices have not, as yet, had a widespread effect on the buying patterns of consumers here.

## Chi Dealers Chirp as Singles Move

CHICAGO—Windy City dealers and one-stops are concurring in two trade analyses—1) business is really good on singles, 2) album sales are slow.

The suburban and parochial schools are already out on vacation. Business in the suburbs is better because of this, but some of the city dealers are feeling the impact of the sales build-up. The city schools will be out June 25, and all dealers feel they will hit an upswing at that time.

## L. A. Market No Wall Street

HOLLYWOOD—Wall Street's worries would be over if only the stock market would do as well as the record business in this market. A BMW survey of dealers showed retail sales here continuing to make spectacular gains, running well ahead of last year at this time, and considerably higher than the already high levels attained in recent weeks.

Sales are strong both on the singles and LP sides of the business, the survey revealed. Estimates of the volume increase run from a general consensus of a full 10 per cent jump to as high as 20 per cent. Ray Charles still reigns as king of the hill on both singles and LP's, with his two-sided hit, "Born to Lose b-w 'I Can't Stop Loving You,'" topping the singles sales ladder, and his "Country & Western" LP remaining the album front-runner. According to Abe Diamond, of Diamond Distributing, this market has already absorbed 63,000 Charles "C. & W." packages, with no indication of a drop in demand.

New shot in the arm getting most of the credit in sales is the pre-graduation season when youngsters have more access to ready cash, coupled with Father's Day gift buying of disks. Dealers look forward to the Father's Day weekend as a banner sales period which should take sales to an even higher level than this past week.

# FCC Petitions Clear Ind. Air

INDIANAPOLIS—Licensing of WLW-I in Indianapolis and the sale of WLW-A in Atlanta, Ga., will be resolved through petitions filed last week with the Federal Communications Commission, the board chairman of the Crosley Broadcasting Corporation has announced.

Richard M. Fairbanks, owner of radio station WIBC in Indianapolis, is said to be the buyer of WLW-A, the Atlanta station.

"These petitions, it is hoped, will finally resolve Crosley's licensing WLW-I Television in Indianapolis and the sale of WLW-A in Atlanta to the Fairbanks interests," said James D. Shouse, Crosley board chairman. "It is believed that this will terminate further procedure and litigations involving the license of Channel 13 in Indianapolis after several years' litigation and enable Crosley to continue operating WLW-I in the future as it has since 1957."

WIBC retrieved Channel 13 after challenging an action by which FCC awarded the Channel to Crosley. Pending the adjudication of the controversy, WLW-I remained in charge of it.

# BILLBOARD MUSIC WEEK

Published by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati 14, Ohio  
DUbar 1-6450

Publisher  
Roger S. Littleford Jr. ... New York Office

Editorial Office  
1564 Broadway, New York 36, N. Y.  
PLaza 7-2800

Sam Chase ..... Editor  
Robert Rolontz ..... Music News Editor  
Aaron Sternfield ..... Coin Machine Editor  
Nicholas Biro ..... Radio-TV Programming Ed.  
Ren Gravatt ..... Merchandising Editor  
Jack Maher ..... International News Editor  
Jack Orr ..... Copy Editor

Wm. J. Sachs, Exec. News Editor, Cincinnati  
Lee Zhitto ..... West Coast Editor, Hollywood  
Mildred Hall ..... Chief Washington Bureau

Thomas E. Noonan ..... Research Director  
Andrew Tomko ..... Mgr. Pop Charts

General Advertising Office  
1564 Broadway, New York 36, N. Y.  
PLaza 7-2800

Andrew Csida ..... Advertising Co-Ordinator  
Frank Luppino ..... International Sales  
Richard Wilson ..... Midwest Music Sales  
R. McCluskey ..... West Coast Music Sales

Coin Machine Advertising  
188 W. Randolph St. Chicago 1, Ill.  
CENTral 6-9818  
Richard Wilson ..... Coin Machine Ad. Mgr.

Circulation Sales  
1564 Broadway, New York 36, N. Y.  
C. J. O'Connor ..... Circulation Manager

Subscription Fulfillment  
Send Form 3579 to  
2160 Patterson St., Cincinnati 14, Ohio  
Joseph Pace ..... Fulfillment Manager

European Office  
Arthur Rosett ..... Director  
31 Devonshire Place, London W. 1  
WELbeck 0356

Branch Offices  
Chicago 1, 188 W. Randolph St.  
CENTral 6-9818  
Hollywood 28, 1520 North Cower  
HOLLYwood 9-5831  
St. Louis 1, 812 Olive St.  
CHestnut 1-0443  
Washington 5, 1426 G St., N.W.  
NAtional 8-4748  
Cable Address:  
MUSICWEEK NEWYORK

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.

Subscribers who are requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office.

Copyright 1962 by The Billboard Publishing Company. The company also publishes Vond, the bi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10, and High Fidelity, the magazine for music listeners; one year, \$5. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, O. 19



"the answer to our problem is right here in ..."

# BILLBOARD MUSIC WEEK

SUBSCRIBE NOW!

Each Big, Fast-Reading Weekly Issue

BRINGS YOU ALL THE NEWS

and

REVEALING ANALYSES OF ALL TRADES

in the

● MUSIC-ENTERTAINMENT  
● COIN MACHINE OPERATING INDUSTRY

Mail Sub Order Today

BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 14, Ohio  
Please enter my subscription to BILLBOARD MUSIC WEEK for

1 YEAR \$15  3 YEARS \$35  New  Renew  
 Payment enclosed  2 EXTRA issues for cash  Bill me later

Above subscription rates are for U. S., Canada and Europe.

Other overseas rates on request.

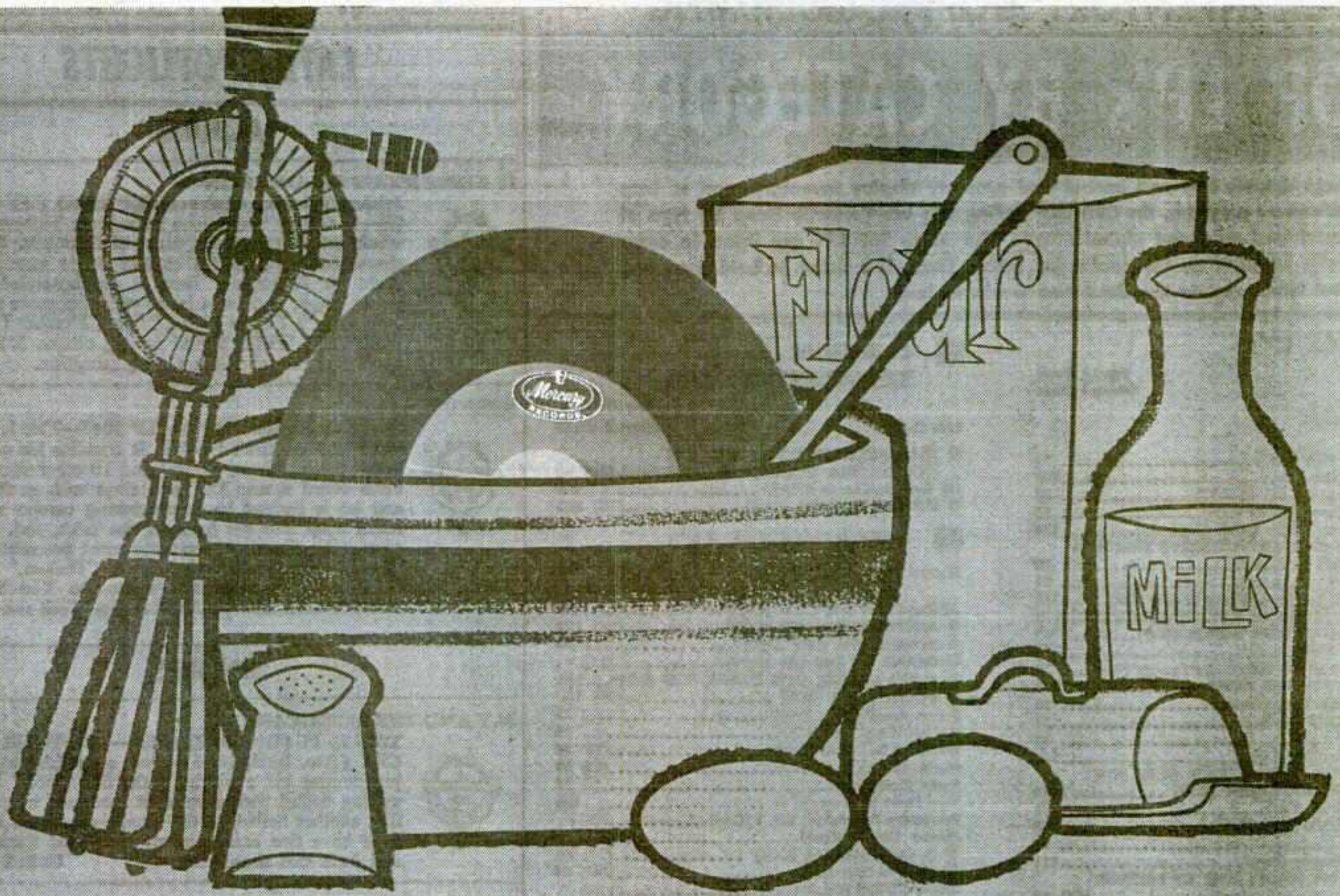
705  
Company \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_

## MINOW FINDS A 'TASTELAND'

CHICAGO—A vast Tasteland is how Chicago's Fine Arts Station, WFMT, is viewed by FCC Chairman Newton Minow, according to an article on the station which recently appeared in Time magazine. Minow, a former listener, is quoted as admiring the station for making what he calls "a real cultural attack."

Time is the sixth major publication to laud WFMT within the past 12 months. The magazine article said of the station, which won a Peabody Award last April: "It has proven resoundingly that the U. S. public is not as tone deaf and dumb as it looks to Madison Avenue and the major networks."





## HOW TO MAKE A HIT RECORD

### INGREDIENTS: MIX TWELVE FINE SONGS

1. When I Grow Too Old To Dream
2. There Goes That Song Again
3. All Of Me
4. I Love Paris
5. I Didn't Know What Time It Was
6. Trouble In Mind
7. Blues In The Night
8. I Don't Know Why
9. Breezin' Along With The Breeze
10. After You've Gone
11. I'll Get By
12. Let Me Sing And I'm Happy

### PREPARATION: ADD A MASTER'S TOUCH

# BROOK BENTON

### RESULTS:

# "THERE GOES THAT SONG AGAIN" ★

★ Monaural MG 20673/Stereo SR 60673





# TOP LP's BY CATEGORY

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

## VOCAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
<b>Male Vocalists</b>	
Album 7 by Rick (Imp).....	29
Always You (Col).....	127
Paul Anka Sings His Big 15 (ABC).....	48
Belafonte at Carnegie Hall (RCA).....	56
Chubby Checker/Bobby Rydell (Cameo).....	136
● <b>NAT KING COLE SINGS/GEORGE SHEARING PLAYS (CAP).....</b>	<b>(33) 49</b>
Crying (Monu).....	31
Danny Boy & Other Songs I Love to Sing (Col).....	118
● <b>BOBBY DARIN SINGS RAY CHARLES (ATCO).....</b>	<b>103</b>
● <b>DINO-ITALIAN LOVE SONGS (CAP).....</b>	<b>82</b>
Do the Twist (Atl).....	26
Dain' the Twist at the Peppermint Lounge (Rou).....	10
● <b>DON'T KNOCK THE TWIST (PARK).....</b>	<b>110</b>
For Teen Twisters Only (Park).....	33
For Twisters Only (Park).....	36
Heavenly (Col).....	80
Hell Bent for Leather (Col).....	143
● <b>HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT (CAP).....</b>	<b>120</b>
Buddy Holly Story (Cor).....	88
● <b>HONKY-TONK MAN (COL).....</b>	<b>150</b>
Hymns (Cap).....	64
I Remember Tommy (Rep).....	111
● <b>IT'S JUST MY FUNNY WAY OF LAUGHIN' (DEC).....</b>	<b>(45) 62</b>
Johnny's Greatest Hits (Col).....	100
Jump Up Calypso (RCA).....	(47) 30
Let's Twist Again (Park).....	66
Linger Awhile With Vic Damone (Cap).....	149
Live It Up (Col).....	55
● <b>GEORGE MAHARIS SINGS! (EPIC).....</b>	<b>86</b>
● <b>THE MIDNIGHT SPECIAL (RCA).....</b>	<b>(22) 17</b>
● <b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC (ABC).....</b>	<b>(2) 1</b>
● <b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES (COL).....</b>	<b>(9) 16</b>
● <b>OLD RIVERS (LIB).....</b>	<b>148</b>
● <b>POINT OF NO RETURN (CAP).....</b>	<b>(38) 61</b>
Portrait of Johnny (Col).....	139
Runaround Sue (Laurie).....	68
Sinatra and Strings (Rep).....	(32) 23
● <b>A TOUCH OF VELVET (RCA).....</b>	<b>119</b>
Twist (Park).....	13
Twist With Bobby Darin (Atco).....	114
● <b>TWISTIN' ROUND THE WORLD (PARK).....</b>	<b>83</b>
Versatile Burl Ives (Dec).....	76
Young, Alive & in Love (RCA).....	131
Your Twist Party (Park).....	8

## Female Vocalists

Jean Baez, Vol. I (Van).....	58
Jean Baez, Vol. II (Van).....	21
Patsy Cline Showcase (Dec).....	137
Connie's Greatest Hits (MGM).....	77
● <b>DINAH '62 (ROU).....</b>	<b>125</b>
Do the Twist (MGM).....	79
Ella in Hollywood (Ver).....	109
● <b>IT'S MASHED POTATO TIME (CAMEO).....</b>	<b>129</b>
Judy at Carnegie Hall (Cap).....	(19) 19
● <b>LOVE LETTERS (ERA).....</b>	<b>112</b>
Gloria Lynne at Basin Street East (Ever).....	108
Never on Sunday (MGM).....	140
Roaring 20's (WB).....	134
Sincerely Brenda Lee (Dec).....	67

## Duos and Groups

● <b>BABY IT'S YOU (SCEP).....</b>	<b>128</b>
● <b>BEST OF THE KINGSTON TRIO (CAP).....</b>	<b>(39) 106</b>
Campus Encore (Cap).....	60
College Concert (Cap).....	(12) 7
Encore of Golden Hits (Merc).....	85
Kingston Trio (Cap).....	65
Kingston Trio Close Up (Cap).....	73
Mighty Day on Campus (Kapp).....	97
● <b>ONCE UPON A TIME (CAP).....</b>	<b>99</b>
● <b>PETER, PAUL AND MARY (WB).....</b>	<b>20</b>
Sing Out! (RCA).....	(48) 28
A Song for Young Love (Cap).....	(37) 11
Stranding Room Only (UA).....	146
● <b>THROUGH CHILDREN'S EYES (RCA).....</b>	<b>(31) 133</b>
Twist With the Ventures (Dolt).....	98
● <b>THE VENTURES' TWIST PARTY, VOL. II (COLT).....</b>	<b>51</b>

## Choruses

● <b>FAMILY SING ALONG WITH MITCH (COL).....</b>	<b>89</b>
Happy Times Sing Along With Mitch (Col).....	115
Rhythm Sing Along With Mitch (Col).....	74
Sentimental Sing Along With Mitch (Col).....	138
Your Request Sing Along With Mitch (Col).....	132

## Mixed Voices

Oldies But Goodies, Vol. I (OS).....	71
Oldies But Goodies, Vol. III (OS).....	141
● <b>OLDIES BUT GOODIES, VOL. IV (OS).....</b>	<b>121</b>

## CLASSICAL & SEMI-CLASSICAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
● <b>THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. (COL).....</b>	<b>(23) 84</b>
My Favorite Chopin (RCA).....	124
● <b>SUMMER FESTIVAL (RCA).....</b>	<b>(34) 105</b>

## INSTRUMENTAL LP's

### Mood and Dance

Afrikaan Beat and Other Favorites (Dec).....	117
● <b>AMERICAN WALTZES (LON).....</b>	<b>(27) 123</b>
● <b>BEYOND THE REEF (DEC).....</b>	<b>78</b>
● <b>CHAPEL BY THE SEA (DOT).....</b>	<b>(21) 94</b>
● <b>FLOYD CRAMER GETS ORGAN-IZED (RCA).....</b>	<b>145</b>
● <b>DOWN HOME (RCA).....</b>	<b>(50) 130</b>
Drums Are My Beat (Imp).....	75
Golden Piano Hits (UA).....	96
Let There Be Drums (Imp).....	(36) 46
Maria (Kapp).....	(14) 59
Moon River (Dot).....	(6) 25
New Piano in Town (RCA).....	126
Persuasive Percussion, Vol. I (Com).....	(26)
Roman Guitar (Com).....	(44)
● <b>'S CONTINENTAL (COL).....</b>	<b>(17) 45</b>
So Much in Love (Col).....	(42) 34
Stereo 35/MM (Com).....	(5)
Stereo 35/MM, Vol. II (Com).....	(28)
● <b>STRANGER ON THE SHORE (ATCO).....</b>	<b>(4) 4</b>
Tonight (UA).....	(13) 27
● <b>"TUFF" SAX (HI).....</b>	<b>50</b>
● <b>TWISTIN' 'N' TWANGIN' (RCA).....</b>	<b>116</b>
Roger Williams' Greatest Hits (Kapp).....	135
Yellow Bird (Dot).....	(49) 95
Young and Warm and Wonderful (RCA).....	(40)
● <b>YOUNG WORLD (DOT).....</b>	<b>(16) 43</b>

### Jazz

● <b>BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE).....</b>	<b>81</b>
● <b>COUNTDOWN TIME IN OUTER SPACE (COL).....</b>	<b>122</b>
Horn A-Plenty (RCA).....	107
● <b>MIDNIGHT IN MOSCOW (KAPP).....</b>	<b>(43) 37</b>
Midnight Special (B-N).....	63
Time Further Out (Col).....	(29) 42
Time Out (Col).....	(15) 14
What'd I Say (All).....	32
● <b>NANCY WILSON/CANNONBALL ADDERLEY (CAP).....</b>	<b>54</b>

## SHOW MUSIC

### Original Cast

● <b>ALL AMERICAN (COL).....</b>	<b>70</b>
Camelot (Col).....	(10) 15
Carnival (MGM).....	57
How to Succeed in Business Without Really Trying (RCA).....	41
Milk and Honey (RCA).....	40
Music Man (Cap).....	35
My Fair Lady (Col).....	22
No Strings (Cap).....	(8) 9
Sound of Music (Col).....	(11) 18
South Pacific (Col).....	90
West Side Story (Col).....	(24) 6

### Sound Track

Blue Hawaii (RCA).....	(7) 5
Exodus (RCA).....	92
Flower Drum Song (Dec).....	(35) 87
G.I. Blues (RCA).....	69
Hey Let's Twist (Rou).....	101
King and I (Cap).....	72
King of Kings (MGM).....	91
Never on Sunday (UA).....	144
Oklahoma! (Cap).....	(25)
● <b>ROME ADVENTURE (WB).....</b>	<b>102</b>
South Pacific (RCA).....	(18) 52
● <b>STATE FAIR (DOT).....</b>	<b>(20) 12</b>
West Side Story (Col).....	(1) 2

### Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA).....	(3) 3
● <b>EXPERIMENT IN TERROR (RCA).....</b>	<b>(41) 104</b>
● <b>GOLDEN THEMES FROM MOTION PICTURES (UA).....</b>	<b>113</b>
Great Motion Picture Themes (UA).....	38
● <b>GREAT THEMES FROM HIT FILMS (COM).....</b>	<b>(30)</b>
● <b>ORIGINAL MOTION PICTURE HIT THEMES (UA).....</b>	<b>39</b>
West Side Story (UA).....	(46) 47

## COMEDY LP's

The Astronaut (Kapp).....	147
The Bickersons (Col).....	142
Knockers Up (Jub).....	24
Moms Mabley at Geneva Conference (Chess).....	53
Mike Nichols & Elaine May Examine Doctors (Merc).....	44
Rusty Warren Bounces Back (Jub).....	93

Positions in parenthesis indicate relative sales strength of stereo LP's.

## LATE SPOTLIGHTS

### ALBUMS

#### IT KEEPS RIGHT ON A-HURTIN'



Johnny Tillotson. Cadence CLP 25058 (M); CLP 25058 (S)—A mighty smart idea here finds Tillotson singing a whole raft of fine songs, many of them hits. It's a natural album follow-up to his current single smash, "It Keeps Right on A-Hurtin'," itself a country-styled tune. The young singer is right at home with this genre as he shows here with "I Fall to Pieces," "Fool Number One," "Four Walls" and "Hello Walls" among others. Solid performances and they should get a big reception.

#### BURNIN'



John Lee Hooker. Vee Jay LP 1043—This is a powerful blues package from Hooker. It contains his current chart item "Boom, Boom, Boom" and 10 other strong, pushing blues based items. The man sings with earthy strength, and he is backed by a convincing combo whose roots reach deep into the heart of the r.&b. soil. Besides the current hit the album contains some powerhouse stuff in "Drugstore Woman," "New Leaf," "Thelma," "Keep Your Hands to Yourself" and "What Do You Say." Set is sure-fire r.&b. ammunition that should sell strongly in pop.

### SINGLES

#### JAY AND THE AMERICANS



THIS IS IT (Trio, BMI) (2:35)—IT'S YOUR TURN TO CRY (Trio, BMI) (2:45)—Two solid sides by the group, just coming off a big hit with "She Cried." On top is a wailing ballad performance in moderate tempo while the flip, another ballad, in the weeper groove, is a bit slower. Both have fine arrangements with good thrush choruses, and both can move out. **United Artists 479**

#### JAMES DARREN



MARY'S LITTLE LAMB (Aldon, BMI) (2:05)—THE LIFE OF THE PARTY (Allied, ASCAP) (2:02)—Two of the chanter's top efforts here, both done with a fine touch. On top is a mighty cute song idea offered in bright, rocking fashion. Flip is another stylish rocking effort which also has potential. **Colpix 644**

#### ERNIE MARESCA



MARY JANE (Broadway, ASCAP) (2:24)—DOWN ON THE BEACH (Tideland, BMI) (2:16)—The "Shout Shout" lad knocks himself out again with these two solid sides. First up is a strong rocker blues handled with much excitement. Flip is a strong seasonal item which also incorporates the names of pop dances, disk artists and song hits. Two sides with plenty of potential. **Seville 119**

#### FRANKIE AVALON



A MIRACLE (South Mountain, BMI) (2:15) — DON'T LET ME STAND IN YOUR WAY (Wood, ASCAP) (2:34) —Avalon has enjoyed a recent chart revival and either of these two sides could continue that trend. The top side is a ballad that builds over a colorful arrangement. The flip is another neat ballad effort that has a good chance. **Chancellor 1115**

### Toto, Shoe Chain in Sole-Stirring Tie-In For 'Soft Walkin'

NEW YORK—Toto Records, newly formed record company here headed by writer Gerry Hille, is using a novel contest tie-in with 900 Thom McAn shoe stores around the country to spur sales on its new single, "Soft Walkin'," with Freddie Houston.

Basically the contest is simple. Object is to tell "Why You Like To Walk Soft..." (a play on the title of the single) in 25 words or less.

The record is sold through regular dealer channels. All the contest information is on the sleeve but the customer has to go to a Thom McAn shoe store to pick up an entry blank.

First prize is a Toto recording contract with a \$500 cash advance plus guaranteed release and distribution of the disk. Second prize is \$300 cash, with five third prizes of \$100. Next 10 winners receive a complete McAn shoe wardrobe.

Hille said that judging by the success of the contest to date, his firm will engage in additional promotion of this type along with at least one other deal already in the works with MoAn.

Hille, formerly from Berkley, formed Toto some three weeks ago, a sister label, Gerald, at about the

### Zwerling Takes Over As Fleetwood Head

LONG ISLAND CITY, N. Y.—Martin S. Zwerling took over as president of Fleetwood Record Service, large record rack jobbing firm here, buying the interest of partner Mac Browner, who retired from the firm.

Fleetwood retains its present operating personnel and plans to expand its export business. A separate export headquarters will be opened at a new location. A move to new and larger quarters for the domestic operation is also planned.

NEW YORK—Smash Records has bought the master of "Done Being Lonely," by the Modern Red Caps on Cotton, the Philadelphia label. The tune will be released on Smash shortly, according to Charlie Fach, sales manager. Smash has also concluded negotiations to distribute "The Mash" by Bud Spud and His Sprouts on the EM label. The tune has had initial sales response in Phoenix, Ariz., and El Paso, Tex.

same time, and a third label, Alpha, in March.

Besides Hille, the new firms are run by Matt Parsons, sales manager, formerly with Roulette, Capitol, Laurie and Motown; and Sammy Vargas, promotion manager, formerly with Roulette and Atlantic.



INSPIRED BY THIS GREAT PICTURE

# THE HIGHWAYMEN

SING

# "THE BIRD MAN"

WITH NARRATION BY BURT LANCASTER

UA 475

## Robert Stroud, American

He is a convict; yet, in his achievement, in his fierce independence—he reflects the ideals of the country whose laws he shattered. For 43 years this amazing man was kept in solitary confinement. He did not break bread with another human being. He did not see an airplane on the ground nor sit behind the wheel of an automobile. He did not see a television set. No newspaper or radio broadcasts reached him. But they have not been able to break this man. They have yet to bring him to his knees or blackout the fantastic brain that worked a miracle. To this day he is unbeaten, unbowed, unconquered. They call him "The Bird Man"—and he is the most defiant man alive.



HAROLD HECHT PRESENTS

# BURT LANCASTER BIRD MAN OF ALCATRAZ

<sup>KARL</sup> malden | <sup>THELMA</sup> ritter | <sup>NEVILLE</sup> brand | <sup>EDMOND</sup> o'brien

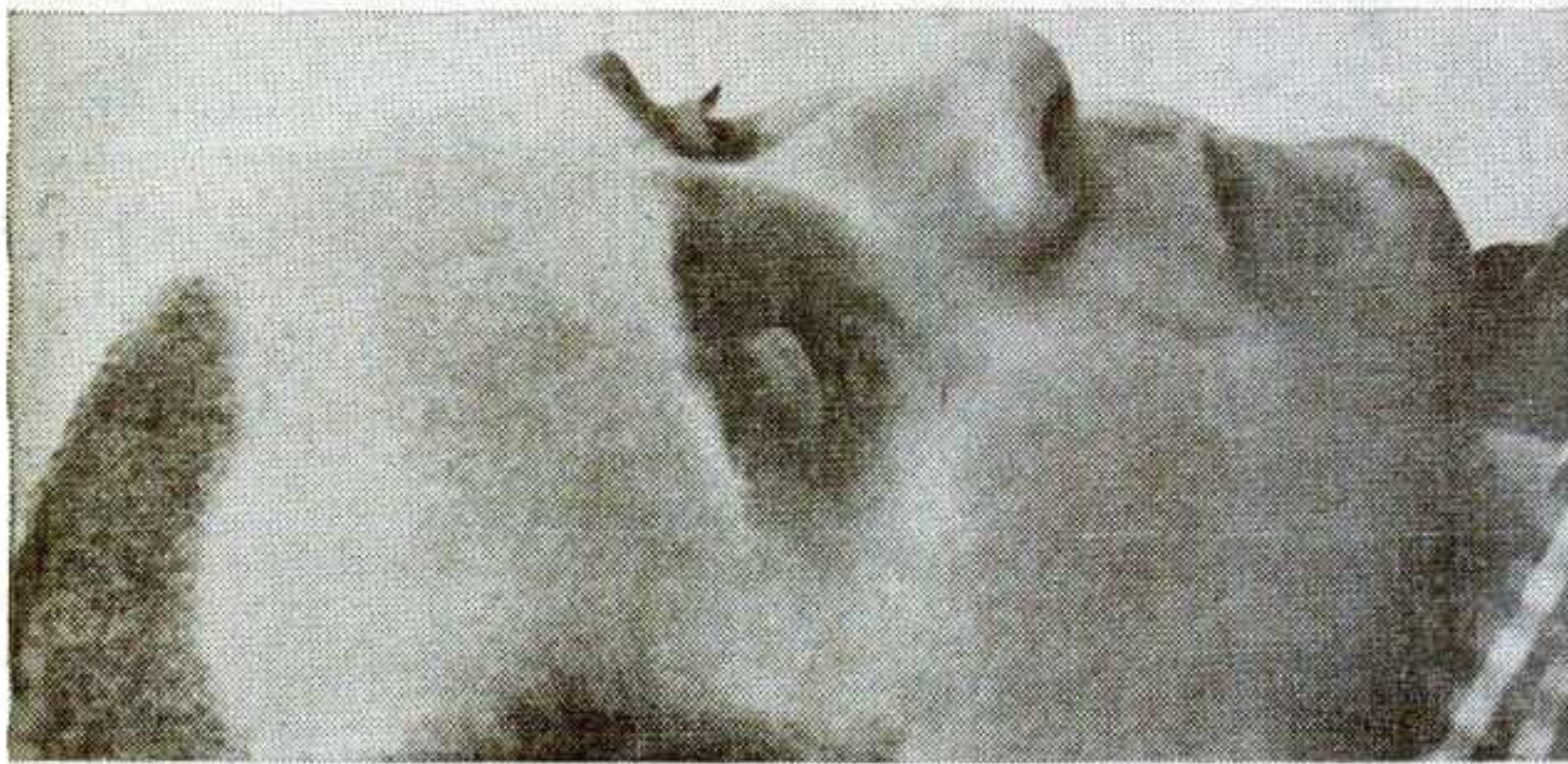
MUSIC ELMER BERNSTEIN / A NORMA PRODUCTION  
RELEASED THRU UNITED ARTISTS



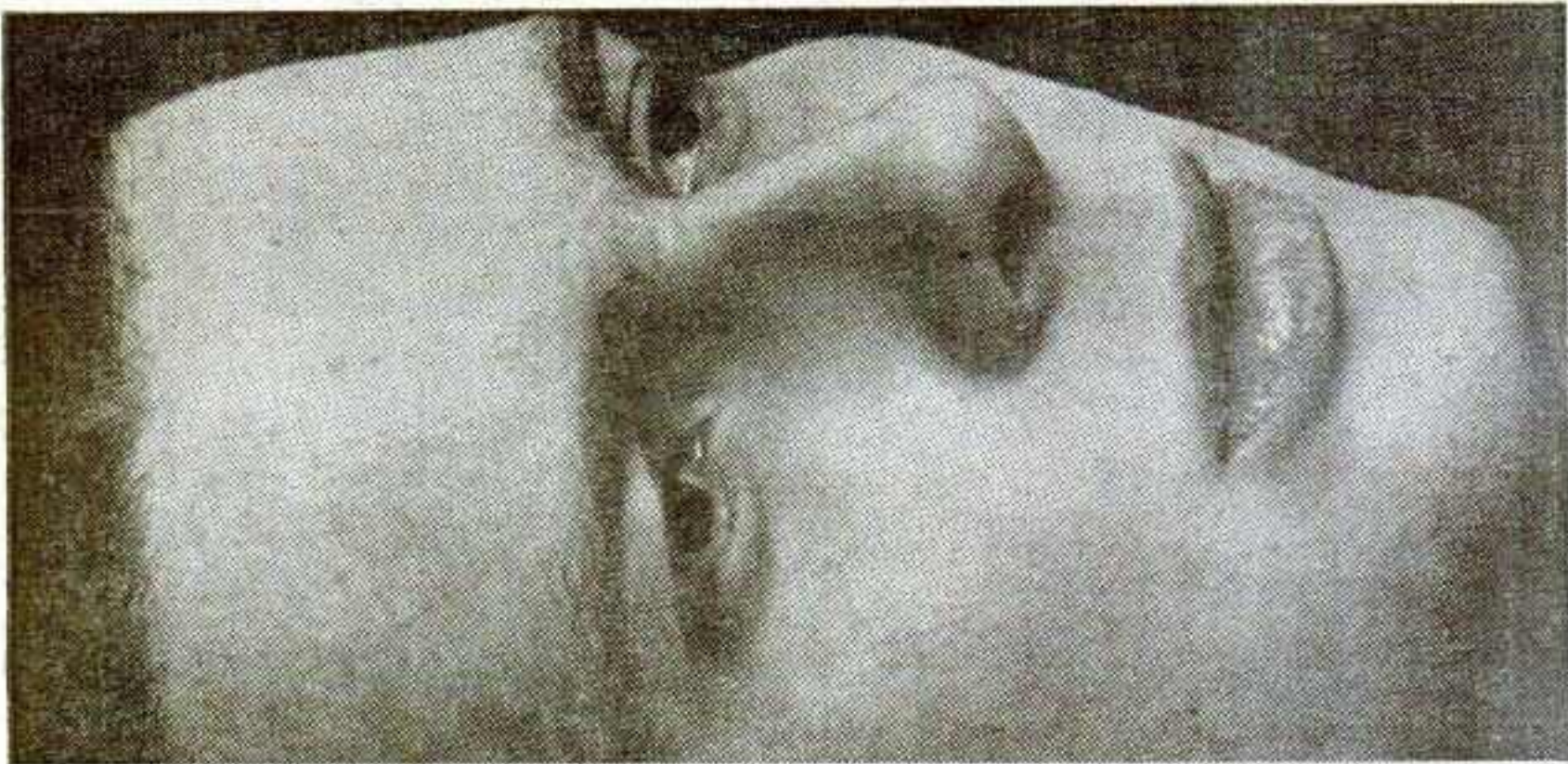


# BIG BOOM JUNE

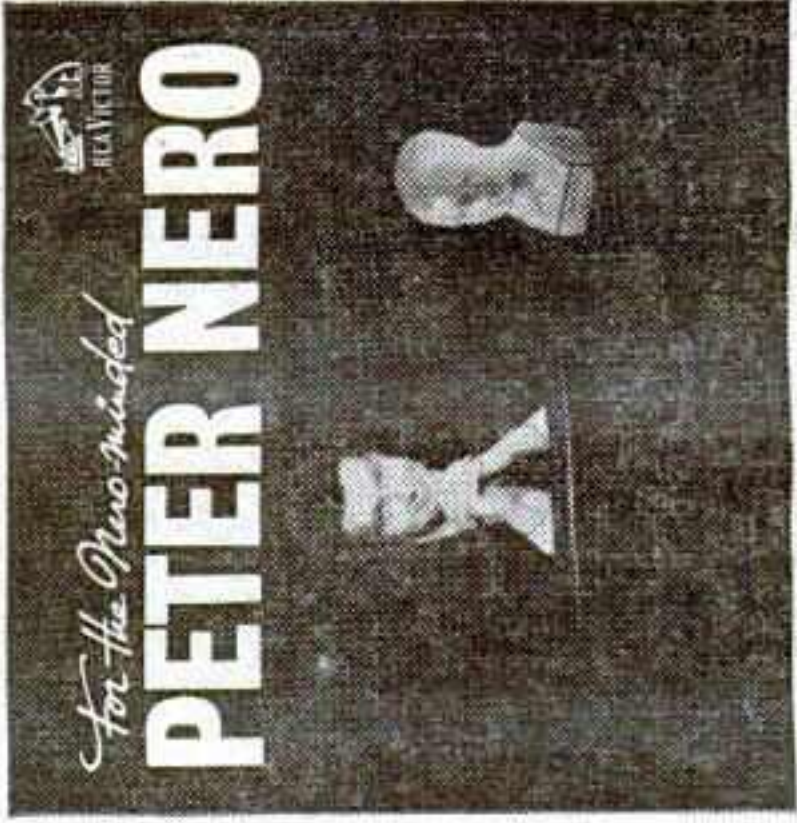
ON  
**RCA VICTOR**



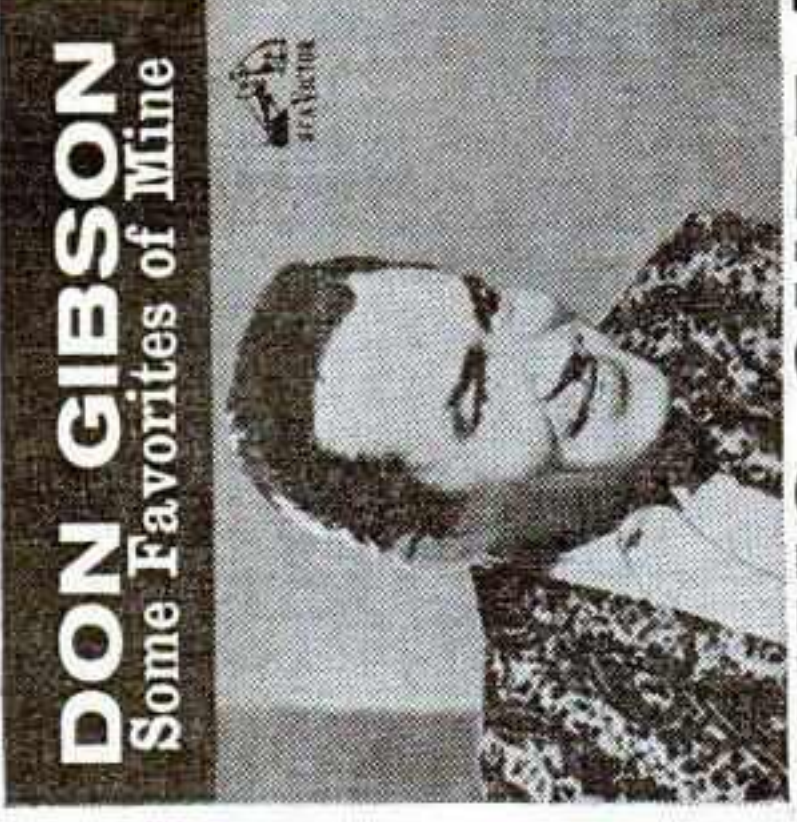
**HENRY MANCINI "HATARI."** A whole safari's worth of brightly inventive Mancini music from the new film. The double Academy Award-winning composer continues in great form with up-beat African adventures the likes of "Baby Elephant Boogy" and "Crocodile, Go Home!" All new, sure-selling Mancini! LPM/LSP-2559



**PETER NERO "For the Nero-Minded."** The most sensational pop pianist on the scene today! Classicism, infinite good humor and spontaneity are woven brilliantly through every performance of popular standards. "Moon River," "I Love Is A Simple Thing" and "Little Girl: Blue," for example. Watch this Nero catch fire! LPM/LSP-2536



**DON GIBSON "Some Favorites of Mine."** More great Gibson, backed throughout with that big Nashville sound! The versatile performer sings a dozen of his own (and most appealing) favorites. All choice selections from his jam-packed personal appearances! "Baby, We're Really in Love," "It's A Sin," 10 others. LPM/LSP-2448



**THE NORMAN LUBOFF CHOIR "The Gospel Truth"** is, quite simply, one of the most exciting gospel albums ever recorded. Magnificent sound, Norman Luboff's impeccable direction and the remarkable new soloist, H. B. Barnum. "Wade in the Water," "Were You There?" "Give Me That Old Time Religion." LPM/LSP-2548



**OTHER POP ALBUMS SURE TO MOVE FAST:**  
**BARBERSHOP BALLADS**—THE FOUR DOORMEN. LPM/LSP-2510 □ **PORTER WAGONER AND SKEETER DAVIS SING DUETS.** LPM/LSP-2529 □ **SQUARE DANCE PARTY**—GORDON TERRY. LPM/LSP-2530 □ **TJUJANA MOODS**—CHARLIE MINGUS. LPM/LSP-2533 □ **EL TORO**—LA BANDA DE "EL TOREO." LPM/LSP-2538 □



# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JUNE 23

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 I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	6
2	11	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	4
3	6	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	5
4	2	STRANGER ON THE SHORE	By Bilk-Mellin—Published by Mellin (BMI)	11
5	3	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	5
6	4	THE MAN WHO SHOT LIBERTY VALANCE	By Bacharach-David—Published by Famous (ASCAP)	5
7	10	PLAYBOY	By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI)	4
8	14	CINDY'S BIRTHDAY	By Winn-Hooven—Published by Maravilla, BMI	3
9	18	AL DI LA'	By Mogol-Donida-Drake—Published by Witmark (ASCAP)	2
10	15	THAT'S OLD FASHIONED	By Giant-Baum-Kaye—Published by Aberbach, BMI	3
11	7	SECOND HAND LOVE	By Hunter-Spector—Published by Merna (BMI)	5
12	8	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobete (BMI)	7
13	19	SNAP YOUR FINGERS	By Grady Martin-Alex Zinetis—Published by Cigma (BMI)	2
14	5	LOVERS WHO WANDER	By DeMucci-Maresca—Published by Dlsa (ASCAP)	7
15	16	FOLLOW THAT DREAM	By Weisman and Wise—Published by Gladys (ASCAP)	4
16	12	DON'T PLAY THAT SONG	By Nugetre—Published by Progressive (BMI)	5
17	9	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	12
18	—	ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	1
19	23	A STEEL GUITAR AND A GLASS OF WINE	By Paul Anka—Published by Spanka (BMI)	2
20	22	SHARING YOU	By Goffin-King—Published by Aldon (BMI)	2
21	—	WOLVERTON MOUNTAIN	By M. Kilgore-C. King—Published by Painted Desert (BMI)	1
22	—	WALK ON THE WILD SIDE	By Bernstein—Published by Columbia Pictures (ASCAP)	1
23	26	VILLAGE OF LOVE	By Devora Brown—Published by Trianon, BMI	3
24	30	ANY DAY NOW	By Bacharach-Hilliard—Published by Plan Two (ASCAP)	2
25	—	I LOVE YOU	By Ewing-Newson—Published by Criss (BMI)	1
26	28	TEACH ME TONIGHT	By Cahn-DePaul—Published by Hib-Leeds (ASCAP)	4
27	—	JOHNNY GETS ANGRY	By Edwards-David—Published by Tod (ASCAP)	1
28	24	SO THIS IS LOVE	By Steven Howard—Published by Pattern (ASCAP)	4
29	—	THEME FROM BEN CASEY	By Raksin—Published by Marfran (ASCAP)	1
30	—	HAVING A PARTY	By Sam Cooke—Published by Kags (BMI)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355; Ray Garnett, Operators 2012.
- 2. THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
- 3. PALISADES PARK**—Freddie Cannon, Swan 4106; Timmy Reynolds, Operators 2014.
- 4. STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 517; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- 5. IT KEEPS RIGHT ON A-HURTIN'**—Johnny Tillotson, Cadence 1418.
- 6. THE MAN WHO SHOT LIBERTY VALANCE**—Gene Pitney, Musicor 1020—Fairmont Singers, Dot 16340; Ray Garnett, Operators 2014.
- 7. PLAYBOY**—Marvelettes, Tamla 54060.
- 8. CINDY'S BIRTHDAY**—Johnny Crawford, Del Fi 4178.
- 9. AL DI LA'**—Ray Anthony, Capitol 4742; Maria Candido, Decca 31291; Tony Dallara, Vesuvius 1024; Janice Harper, Capitol 4578; Al Hirt, RCA Victor 8016; Gino Paoli, Warner Bros. 5205; Fausto Papetti, London 10502; Emilio Pericoli, Warner Bros. 5259; Joe Rene & Ork, Epic 9510; Luciano Tajoli, Bravo 4510; Jerry Vale, Columbia 42027; Carmen Villani, Chancellor 1114.
- 10. THAT'S OLD FASHIONED**—Everly Brothers, Warner Bros. 5273.
- 11. SECOND HAND LOVE**—Connie Francis, MGM 13074.
- 12. THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.
- 13. SNAP YOUR FINGERS**—Joe Henderson, Todd 1072.
- 14. LOVERS WHO WANDER**—Dion, Laurie 3123.
- 15. FOLLOW THAT DREAM**—Elvis Presley, RCA Victor EPA 4368.
- 16. DON'T PLAY THAT SONG**—Ben E. King, Atco 6222.
- 17. SOLDIER BOY**—Shirelles, Scepter 1228.
- 18. ROSES ARE RED**—Bobby Vinton, Epic 9509.
- 19. A STEEL GUITAR AND A GLASS OF WINE**—Paul Anka, RCA Victor 8030.
- 20. SHARING YOU**—Bobby Vee, Liberty 55451.
- 21. WOLVERTON MOUNTAIN**—Claude King, Columbia 42352.
- 22. WALK ON THE WILD SIDE**—Brook Benton, Mercury 71925; Elmer Bernstein, Choro 101; Marilyn Brown, DRA 7007; Contrasts, Operators 2013; Jimmy Smith, Verve 10255; Titus Turner, Jamie 1213.
- 23. VILLAGE OF LOVE**—Nathaniel Mayer, Fortune-United Artists 449.
- 24. ANY DAY NOW**—Chuck Jackson, Wand 122.
- 25. I LOVE YOU**—Volumes, Chex 1002.
- 26. TEACH ME TONIGHT**—George Maharis, Epic 9504.
- 27. JOHNNY GETS ANGRY**—Joanie Sommers, Warner Bros. 5275.
- 28. SO THIS IS LOVE**—Castells, Era 3073.
- 29. THEME FROM BEN CASEY**—Neal Hefti, Reprise 2080; Pete Rugolo, Mercury 71957; Valjean, Carlton 573.
- 30. HAVING A PARTY**—Sam Cooke, RCA Victor 8036.

WARNING—The title 'HONOR ROLL OF HITS' is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

JUNE 23, 1962

BILLBOARD MUSIC WEEK 13

## MUSIC AS WRITTEN

### MERCURY SIGNS VIOLINIST SZERYNG

Henry Szeryng, prominent Polish-born violinist, was signed by Mercury Records last week. Wilma Cozart Fine, Mercury vice-president, termed it a noteworthy acquisition for the label because of the artist's strong international following. Szeryng made his first public appearance in 1933, appearing in Warsaw, Bucharest, Vienna and Paris. From 1939 to 1945 he played more than 300 concerts throughout Europe.

### ALL NINE TONGUES TO PHILIPS

The Springfields, currently hot European singing group, were signed by Philips Records and make their first appearance with "Silver Threads and Golden Needles," a single, and will follow with an album shortly. The group sings in nine languages, plays guitar, banjo and drums, and writes or arranges most of its material.

### EPPS UP FOR DONNA ALBUM

Preston Epps was signed by Donna Records last week. Epps will do an album shortly. Donna-Del-Fi's Canadian artist, Bobby Curtola, is also coming to the U. S. for a nationwide promotion tour.

### GOLDBERG PENS PREFACE . . .

Secretary of Labor Arthur Goldberg has written the preface to Concert Music U.S.A., 1962, the ninth edition of a regular report on the state of concert music in this country initially compiled by Broadcast Music, Inc. This year's edition of the BMI annual contains figures on the popularity and sales of musical items and performances.

### STEREOODITIES NAMES WINNERS . . .

Stereoodities, and its affiliated Duo label, last week named winners in a dealer incentive star stamp bonus plan. First prize, \$100, went to Louis Mandel of Vorando, Inc., Newark, N. J.; (Continued on page 30)

# HITS!



## "FORTUNE TELLER" BOBBY CURTOLA

Del-Fi 4177

"CINDY'S BIRTHDAY"  
Johnny Crawford  
Del-Fi 4178

"QUEEN OF MY HEART"  
Rene & Ray  
Donna 1370

Watch for New JOHNNY CRAWFORD LP

New Release:  
"MY LOVE"  
Peppy Shannon  
Del-Fi 4179

# DEL-FI DONNA RECORDS

6277 Selma Ave., Hollywood 28, Calif.

HO 6-2443



BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la Fama, Buenos Aires)  
\*Denotes local origin

- This Last Week Week
- 1 MIDNIGHT IN MOSCOW—Stirlyn Brandy (Tonodisc); Mac Ke Macs (Victor)—Tyler Melody-Novel
  - 2 NATA PER ME—Adriano Celentano (Microfon); Los Santos (Music Hall); Tony Vilar (Columbia)—E. A. R.-Fortisimo
  - 5 MULTIPLICACION—Bobby Darin (Atco); Los Salvajes (Columbia)—Adaris Music-Fermata
  - 3 POPOTITOS—Los Teen Tops (Columbia)—Edami
  - 4 LA BALLADA DALLA TROMBA—Gastone Parigi (Microfon); Los Cinco Latinos (Columbia)—Titanus-Fermata
  - 6 EL POETA LLORO—\*Cauby Peixoto (Victor)—Korn
  - 7 COME SEPTEMBER—Billy Vaughn (Dot); Jose Carl (Columbia)—Adaris Music-Fermata
  - 8 LET'S TWIST AGAIN—Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalman Music-Fermata
  - 9 BAMBINA BAMBINA—Tony Dallara (Columbia); Luis Aguile (Odeon)—E.A.R.-Fortisimo
  - 12 PALOMA—\*Los Andariego (Tonodisc)—Lagos

AUSTRALIA

(Courtesy Music Maker, Sydney)  
\*Denotes local origin

- This Last Week Week
- 1 I'VE BEEN EVERYWHERE—\*Lucky Starr (Festival)—Belinda
  - 2 HAVE YOU EVER BEEN TO SEE KINGS CROSS—Frankie Davidson (W. & G.)—Womerah
  - 3 MOON RIVER—Henry Mancini (RCA)—Chappells
  - 4 DEAR ONE—Larry Finnegan (London)—Alberts
  - 5 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
  - 11 CATERINA—Perry Como (RCA)—Southern Music
  - RONDO—Warren Carr (Festival)—Victoria
  - 7 TODAY'S TEARDROPS—\*Col Joye (Festival)—Belinda
  - 8 WONDERFUL LAND—The Shadows (Columbia)—Alberts
  - 9 SI SENOR—\*Rob E. G. (Festival)—Leeds
  - FUNNY WAY OF LAUGHIN—Burl Ives (Festival)—Acuff-Rose
  - THE MAN WHO SHOT LIBERTY VALANCE—Gene Pitney (United Artists)—No Publisher
  - 12 WIMOWEH—Karl Denver (Decca)—D. Davis
  - 6 DREAM BABY—Roy Orbison (London)—Acuff-Rose
  - 10 LOVER PLEASE—Clyde McPhatter (Mercury)—No Publisher

BRITAIN

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

- This Last Week Week
- 1 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda Music
  - 2 \*COME OUTSIDE—Mike Sarne (Parlophone)—R.S.A. Music
  - 3 \*I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Chappell
  - 4 \*PICTURE OF YOU—Joe Brown (Piccadilly)—Michael Reine
  - 5 GINNY COME LATELY—Brian Hyland (HMV)—Spanka Music
  - 9 \*LAST NIGHT WAS MADE FOR LOVE—Billy Fury (Decca)—Good Music
  - 7 \*AS YOU LIKE IT—Adam Faith (Parlophone)—Downbeat
  - 5 NUT ROCKER—B. Bumble (Top Rank)—Ardmore & Beechwood
  - 8 \*I DON'T KNOW WHY—Eden Kane (Decca)—Francis, Day & Hunter
  - 13 \*THE GREEN LEAVES OF SUMMER—Kenny Ball (Pye)—Robbins
  - 17 \*JUST A LITTLE LOVE—Karl Denver (Decca)—Chappell-Biem
  - 10 \*DO YOU WANT TO DANCE—Cliff Richard (Columbia)—Sherwin
  - 12 \*STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
  - 24 DR. KILDARE THEME—Richard Chamberlain (MGM)—Robbins
  - 20 UNSQUARE DANCE—Dave Brubeck (CBS)—Derry Music
  - 11 LOVE LETTERS—Ketty Lester (London)—Chappell

- 21 \*AIN'T THAT FUNNY—Jimmy Justice (Pye)—Essex Music
- 22 \*WONDERFUL WORLD OF THE YOUNG—Danny Williams (HMV)—Leeds Music
- 15 \*WONDERFUL LAND—Shadows (Columbia)—Francis, Day and Hunter
- FOLLOW THAT DREAM (EP)—Elvis Presley (RCA)—Seventeen Saville Row
- 14 \*LONELY CITY—John Leyton (HMV)—Most Music
- 27 SHARING YOU—Bobby Vee (Liberty)—Aldon
- 26 HOW CAN I MEET HER—Everly Brothers (Warner Bros.)—Aldon
- I CAN'T STOP LOVING YOU—Ray Charles (HMV)—Acuff-Rose
- 28 \*JEZEBEL—Marty Wilde (Philips)—Campbell-Connelly
- 28 \*WHEN MY LITTLE GIRL IS SMILING—Jimmy Justice (Pye)—Aldon
- 19 SPEAK TO ME PRETTY—Brenda Lee (Brunswick)—Macmelodies
- 18 HEY LITTLE GIRL—Del Shannon (London)—Vicki
- 16 DEEP IN THE HEART OF TEXAS—Duane Eddy (RCA)—Southern
- ENGLISH COUNTRY GARDEN—Jimmie Rodgers (Columbia)—Ardmore & Beechwood
- SOLDIER BOY—Shirelles (HMV)—Ludix

CHILE

(Courtesy Discomania, Madrid)

- This Month
- 1 EL ROCK DEL MUDIAL—Los Ramblers (CRC)
  - 2 AMULETO (Good Luck Charm)—Elvis Presley (RCA)
  - 3 LINDA MUCHACHITA—Connie Francis (MGM)
  - 4 CATARINA—Perry Como (RCA)
  - 5 QUIERO SABER (I Want to Know)—Paul Anka (RCA)
  - 6 CUANDO, CUANDO, CUANDO—Tony Renis, Pat Boone (Dot); Rafael Hidalgo (Columbia)
  - 7 QUIEREME TIERNAMENTE (Love Me Warm and Tender)—Paul Anka (RCA)
  - 8 RIO REBELDE—Lorenzo Valdeirama (O)
  - 9 ANOCHE LLORE (Last Night I Cried)—Brian Hyland (Polydor)
  - 10 AMOR VUELVE A MI—Luz Eliana (CRC)

DENMARK

(Courtesy Quam Musikbureau, Copenhagen)  
\*Denotes local origin

- This Last Week Week
- 1 WALK ON BY—\*Cliffers (Philips); \*Grethe Sonck (Sonet)—Winckler
  - 4 THE YOUNG ONES—Cliff Richard (Columbia)—Dacapo
  - 2 ZWEI KLEINE ITALIENER—Conny (Electrola)—Winckler
  - 5 LA NOVIA—\*Poul Bundgard (Polyphon)—Multitone
  - 7 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
  - 8 CHARLIE—Anita Lindblom (Fontana)—Mork
  - 10 HAWAII TATTOO—Waikiki's (Palette)—Winckler
  - 3 SCHWARZE ROSE ROSE-MARIE—Peter Kraus (Polydor)
  - 9 DEN MORKE LANDEVEJ—\*Gustav Winckler (Tono)—Winckler
  - WHEN MY LITTLE GIRL IS SMILING—Craig Douglas (Top Rank); Jimmy Justice (Pye)—No Publisher

EIRE

(Courtesy Dublin Evening Mail)  
\*Denotes local origin

- This Last Week Week
- 1 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
  - 2 I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Chappell
  - 5 NUT ROCKER—B. Bumble/Stingers (Top Rank)—Ardmore
  - 6 \*KATIE DALY—Eamonn O'Shea (Glenside)—Walton's
  - 7 LAST NIGHT WAS MADE FOR LOVE—Billy Fury (Decca)—Good
  - 4 DREAM BABY—Roy Orbison (London)—Acuff-Rose
  - 3 HEY LITTLE GIRL—Del Shannon (London)—Vicki
  - \*KATIE DALY—The Royal Showband (HMV)—Walton's
  - I DON'T KNOW WHY—Eden Kane (Decca)—Francis Day
  - GINNY COME LATELY—Brian Hyland (HMV)—Pogo

FLEMISH BELGIUM

(Courtesy Juke Box magazine)

- 1 ZWEI KLEINE ITALIENER—Conny (Electrola)—Frankie Music
- 3 YA YA—Joey Dee and the Starlitters (Roulette)—World
- 6 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
- 2 LOVE ME WARM AND TENDER—(Paul Anka)—Spanka
- 5 NORMAN—Sue Thompson (Funckler)—World
- 9 SHOUT—Joey Dee and the Starlitters (Roulette)
- 4 THE YOUNG ONES—Cliff Richard (Columbia)—Essex
- LA PALOMA TWIST—Chubby Checker (Columbia)—Belinda
- VADER, WAAR IS MOEDER GEBLEVEN—Johnny Hoes (Philips)—Benelux
- EP—FOLLOW THAT DREAM—Elvis Presley (RCA)—Belinda

FRANCE

- This Last Week Week
- 1 RETIENS LA NUIT/I GOT A WOMAN—Johnny Hallyday (Philips)
  - 2 CLAIR DE LUNE A MAUBEUGE—Pierre Perrin (Ricordi); Fernand Raynaud (Philips)—Bourvil (Pathe)—Caravelle
  - 3 LECON DE TWIST—Richard Anthony (Columbia); Caterina Valente (Decca)—Caravelle
  - 5 PETIT GONZALES—Dalida (Barclay); Danyel Gerard (Polydor)—Caravelle
  - 6 ET MAINTENANT—Gilbert Becaud (Columbia)—Breton
  - 7 CHICO CHA CHA/LA BAMBOLA—Los Machucambos (Decca)
  - 8 LE MEXICAIN—Marcel Amont (Polydor)
  - JE REVIENDRAI BIENTOT—Chaussettes Noires (Barclay)
  - 10 LES BOURGEOIS—Jacques Brel (Philips)
  - ESPERANZA—Nico de Murcia (Festival)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)  
Denotes local origin

- Two Weeks Ago
- 1 UN CLAIR DE LUNE A MAUBEUGE—Bourvil (Pathe)—Moderny
  - 2 YA YA—Joey Dee and the Starlitters (Roulette)—Southern
  - 5 SHOUT—Joey Dee and the Starlitters (Roulette)
  - 3 RETIENS LU NUIT—Johnny Hallyday (Philips)—French Music
  - 6 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Spanka Music
  - 4 ESPERANZA—Nino De Murcia (Festival)—French Music
  - 7 \*EP SOEUR SOURIRE (Philips)—Primavera
  - 9 LE LION EST MORT CE SOIR—Henry Salvador (Philips)—Tropicales
  - 8 LECON DE TWIST—Richard Anthony (HMV)—Moderny
  - 10 \*OH LA LA LOUISE—Eric Genty (Decca)—Fonior

GERMANY

(Courtesy Automaten Markt)  
\*Denotes local origin

- This Last Week Week
- 1 HEISSER SAND—Mina (Polydor)—Gerig
  - 2 ICH SCHAU DEN WEISSEN WOLKEN NACH—\*Nana Mouskouri (Fontana)—Schaeffers; EINMAL WEHT DER SUDWIND WIEDER—\*Nana Mouskouri (Fontana); Caterina und Silvio (Decca)—Schaeffers und Silvio (Decca)—Schaeffers
  - 3 AUF WIEDERSEHN MARLENE—Bob Moore (London)—Acuff-Rose
  - 6 \*SCHAU MIR NOCHMAL IN DIE AUGEN/SCHLAFST DU SCHON?—Gerhard Wendland (Philips)—Melodie der Welt
  - 4 ZWEI KLEINE ITALIENER—Conny (Columbia)—Intro
  - 5 ALO-AHE/UND DAS WEITE MEER—\*Freddy (Polydor)—Esplanade
  - 7 SILVER MOON—Peter Kraus (Polydor)—Gerig
  - 11 NAPOLI MELODY—Bert Weedon (Electrola)—Francis, Day & Hunter
  - 8 EINE ROSE AUS SANTA MONICA—Carmela Corren (Ariola)—Francis, Day & Hunter
  - 12 BLAUES BOOI DER SEHNSUCHT—Blue Diamonds (Fontana)—Aberbach; GOLDEN GLANZT DAS MEER—Blue Diamonds (Fontana)—Capriccio

- 9 NO BIER, NO WEIN, NO SCHNAPS—Gus Backus (Polydor)—Tonleiter
- 10 GELD WIE HEU—Gerd Botthcher (Decca)—Budde
- 17 NO MORE (La Paloma)/SENTIMENTAL ME—Elvis Presley (RCA)
- 14 HAWAII TATTOO—The Waikikis (Telefunken) Trumpf
- 13 HAPPY JOSE/CHING-CHING-CHING—Jack Ross (London)—Intro
- TU MIR NICHT WEH (Don't Break the Heart)—Connie Francis (MGM)
- 15 LASS DIE LIEBE AUS DEM SPIEL/EIN BISSCHEN MUT—Anita Lindblom (Fontana)—Budde/Melodie der Welt
- 16 THE PEPPERMINT TWIST—Caterina und Silvio (Decca)—Marbot
- 20 NORMAN—Dany Mann (Electrola)—Sue Thompson (Funckler)—R. M. Siegel
- 19 LET'S TWIST AGAIN—Chubby Checker (Ariola); Chubby Checker (Columbia)—Aberbach

HOLLAND

(Courtesy Platennieuws, Amersfoort)

- This Last Week Week
- 1 KWEI KLEINE ITALIENER—Conny Froboess (HMV)—Portengen
  - 2 WONDERFUL LAND—The Shadows (Columbia)—Melodia
  - 3 THE YOUNG ONES—Cliff Richard (Columbia)—Basart
  - 4 NORMAN—Sue Thompson (Funckler)—Int. Muziek
  - 5 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
  - 6 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Spanka Music
  - 7 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux
  - 8 MEXICO—Bob Moore (London); Willy Schobben (Artone)
  - 9 JAMBALAYA—Fats Domino (Imperial)—Chappell
  - 10 HAPPY JOSE—Jack Ross (London); Willy Schobben (Artone)—Portengen

HONG KONG

This Last Week Week

- 2 PLEASE DON'T ASK ABOUT BARBARA—Bobby Vee (Liberty)
- 5 EE NEE WO WO—Rebecca Pan (Diamond)
- 1 QUANDO, QUANDO, QUANDO—Pat Boone (Dot)
- 10 COUNT EVERY LITTLE STAR—Linda Scott (CA)
- RUNAWAY—Lawrence Welk (Dot)
- 4 INSTANT MASHED—The Ventures (Dotlon)
- ANGEL—Elvis Presley (RCA Victor)
- 6 SHARING YOU—Bobby Vee (Liberty)
- 9 YOU DON'T KNOW ME—Patti Page (Mercury)
- 3 KING OF CLOWNS—Neil Sedaka (RCA Victor)

HUNGARY

\*Denotes local origin  
(All recordings on the Qualiton label)

- This Week
- 1 BABY SITTING BOGGIE—Janos Breilner—Film Music
  - OH SERENELLA—\*Lehel Nemeth—Editio Musica
  - ALOM JODLI—\*Laszlo Czifrok—Editio Musica
  - MICSODA NAGYSZERU DOLOG—\*Janos Koos—Editio Musica
  - AVE MARIA NO MORRO—Lehel Nemeth—Southern
  - JO AZ ALMODOZAS (Sail Along Silvery Moon)—Erzsi Kovacs—Francis, Day
  - JAROM AZ UTAM—\*Janos Vamosi—Editio Musica
  - SZIA—\*Mario Toldi—Editio Musica
  - MACKIE MESSER (Mack the Knife)—Nicole Felix—Universal Edition
  - EGYEDUL A TOPARTON—\*Lehel Nemeth—Editio Musica

ITALY

(Courtesy Musica e Dischi, Milan)  
Denotes local origin

- This Last Week Week
- 1 MOLIENDO CAFE—\*Mina (Italdisc); Digno Garcia (Palette)
  - 3 ST. TROPEZ TWIST—\*Peppino Di Capri (Carisch)
  - 2 LA PALOMA—Elvis Presley (RCA)—Aberbach
  - 3 LET'S TWIST AGAIN—\*Peppino Di Capri (Carisch); Chubby Checker (GC)

- 6 MOON RIVER—\*Nico Fidenco (RCA); \*Micholino (Primary)—Ricordi
- 7 LA RAGAZZA COL MAGLIONE—\*Pino Donaggio (Columbia)
- 4 LIKE I DO—Nancy Sinatra (Reprise)—Ricordi
- STAI LONTANA DA ME—\*Adriano Celentano (Clan)
- 8 QUANDO, QUANDO, QUANDO—\*Tony Renis (VdP); Pat Boone (London)—Ricordi
- EVELYNE—\*Nina Rossi (Sprint)
- TIGER TWIST—\*Armando Scelscia (Vedette)
- 9 WHEELS—Billy Vaughn (London)—Bridge
- 11 CIAO AMORE—\*Adriano Celentano (Caramba)
- ABAT-JOUR—\*Henry Wright (GC)
- AMOR AMOR AMOR—Tony Renis (VdP); Ben E. King (Atlantic)

JAPAN

(Courtesy UTAMATIC, Tokyo)  
\*Denotes local origin

- 1 TOO MANY RULES—Connie Francis (MGM)—Columbia
- 2 OUSHO—Murata Hideo (Columbia)—Columbia
- 9 LIMBO ROCK—The Champs (London)—King
- 3 \*TABI NO YOKAZE—Takaishi Katsue & Fujiwara Ryo (Columbia)—Columbia
- 4 \*ERIKO—Hashi Yukio (Victor)—Victor
- 5 \*GARASU NO JOHNNY—Ai George (Teichiku)—Teichiku
- 10 \*WASURENAISA—Kitahara Kenji (Columbia)—Columbia
- 8 \*AME NO MANAZONO—Nakasone Miki (King)—King
- 6 LOUISIANA MAMA—Fujiki Takashi (Teichiku); Gene Pitney—(United Artists) Victor
- 7 THE TWIST—King Curtis Combo (Victor)—Victor

MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

- This Last Week Week
- 1 \*EL GRAN TOMAS (Norman)—Mayte (RCA)—Brambila
  - 3 \*MARIA LA BANDIDA—J. A. Jimenez (RCA)—Emmi
  - 2 \*EL LOCO—Javier Solis (Columbia)—Pham
  - 6 \*TRIANGULO—Los 3 Reyes (RCA)—Grever
  - 5 \*MUNEQUITA (Roly Poly)—Enrique Guzman (Columbia)—Emmi
  - 4 \*EDI, EDI (Steady, Eddy)—Angelica Maria (Musart)—Emmi
  - 7 \*VAGAR ENTRE SOMBRAS—Alvaro Zermeno (Orfeon)—Emmi
  - 9 \*FLORIDA TWIST—Bill Haley (Orfeon)—Pham
  - \*NENA BAILAMOS TWIST—Rebeldes del Rock (Orfeon)—Brambila
  - 10 \*TE NECESITO (lo cerco te)—Enrique Guzman (Columbia)—Reimsa

NEW ZEALAND

This Last Week Week

- 3 SOLDIER BOY—The Shirelles (Top Rank)—Belinda
- 4 JOHNNY ANGEL—Shelley Fabares (Pye)—Chappells
- 6 WONDERFUL LAND—The Shadows (Columbia)—Albert
- 8 MASHED POTATO TIME—Dee Dee Sharpe (Top Rank)—K/A
- 1 YOUNG WORLD—Rick Nelson (London)—Cop Control
- 7 I'D NEVER FIND ANOTHER YOU—Billy Fury (Decca)—Cop Con.
- 2 STRANGER ON THE SHORE—Mr. Acker Bilk (Columbia)—Mellin
- PT 109—JIMMY DEAN (Coronet)—Southern
- LOVE LETTERS—Ketty Lester (London)—Sterling
- SHOUT SHOUT—Ernie Maresca (London)—Cop Con.

NORWAY

(Courtesy Verdens Gang)  
\*Denotes local origin

- This Last Week Week
- 1 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
  - 4 I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)
  - 2 ALLE SA NER SOM A IN'ERJORG—\*Nora Brockstedt (Karusell)—Musikk-Huset A/S
  - 3 ZWEI KLEINE ITALIENER—Conny Froboess (Columbia)—Sweden Music

(Continued on page 34)



*The Champ Strikes Again!!!*

# "DANCING PARTY"

PARKWAY 842

# CHUBBY CHECKER

"THE CHART WRECKER"

*My Sincerest Thanks to NARAS*

THE BIG ONES ARE ON CAMEO/PARKWAY



## Britain's Kane To Cut in U. S.

NEW YORK—Michael Barclay and Philip Waddilove, owners of the Audio Enterprise Limited, London, were treated to a nine-day whirlwind tour of the Eastern States here by executives of London Records.

The Britain team is primarily interested in studying the American market for a forthcoming Eden Kane date.

Audio Enterprise is a personal management firm that handles Kane, Johnny Keating, the Viscounts and other English acts. It also independently produces disks for record firms in Great Britain.

Barclay revealed that Kane is interested in tailoring future records for the American market. One immediate result is that Kane will record in this country early in October, Barclay said. Kane also has signed for a European film.

## Ghana in Line

NEW YORK—Ghana has joined 41 other nations in adhering to the articles of the Universal Copyright Convention. The Ghana Republic will fall under the jurisdiction of the convention three months after the country files ratification with UNESCO August 22.

## AUSTRALIA

## 'Valance' Assassin Climbs Up Ladder

By **GEORGE HILDER**

19 Todman Ave., Kensington, Sydney, N. S. W.

The United Artist single "The Man Who Shot Liberty Valance" released last week made a gigantic jump from No. 54 on the prediction lists to No. 30 on the Hit Parade chart.

Johnny O'Keefe, Festival's recording artist, left Sydney June 7 to spend eight days in America and two days in London to get ideas for his television show and to find material for local recording artists. O'Keefe is carrying a letter of introduction from the Lord Mayor of Sydney to the mayor of New York, Robert Wagner. . . . Ron Wills, E.M.I.'s a.&r. chief, has announced that Capitol Records will release an album of "Aussie" folk songs sung by Lionel Long. . . . Two interesting albums are to be issued on the Coronet label from Columbia, the *Dukes of Dixieland* album, "Breakin' It Up on Broadway," and the *Ormandy-Philadelphia* ork's "Swan Lake." These two disks scheduled for June release are receiving considerable air play and advance orders so far received indicate healthy sales for Coronet.

E.M.I. rush releasing MGM's "Borge's Back" early July. Victor Borge recently concluded a successful tour of Australia and one hour TV special produced in Sydney and screened nationally. Borge left this country leaving behind many friends, and much interest has been shown in the release of his new album which has had advance publicity.

Recently there has been an upsurge in country and western music throughout Australia, and all local companies have been releasing a continuous flow of this music. E.M.I. issuing both singles and albums by local artists Reg Lindsay, Buddy Williams and Slim Dusty. Lindsay has made many records throughout his long recording ca-

## WE PUT BAN ON WRONG RECORD

BERLIN—Two titles by the same artist were confused in a recent German column. The record, "Oh, Johnny, heir nicht parken," featuring Laya Raki, which was banned on German radio, has not been leased for release in the United States. Another title by the same artist, "Don't Kiss Me Now," will be issued in the States. There is no ban on this disk in Germany.

reer that achieved sales comparable to the best of the popular hit records. E.M.I. completed his latest album, "Reg Lindsay Favorites," for release in July plus a session by Buddy Williams and Slim Dusty.

## BELGIUM

## Discovogue Distrib Of Everly Disk

By **JAN TORFS**

Stuivenbergvaart, 37-Mechelen

The Everly Brothers' "How Can I Meet Her" was released through Discovogue, the new distributor for the Warner Bros. label here.

Another release is Billy Vaughn's "Continental Melody" b.w. "Born to Be With You." Label is Dot, handled by Fonior. . . . Philips Records, Belgium, reports strong action on Johnny Hoes' "Daar Mag je Alleen Maar Naar Kijken" (You Only May Look). Tune is No. 12 on the Flemish hit parade.

Nana Mouskouri has a very strong record with "Einmal weht der Sudwind wieder" (Once Again the Southwind Will Blow) and "Ich schau den weissen Wolken nach" (I Look After the White Clouds). Both are written by Manos Hadjidakis. . . . A number of new recordings were released in the Stella Series, records for teen-agers, and therefore available at a low price (30. fr). Eddy Rublo sings "Caterina" and "Dream Baby." Tuby Rocker waxed "Margarita," and Lee Lester sings "Norman." Lina Cora also recorded two songs in the same series: "Choucrounten tango" and "Zwei kleine Italiener."

The Ray Charles program in Brussels was a failure as a result of the bad sound system in the theater. Ticket prices were much too high. His latest recording, "I Can't Stop Loving You," is doing fine, especially in Brussels.

## Artist Doings

Talent scouts discovered a young Italian, Rocky Messina, who is also a composer. He just made his first recording on the Omega label: "Caro Italiano" and "Un Tango d'Addio." Both numbers are compositions by the lad. . . . The Strangers, with songstress Lina Cora, made a new record for the Decca label. They sing "Choucrounten Tango," and "De Meisjes van Bij Ons," the Flemish version (and a humorous one) of the great hit in Wallon Belgium, "Un Claire de Lune a Maubeuge." . . . Greek singing star Nana Mouskouri did the French recording of "Stranger on the Shore" under the title "Savior Aimer." After the success of "Tender Passion," Willy Albimoor decided to record a second tune from the hand of Will Tura: "Concerto d'Amour." Trumpet player Ted Mertens did the same thing with another song of Tura: "A Lonesome Heart." In the meantime, the Cleffers waxed one of his own compositions called: "Lang Was de Dag" and "Hey, Hey."

## BRITAIN

## Philips Planning A-F Distrib Move

By **DON WEDGE**

News Editor, New Musical Express

Next big Philips development seems to be the launching of the Audio-Fidelity repertoire here. Negotiations are nearing completion for Philips to start distribution in September. Audio-Fidelity previously operated here independently; it was the first U. S. label to do so completely without ties with a British record firm.

Philips last week began Riverside issues on that label. A hundred LP's are planned for the first year. To launch the first batch, a Cannonball Adderley single (a two-part "This Here") was released.

Concentration on jazz is now world-wide Philips policy. Another release this month involved four albums of early jazz, mainly compiled in Europe from collectors from the group's headquarters in Holland.

## Cartoon Promos

An attempt is being made here to develop record promotion on television by use of cartoons. Called Visimotion, it utilizes a puppet-like technique and is said to be 50 times cheaper than frame-by-frame technique. Robert Stigwood, manager of John Leyton and Mike Sarne, is behind the move.

## Covers Scene

A rash of covers last week. Champion was "Al di la," sometimes issued as the theme from "Lovers Must Learn." In addition to the U. S. and Italian hit version by Emilio Pericoli (Warners), the Decca group had Flo Sandon (Durium) and Al Hirt (RCA Victor). EMI had versions by Eddie Calvert (Columbia), and Ray Anthony (Capitol). Brook Benton's "Hit Record" was covered by Tommy Steele (Decca). "Jessica" is available by Nick Perito (HMV-UA), and the Marino Marini Quartet (Durium). Two versions of a vocal are rare from EMI; there is a clash this week, however, with "Our Favorite Melodies" by Craig Douglas (Columbia), whose contract permits him choice of material, and an American recording by Gary Chris obtained from Diamond for the new Stateside label.

## Legit News

A British production of "Gentlemen Prefer Blondes" opens out of town on July 3. EMI has the British cast LP right. . . . Pye has the London cast album of "Little Mary Sunshine," now in the West End. . . . Anthony Newley quits his show "Stop the World" June 23. He will make a film before opening in the Broadway version. . . . Twentieth Century-Fox Films has still to arrange for British showing of "Two Little Bears," the Brenda Lee movie which contained "Speak to Me Pretty," a big disk hit here recently.

In for talks were Leonard Schneider, vice-president of American Decca, and Bluenotes' Frank Wolff. . . . Don Pippin, here as musical director for Lisa Kirk at the Talk of the Town, will baton "Oliver" in the U. S. . . . EMI musical director Geoff Love flew to Boston to plan with Connie Francis the four numbers for her film "Follow the Boys" which will be made here on the Continent next month.

## Publisher Business

Robert Mellin, here for a two-month visit, appointed Len Black to succeed the late Len Edwards as general manager of the Mellin publishing group in London. Black

brought "Stranger on the Shore" into the firm. . . . First release of EMI's new Stateside label was spread between three publishers: Aberbach (Hill and Range) had "Any Day Now," "Twistin' Matilda" went to Ardmore and Beechwood and Feldman's had "Palisades Park."

## CHILE

## Soccer Album Gets Big Play

By **RAUL MATAS**  
Ed. Discomania

A sports narration last week became a best seller during the world soccer championship which took place in several cities here. Julio Martinez, well-known sports narrator and commentator, has been recording the most important moments of the Chilean participation in the games. Philips launched a special LP with highlights of the event and the records have sold more than 20,000 copies in a short time.

"Caterina" by Perry Como, "Capucina" by Nat King Cole, "Santo Dios" recorded here by the Arriagada Bros and "El Rock Del Mundial" by a local group, the Ramblers, are the top tunes of the moment.

## Many Visitors

Chile invited many big show-business names for this season. Giacomo Rondinella from Italy; the Galindo Sisters from Spain; Lina Rosales, also from Spain; Amalia de la Vega from Uruguay, Jaime de Mora y Aragon from Spain (brother of Queen Fabiola), and Antonio Prieto, who came here to do a TV show.

Top Chilean disk jockey Ricardo Garcia believes the next hits in Chile will be "I Never Knew Your Name" by Paul Anka, "Capuccina" by Nat King Cole, "Ruego a Dios" by Hermanos Arriagada, and "Last Night I Cried" by Brian Hyland.

## EIRE

## Launch CBS On the Ol' Sod

By **KEN STEWART**  
Dublin Evening Mail

The CBS label has been launched in Ireland. Among first releases were: "Yes, My Darling Daughter," Eldie Gorme; "The Lady Wants to Twist," Steve Lawrence, and a number of albums. Thomas Manahan, chief of Irish Record Factors—distributor of CBS here—told BMW: "Initial sales of the new CBS recording 'The Importance of Being Oscar' (a program featuring Michael Mac Liammoir in a selections from the works of Oscar Wilde) were by far the best ever experienced for a spoken word record. The steady demand is expected to continue."

## Radio

One of the best radio shows for exploiting new disks is the weekly Radio Eireann sponsored program "Top Ten Tips," in which a panel consisting of two teenagers and two adults comment on five releases chosen by advertising executive Anthony Kennedy. The session occupies the 1 to 1:15 lunchtime slot, one of the best listening times available on the home station. Emsee is Niall Boden, a well-known Irish deejay and interviewer.

## New Releases

The Fontana division of Philips

Records, Ltd., released its first batch of Riverside records. During the next 12 months at least 100 LP's, and re-released material from the Riverside stable will be issued. . . . Pye issued the latest Frank Sinatra Reprise album, "Sinatra and Strings." This has already made an impressive debut sales-wise.

## FRANCE

## Try for Madison Avenue to Profit

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

As reported earlier, French diskeries are pushing this summer's dance craze the Madison. A mass of Madison records either from local or foreign origin are on the way. A good many of them have already been marketed.

Billy Bridge, recently signed by Odeon, presents a Madison EP which has received promising first orders. Philips rushed out "It's Madison Time" by Ray Briant, while Decca issued an EP by Square Garden. Barclay and Bel Air marketed, or will market, no less than seven EP's by Harold Nichols, the Madisons, Olivier Despax, the Hit Paraders, Doug Fox, Lenny Rocco and the Belmonts. Despite all of this activity, the general opinion here is that the Madison will not survive this summer's holidays and heat.

## Signings

All diskeries are all out on scouting new talents. Latest signings are Long Chris, Robert Nyel and Aldo Franck (Philips), Billy Bridge, the Lucky Dollars (Odeon), Jose Salcy (Vogue), Gilda Gilles (Fontana), Les Aristocrates (Vega), Les Trim (Versailles), Janpy Rousseau (Bel Air), Annick Bouquet (Twist) and Jean Pierre Cardo (Polydor).

## Appointments

M. Buche is commercial manager for RCA records while M. Gagniere has moved to Decca in the same capacity. . . . Polydor's offices have been moved.

## P. A.'s Boost Issues

Whenever name artists make a personal appearance in Paris, diskeries rush to their stocks to issue or reissue. Thus, Pathe Marconi issued a single EP by Frank Sinatra, "The Moon Was Yellow," although Vogue marketed a great number of Sinatra's latest records on the Reprise label. . . . Bel Air issued an Errol Garner LP from Atlantic, although a big promotional campaign is under way on the Philips-owned Garner records. Philips' prexy Georges Meyerstein threw a huge party (June 12) on Garner's arrival in Paris.

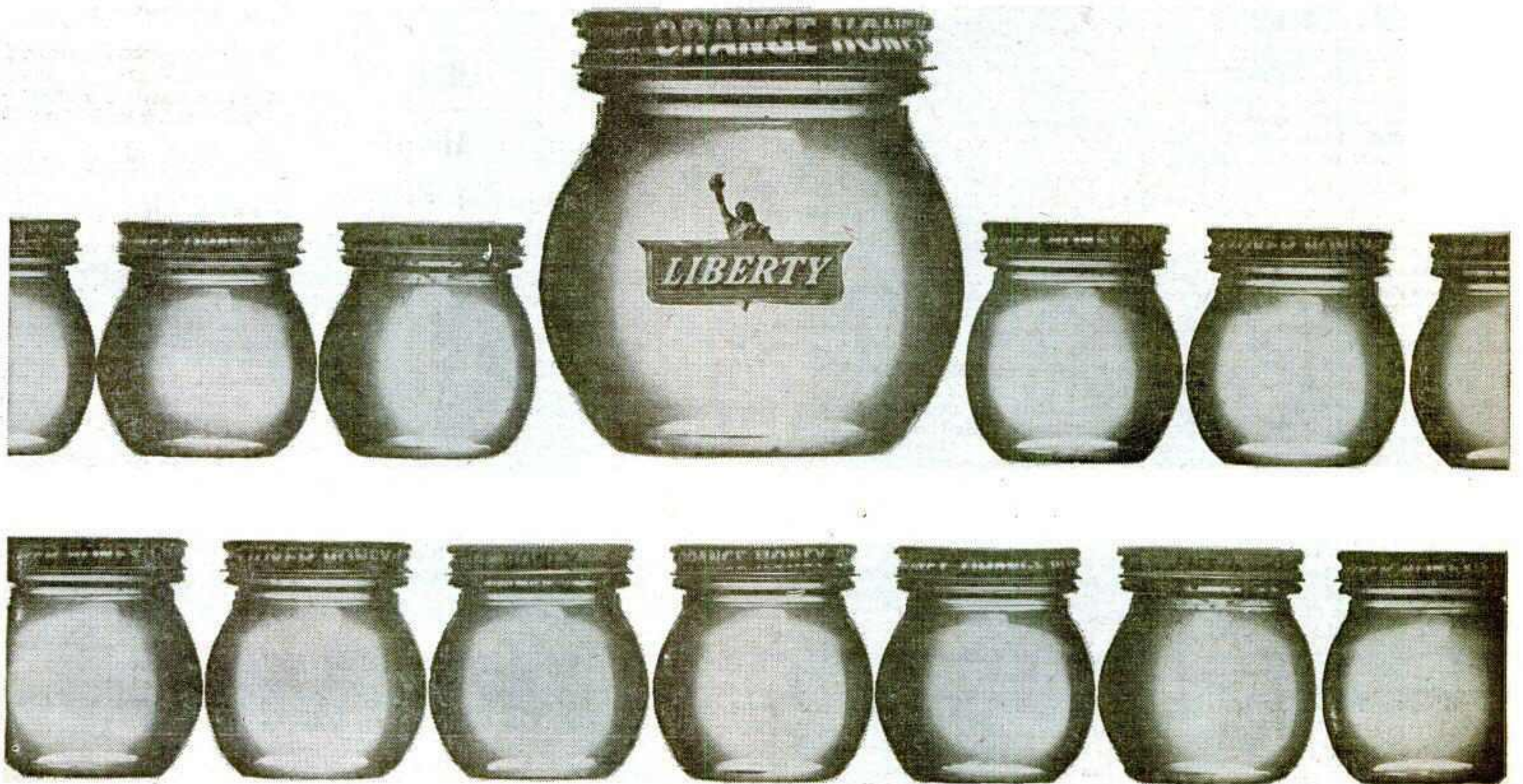
Thirty-four years after its first release, Odeon is issuing a new record of "Pedro," which was a big comic hit by Marie Dubas. . . . For the reissue of the pic "Nous irons a Paris," Versailles records released a 1962 version of the original music of this film. Versailles also released, at the same time, the original sound track recorded in 1949. . . . Accordionist Maurice Larcange (Decca) will cut a series of albums for the London label.

## Visitors

CBS Records' resident coordinator of European operations, Stanley West, is in for numerous contacts regarding the CBS' projects of establishing a record company in France. . . . Jack Mills will be in Paris (June 10-14 and 24-28) on his annual business trip. He will meet Gerard Tournier, head of Editions Tutti, which represents Mills Music in France. Irving Mills is shortly coming to Paris where he will conduct recording sessions. All packages will in-



the **BIG** one!



# Martin Denny

*His Biggest Hit since "Quiet Village"*

## "A TASTE OF HONEY"

*b/w "THE BRIGHTER SIDE"*

#55470





clude new as well as standard material and will be produced under the aegis of American Recording Artists, a Mills subsidiary.

## GERMANY

## Wes Rose Takes In Munich Scene

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

U. S. publisher Wesley Rose visited Munich to meet German publisher Ralph Maria Siegel. "Mexico" has been on top of the German hit parade for months; "Auf Wiederseh'n, Marlen" is coming strong with 11 recorded performances, and "Norman" is on the way up everywhere.

Rose began his tour of Europe in London, visited Copenhagen, Zurich and Brussels. U. S. singer-composer Roy Orbison is traveling with Rose to promote his record "The Actress" b.w. "Dream Baby" on the Monument label, issued in Germany by the London label. Siegel is promoting another big Acuff-Rose hit this week, the German version of "I Can't Stop Loving You," German lyrics by Gustav Auerbach, sung by Teddy Davies on the Telefunken label. The title is "Ein Ganzes Leben Lang."

## U. S. Tune Report

The U. S. standard "El Rancho Grande" is No. 1 in the Austrian Hit Parade, among the Top 10 in the German Hit Parade, with the German version "Auf Meiner Ranch Bin Ich Konig" sung by Peter Hinnen on Ariola. . . . Heidi Bruhl recorded the German version "Bitte Spiel Nicht Mit Mir" of the U. S. hit "All for the Love of a Girl." The record was produced by Ernst Verch for the Philips label. . . . "So Ein Komisches Gefuhl" is the German title of U. S. tune "Got a Funny Feeling," sung by Harry Gluck, produced by Gerhard Mendelson for the Polydor label.

On the same label the U. S. hit "Good Luck Charm" has a German version, "Sei Doch Mein Talisman," sung by Ted Herold.

## Stravinsky Visits Hamburg at 80

Igor Stravinsky arrived in Hamburg June 14 to celebrate his 80th

birthday. He was accompanied by his assistant Robert Craft, choreographer George Balanchine and members of the New York City ballet. Leopold Ludwig of the ballet of the Hamburg State Opera and the Hamburg Philharmonic Orchestra, will perform three ballet pieces by the composer. June 24, Stravinsky directs "Apollon Musagete" in the Hamburg State Opera.

## Distribution

The Mult Klang GmbH. & Company, Frankfurt, has signed a contract with the firm of Schallplattendienst, Muenchen for distribution of their Bella Musica label.

## Van Dyke Sings in German

As a follow up to Leroy Van Dyke's Mercury waxing "Walk On By," a best seller here, Mercury's German representative, Philips, is preparing a German language version of that tune by him, entitled "Geh' nicht vobell" (Don't Pass By). Same tune was released some time ago by Electrola with Eex Gildo and has reached the No. 22 chart position here.

## Disk News

Film and stage actress Hildegard Knef ("Silk Stockings") is out with two chanson-like pop tunes "Er war nie ein Cavalier" (He Has Never Been a Cavalier) and "Der Mann mit der Harmonika" (The Man With the Harmonica) on Decca.

The Patmos publishing house in Dusseldorf has released four LP's featuring episodes from the Bible. Manuscripts were written by Hans Jurgen Weidlich, direction by Herman Pfeiffer. More albums are planned for this series.

For the American and German markets, Electrola released an instrumental LP "Deutschland — Your Songs," played by trumpeter Heinz Schachtner and his orchestra. The 12 folk tunes are arranged with a modern sound. . . . On Columbia, Electrola is issuing an EP featuring Tony Perkins singing chansons.

## HONG KONG

## Government Nixes Al Fresco Events

By CARL MYATT  
27 A Estoril Court, 2d Fl., Garden Road

Clarence Bodine, the man who

struck on the idea of "entertainment for the masses in Hong Kong," has run into obstacles that appear to be too difficult to surmount.

Bodine hired a stadium for his first revue that starred Marie McDonald. After only a limited success, the show terminated following an outcry from the people in the area. Letters voicing the same complaint appeared in local newspapers, and the government decided the stadium authorities did not have the right to lease for concerts of this kind.

This decision apparently has not discouraged Bodine, whose show business experience stems from a long association with the "Holiday on Ice" troupe. At the time of writing he has two personalities under contract for performances at City Hall. They are singer Ernestine Anderson and female impersonator T. C. Jones.

Diamond Music Company this week released the first album by Australia's Twist king Johnny O'Keefe entitled "Peppermint Twist." Diamond is the agency for Leeman Record.

The popularity of the Twist is assured here, and some of the bigger night clubs are switching to late Saturday afternoon Twist sessions that have been highly successful. The Paramount Club started the ball rolling with a session at which a local Filipino group called the Fabulous Echoes.

## HOLLAND

## Basart Lands Hit By Helen Shapiro

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

A visitor to the Blokker Teen-Age Festival was the English publisher and manager of Helen Shapiro, Alan Paramor. He met with Guus Jansen Jr. of Basart. They made a deal on "Let's Talk About Love," the latest Shapiro single, which will be published in Holland by Basart.

In September Bovema will welcome the in-person performance of Capitol's popular George Shearing Quintet. The label will be busy activating all Bovema dealers for special promotion of the extensive Shearing library. Paul Acket will organize the event.

Capitol's Frank Sinatra LP, "Point of No Return," has just been released, while Bovema's new Liberty label, in its turn, celebrates Julie London's first album release here "The Best of Julie." . . . There is an increasing demand for Pat Boone's "Quando, Quando, Quando," released on the London label (Phonogram L.C.) from the movie "State Fair" which had its Dutch premiere on May 30 (featuring Boone, Bobby Darin and Ann-Margret).

## HUNGARY

## Soviet Composers Discuss the Pops

By PAUL GYONGY  
Derekutca 6, Budapest

The Soviet Composers Association held its third congress on March 27-31 in Moscow. Other State associations were represented by delegations. For the first time, light and pop music were discussed. In general the standpoint regarding this music was negative.

Regarding light and pop music two well-known composers voiced opinions. M. J. Csulaki says that new light music works are not popularized and this is the reason that Soviet composers create few really

good works. In this field Soviet music remains far behind the demands of the people, especially the youth. Much help could be gained if the association held creative debates.

"Midnight in Moscow" composer Solovjev-Sedoj says: "We very often talk about the development of a certain vacuum in our light music. This is not true. Our publishers are swamped with new works. Many notable composers create pop songs and hits. But in these songs there is no feeling and they cannot spread among the people."

## Foreign Recordings

The following foreign tunes have been recorded lately at the Hungarian Record Company: Donida, "Al Di La"; Malgoni, "Flamenco"; Panzeri, "March in F Sharp"; Lazaro, "Reginella Campagnola"; Di Capua, "O Sole Mio"; Bindi, "Il nostro concerto"; D'Anzi, "Ti diro"; Yradier, "La Paloma"; Leuona, "Bolero"; Gietz, "Capitano d'Amore"; Stolz, "Salome"; Halletz, "Siebenmal in der Woche"; Trenet, "La mer"; Lenoir, "Parlez moi d'Amour"; Marchetti, "Fascination"; Louigny, "La vie en Rose"; Dumont, "Non je regrette rien"; Wayne, "Ramona"; Rappe, "Charmaine"; Velasquez, "Besame Mucho"; Rom, "Only You"; Coben, "Souvenirs"; Porter, "Night and Day"; Brown-Jolson, "Sonny Boy"; Hudson, "Moonglow," and Gershwin, "Lady Be Good."

## ITALY

## Summer Promo By RCA Italiana

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

A new promotion, "Discs for the Summer Season," is being tested by RCA Italiana. Campaign began with a poster contest for "Cuanda Calienta El Sol" (When the Sun Warms), a Mexican number by the Hermanos Rigual, and the winning design is being used for napkins, tablecloths and other decor at key summer dancing spots. The label has come up with a number dedicated to underwater fishing, "Fins, Guns and Goggles," by Edoardo Vianelli.

## Festivals and Things

San Remo has agreed to program two new voices annually at its festival. These will be chosen in a series of weekly summer competitions at Castrocari Terme, with finals on September 29. A lawsuit by composer Edoardo Falcocchio against ATA sponsors of the San Remo festival for exclusion of his song last year has been dismissed. . . . SAAR is suing Adriano Celentano for \$680,000 or completion of 25 records it claims is due them under their contract. The artist has dropped the label in favor of his own "Clan Celantano," which is being distributed by RI-FI.

International Composers and Authors meeting in Rome this month will fall during 80th anniversary year of Italian Society of Authors and Editors (SIAE) which now has 10,809 members, of whom 701 are listed as active as compared with 413 10 years ago.

In 1961 Italian public spent \$400,000,000 for all forms of entertainment which included music and records with cinema, radio, TV, sports, theater and concerts running in that order. . . . Piero Trombetta will be in Cologne, Germany, June 15-17 to pick up a gold disk for his "Kriminal Tango" which has sold 1,200,000 copies in that country alone. . . . Aberbach (Roma) has published its first seven Italian songs. Up to now its distribution has been concerned only with U. S. copyrights.

"Topo Gigio," Italy's answer to "Mickey Mouse," who sings with the voice of Peppino Mazzullo, is becoming one of Pathe's best sellers. . . . German records with

Italian-type numbers are always welcome here and the latest is by Conny on Columbia with "An Italian Kiss" and "Hallo, Hallo, Hallo." . . . Graz, lots!

## JAPAN

## Tokyo Big Band Off to Red Square

By J. FUKUNISHI  
108 Kakinokizaka, Meguroku, Tokyo

The Star Dusters, a top-ranking Tokyo big band, is leaving for Russia June 20 on a six-week concert tour accompanied by singers and dancers. They will perform in Moscow, Leningrad, Kiev and three more cities.

Tony Williams, ex-lead of the Platters, is here. His Reprise recording will be marketed by Nippon Victor very soon. . . . Yvette Giraud, French chanteuse, arrived here on her fourth visit. She will stay until late August. . . . Eduard Straus, Viennese conductor, arrived May 30 for a two-month stay to direct summer pop concerts of the Tokyo Symphony Orchestra.

## MEXICO

## Gov't Steps Into Pub-Op Wrangle

By OTTO MAYER-SERRA  
Editor, Audiomusica  
Apartado 8688, Mexico City

Since, despite a long struggle between the Society of Composers and the juke box owners, no practical results were obtained for payment of the rights for public performance of records in juke boxes, the Mexican Government will issue a decree this month requiring record manufacturers to pay the royalties (about 10 cents) for those rights on each single record. The public actually will pay the royalties, as the price of single records will be raised about 17 per cent.

## Disk News

A young Spanish singer, Rosita Ferrer, is expected for a personal appearance. Musart Records has prepared an EP with recordings made by this artist for Odeon, Barcelona. . . . The Twist is not at all dead yet: six leading stores of Mexico City to report to BMW that about 60 per cent of their sales of singles are Twists.

Gullermo Infante, former manager of RCA in Guadalajara, has been appointed promotional manager for the whole national territory of the Record Division of RCA Victor Mexicana. . . . Alberto Martinez, supervisor of the Peer organization in Latin America and manager of the Edami Publishing House, Buenos Aires, spent a week in this city in business talks with his Mexican affiliates Pham and Emmi. . . . Starting July 7, Pat Boone makes his first night club appearance in Mexico. In the studios of RCA Victor Mexicana he will record his greatest hits translated into Spanish on Dot. For the orchestral accompaniment, the original tracks by Bill Vaughn will be used.

## NEW ZEALAND

## D.J. Quits in Row Over Disk Control

By FRED GEBBIE  
Box 5051 Auckland, N. Z.

One of New Zealand's top radio personalities Buzz Perkins has left  
(Continued on page 22)

TRANSGLOBAL  
MUSIC CO. INC.

56 WEST 45TH STREET  
NEW YORK 36, N. Y.

OXFORD 7-9737 Cable Address: TRAGLOBMIC

AN INTERNATIONAL ORGANIZATION ESTABLISHED TO ASSIST RECORD MANUFACTURERS AND MUSIC PUBLISHERS IN THE PLACEMENT AND ACQUISITION OF MASTERS AND COPYRIGHTS THROUGHOUT THE WORLD.

President  
JOSEPH E. ZERGA

General Manager  
DONALD SINGER




# KING CURTIS THAT 'SOUL TWIST' MAN NOW ON CAPITOL



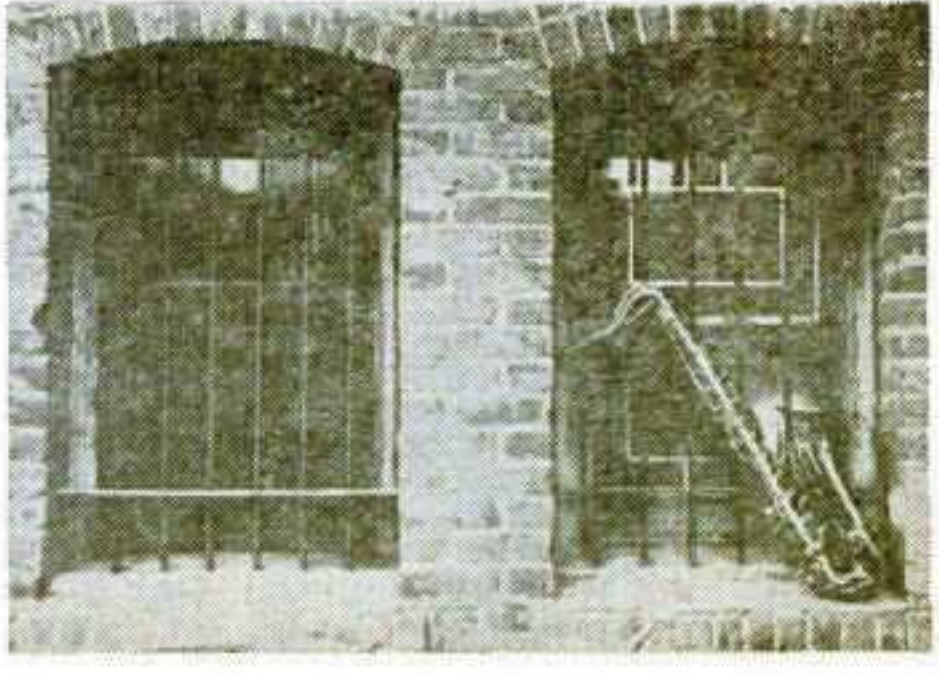
His first Capitol smash single...  
"BEACH PARTY" b/w  
"TURN 'EM ON" (#4788).  
AND...now being RUSHED  
into release; King's first great  
Capitol album! Order it from your  
Capitol sales rep,  
like TODAY!  
(S)T-1756.



CAPITOL FULL DIMENSIONAL  STEREO

## KING CURTIS COUNTRY SOUL

ANY TIME - MADON WHEELS - HOME ON THE RANGE - YOUR CHEATIN' HEART - BROWN EYES - NIGHT TRAIN TO MEMPHIS  
AGENCY - I'M MOVIN' ON - HIGH NOON - TUMBLING TUMBLES - TENNESSEE WALTZ - WALKIN' THE FLOOR OVER YOU





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

# ALBUM REVIEWS

**Pop**

**RONNIE ALDRICH & HIS TWO PIANOS**



London SP 44018 (S)—The newest "Phase 4" release by Ronnie Aldrich has the pianist performing some of the best-known pop adaptations from the classics, including "Liebestraum," "Reverie," "Full Moon and Empty Arms," "Claire de Lune," and "Tonight We Love." Aldrich has recorded on pianos heard on both the left and right tracks, with rhythm accompaniment. His touch is light and the arrangements are smooth rather than startling. Listenable disk.

**HIT THEMES FROM FOREIGN FILMS**



International All Stars. London SP 44020 (S) — A thoroughly compelling excursion in quality pop wax. Here are a dozen memorable themes from European motion picture hits of recent years, recorded by a large ork of flutes, saxes, strings, mandolins, guitars and tastefully placed percussion instruments. The sound is in the best tradition established by earlier Phase 4 releases, yet the material is such as to please even the casual listener. Themes from "La Dolce Vita," "La Strada," "Never on Sunday" are included.

**BIG BAND BASH**



Ted Heath & His Ork. London SP 44017 (S) — Here's a swinging big band set by the Ted Heath crew that should become a sock seller — both to band buffs and stereo bugs. The band shows again that it is one of the most exciting orks around today, and the standards on the disk feature fresh and provocative stereo arrangements. Tunes include "Hindustan," "A-Ticket A-Tasket," and "Hernando's Hideaway." A real gasser.

**HAWAIIAN SWING**



Werner Muller & His Ork. London SP 44021 (S)—The traditionally balmy music of the Islands gets a rousing going-over from the Muller ork here. The set is painted in wide, bright swatches of brass and rhythm. The stereo effects will delight sound buffs. Instruments sizzle and zing from speaker to speaker and there's a strong, swinging big band beat behind it all. The arrangements are first-class examples of modern, pop writing with strings also very much in evidence. "Moon of Manakoora," "Pagan Love Song," and "Sweet Leilani" are top tracks.

**SPAIN**



Stanley Black Ork. London SP 44016 (S) — Outstanding orchestral arrangements of music most popularly associated with Spain, with Iberian flavor spiced up with use of castanets, guitars, clapping, stamping and some Flamenco gypsy wailing. The newest refinements of London's "Phase 4" techniques provide ultra-realistic sound for brilliant renditions of "Granada," "Malaguena," "Macarenas," "Valencia," and a suite from "Carmen." Must programming for FM-multiplex stereo broadcasters.

**WORRIED MIND**



Ray Anthony. Capitol T 1752 (M); ST 1752 (S) — An extremely smart and attractive instrumental album by Ray Anthony here. The trumpeter is showcased on the set against a backing composed of strings and chorus. The material is predominately of country origin and the treatment is lush. The album is very reminiscent of the current Ray Charles set, with vocal chorus doing much of the singing. The trumpeter plays simply and with a wide, full sound. Among the better tracks are "I Can't Stop Loving You," "Your Cheatin' Heart," "Born to Lose" and "Careless Love." Watch this one.

**STAN WILSON GOES TO COLLEGE**



Fantasy 3336 — Stan Wilson has built a solid following among college students and folkniks who go for his reading of pop-folk tunes, and this album is strong enough to break loose in the ever-growing pop-folk market. It features Wilson in concert at San Jose State College in California, doing a great job with a group of folk and pop tunes, aided on guitar by Lenin Castro. The songs range from "Trouble in River City," to "Jane, Jane, Jane," and "John Henry." Exciting wax.

**JULIE AND CAROL AT CARNEGIE HALL**



Julie Andrews and Carol Burnett. Columbia OL 5840 (M); OS 2240 (S)—Julie Andrews and Carol Burnett sing music from the TV show presented over the CBS network last Tuesday on this LP. The album is a warm and delightful listening experience, a credit to everyone associated with the show. The material is comedy, but two dramatic songs are highlights: Miss Burnett sings "Meantime," and Miss Andrews sings "I Have a Love." The hilarious hand of Mike Nichols is everywhere evident in the special material sung and spoken by the girls. Ken Welch wrote the special lines with Nichols. This is one to watch.

**SHELLEY**



Shelley Fabares. Colpix CP 426—The young TV star, turned thrush, has had two straight singles hits and here's a neat helping of her easy listening vocalizing. Her soft, sweet-voiced thrushing is neatly applied, with choral assist, to such fine tunes as "Picnic," "Love Letters," "Hi Lilli-Hi Lo," etc. There's also effective use of dual-tracking. Package can do plenty of business.

**THE BEST OF KNUCKLES O'TOOLE**



Grand Award G 7002 SD (S)—The Knuckles O'Toole series has brought much action in recent years with each album racking up solid sales. In this smart bit of packaging, a flock of the best tracks from five different earlier "O'Toole albums have been grouped for a standout buy for fans. Sides include "Piano Roll Blues," "Old Grey Bonnet," "Beer Barrel Polka" and a flock of good rousing medleys. Fans will certainly want this.

**I LEFT MY HEART IN SAN FRANCISCO**



Tony Bennett. Columbia 1869 CL (M)—Here is one of Bennett's most salable albums, and for Bennett, that's saying plenty. This has, as it's title tune, Bennett's most successful single side in a long time, and it's teamed with a flock of outstanding tunes, both from Broadway as well as non-show sources. Included is the ballad "Once Upon a Time" from "All American" and "Have I Told You Lately?" from "I Can Get It for You Wholesale," as well as "Smile," "Love for Sale," and three fine Carolyn Leigh, Cy Coleman tunes. Arrangements are also top-notch all the way. Package rates a lot of spins and sales.

**THE ROAD TO HONG KONG**



Sound Track. Liberty LOS 17002 (S)—A big salable team is reunited on this LP, one of Liberty's few items in this area. Together again are Hope, Crosby and Lamour, vets of many another of the "Road" pic series, plus the familiar songwriting names of Cahn and Van Heusen. Spinnable items would be Crosby's croon of "Let's Not Be Sensible," the Crosby-Hope novelty duet, "Team Work," and Miss Lamour's "Warmer Than a Whisper." Robert Farnon, who conducts, also composed part of the score. Joan Collins, a star of the pic, is not a part of the album. Crosby's liner notes appear in Chinese script characters.

(Continued on page 31)

**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**

**SHELLEY**—Shelley Fabares (Colpix CP 426) "Boy of My Own"; "Funny Face"  
**JULIE & CAROL AT CARNEGIE HALL**—Julie Andrews and Carol Burnett (Columbia OL 5840, CS 2240) "No Mozart Tonight"  
**THE ROAD TO HONG KONG**—Sound track (Liberty LOS 17002) "Reluctant Astronauts"  
**I LEFT MY HEART IN SAN FRANCISCO**—Tony Bennett (Columbia CL 1869) "Marry Young" (Morris, ASCAP) (2:20); "Have I Told You Lately" (Florence, ASCAP) (2:38)

**HIT THEMES FROM FOREIGN FILMS**

International All Stars (London SP 44020) "La Strada Theme" (Galdieri, ASCAP) (2:50)  
**BIG BAND BASH**—Ted Heath (London SP 44017) "A-Ticket A-Tasket" (ASCAP) (2:05)  
**STAN WILSON GOES TO COLLEGE**—(Fantasy 3336) "Ghost Riders in the Sky" (3:55)  
**WORRIED MIND**—Ray Anthony (Capitol T 1752, ST 1752) "I Can't Stop Loving You" (BMI) (4:12)  
**HAWAIIAN SWING**—Werner Muller (London SP 44021) "Sweet Leilani" (ASCAP) (2:30)  
**SPAIN**—Stanley Black (London SP 44016) "Macarenas (BMI) (2:47)  
**RONNIE ALDRICH & HIS TWO PIANOS** (London SP 44018) "Reverie" (ASCAP)  
**COUNTRY & WESTERN**

**WEAPON OF PRAYER**—Louvin Bros. (Capitol T 1721, ST 1721) "A Soldier's Last Letter" (3:27)  
**MISTER COUNTRY MUSIC**—Cowboy Copas (Starday SLP 175) "I Dreamed of a Hill Billy Heaven"

**WESTERN**

**MISTER WESTERN SWING**—Leon McAuliff & His Cimmarroo Boys (Starday SLP 171) "Orange Blossom Fiddle" (Starday, BMI)

**★ ★ ★ ★ STRONG SALES POTENTIAL**

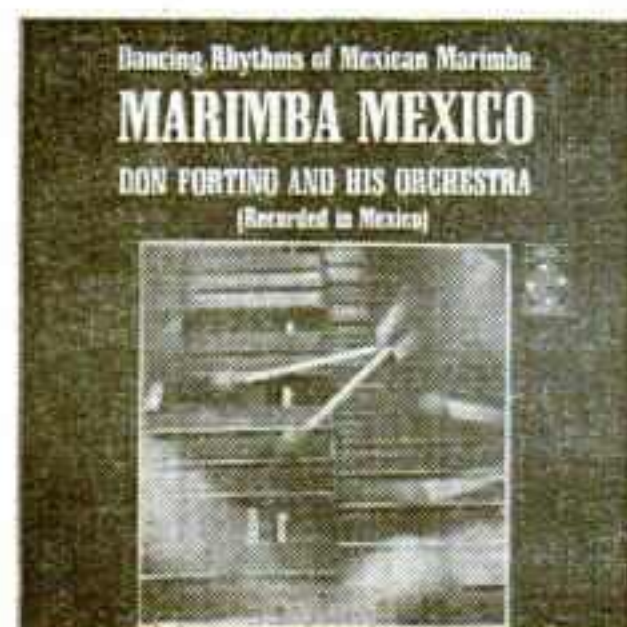
The John Keating Ork & Singers. London SP 44019 (S)—Smart, sleek arranging for ork and chorus and excellent sound are the hallmarks of this set. The Keating ork is a precisely rehearsed outfit that swings and sweeps on strong rhythm, biting brass and rolling string section. The mixed voices are engagingly interwoven singing the lyrics of such standards as "Love for Sale," "Temptation," and "Maria," with "St. Louis Blues" an outstanding track for all concerned.

★ ★ ★ ★ THE WILDEST COMES HOME—Louis Prima With Sam Butera & Winesses. Capitol T 1723 (M); ST 1723 (S)—Louis Prima has another one of those wild, uninhibited LP's in hand here. He plays a bit of trumpet, sings a lot and gets  
 (Continued on page 31)

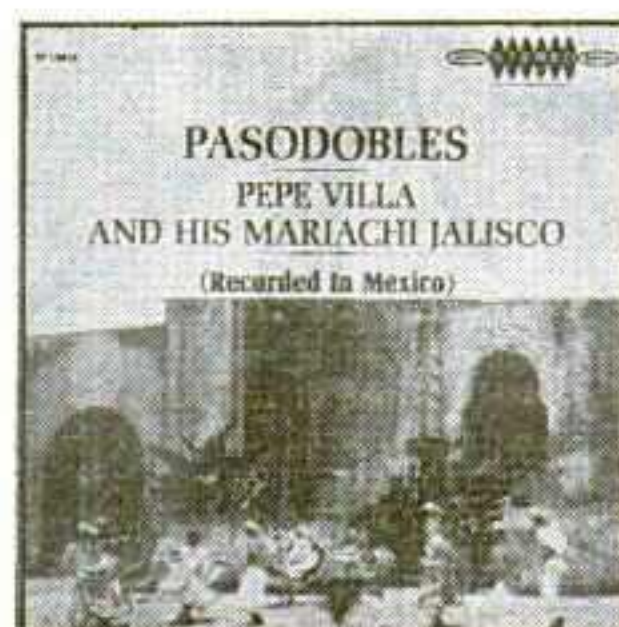
**GRAND DÉPART DU TOUR DE MUSIQUE!! Y ÊTES-VOUS?**



LF 18016/BF 19016—Stereo



LF 18017



LF 18018/BF 19018—Stereo

Voici six des 40 albums du Tour de Musique Internationale; vous pouvez vous les procurer chez votre distributeur EPIC avec escompte et matériel d'étalage.





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

# SINGLES REVIEWS

**★★★★ STRONG SALES POTENTIAL**

**POP**

**BOBBY DARIN**



**THINGS** (Adaris, BMI) (2:33)—A stylish reading, almost in the country groove, by Bobby Darin, of a bright ditty that he penned himself. Arrangement is sharp and fem chorus is hip. This could be another hit for Bobby. Flip is "Jailer Bring Me Water" (Adaris, BMI) (2:25).

Atco 6229

**FATS DOMINO**



**NOTHING NEW (SAME OLD THING)** (Travis, BMI) (2:06) — **DANCE WITH MR. DOMINO** (Travis, BMI) (1:56)—Fats is back and that means good swinging music. Top side spotlights the chanter on a slow blues-ballad that he sells in winning fashion: "Dance With Mr. Domino" is in the Twist vein and also shows off the Domino vocalistics neatly.

Imperial 6863

**THE HIGHWAYMEN**



**THE BIRDMAN** (United Artists, ASCAP) (2:40)—From the flick "Birdman of Alcatraz" comes this first-rate hunk of material, sold by the group with warmth and feeling. Narration is supplied by Burt Lancaster, who also stars in the picture. Flip is "Cindy Oh Cindy" (United Artists, ASCAP) (3:00).

United Artists 475

**DUANE EDDY**



**THE BALLAD OF PALADIN** (Time, BMI) (1:56)—Eddy infuses the familiar TV theme with a lot of excitement as his guitar is backed by a large ork featuring mucho strings and tympani. Sock instrumental wax. Flip is "The Wild Westerners" (Columbia-Linduane, BMI) (2:14).

RCA Victor 8047

**DEL SHANNON**



**CRY MYSELF TO SLEEP** (Vicki-McLaughlin, BMI) (2:18)—**I'M GONNA MOVE ON** (Vicki-McLaughlin) (2:40)—Two strong sides from Del Shannon, either or both of which could turn into big sellers. Topper is a weeper with a strong beat by a pounding combo; "I'm Gonna Move On" is a soft and stylish folk ballad handled tastefully by the lad.

Big Top 3112

**TIMI YURO**



**"WHAT'S A MATTER BABY (IS IT HURTING YOU)** (Eden, BMI) (2:30) — **THIRTEENTH HOUR** (Aldon, BMI) (2:25)—Timi Yuro could get back on the winning track via her two fine performances here. "What's a Matter Baby" shows off her intense and dramatic thrashing on a strong rockaballad; while the second side is on the order of her "Hurt" hit a while back. Mighty attractive.

Liberty 55469

**THE SPRINGFIELDS**



**SILVER THREADS AND GOLDEN NEEDLES** (Central Songs, BMI) (2:12)—This British group has a powerful item for its debut disk. The country weeper is handled in the tradition of the Weavers. The flip is "Aunt Rhody" (MRC, BMI) (2:06).

Philips 400038

**THE THREE VISCOUNTS**



**EVERYBODY'S GOT A YA-YA** (Regent, BMI) (2:39)—Another top-flight British record that's bound to cause a stir. The side has life, a strong beat and hard-hitting vocal by the lead. The disk should appeal to teens, and the current publicity given ya-yas (girls in short dresses) can't hurt either. Flip is "Fee Fi Fo Fum" (Jewel, ASCAP) (2:16)

Kapp 468

**JIMMY JUSTICE**



**AIN'T THAT FUNNY** (Hollis, BMI) (2:06) — **ONE** (Nevins-Kirschner, ASCAP) (2:08)—Still another English artist bows on the Kapp label with two appealing outings. The first is an attractive medium tempo ballad that he sings with sincerity. The second is a dramatic ballad that builds in intensity and emotion in the lad's interpretation. Both sides sport extremely fitting arrangements that add much.

Kapp 469

**JIMMY RIDDLE**



**LET'S GO** (Cigma, BMI) (2:05)—**WHEN MY DREAM-BOAT COMES HOME** (Witmark & Son, ASCAP) (2:21)—Two instrumentals that spotlight swinging beat and first-class harmonica work. First is a blues-flavored tune that rocks all the way. The second is built on a Fats Domino-like shuffle beat with a real down home feel. Both are top-flight teen dance items.

Todd 1074

**THE DEL VIKINGS**



**KILIMANJARO** (Rose Hill, BMI) (2:16)—Here's another potent teen item. The side combines an infectious "Skokian" type rhythm with some sharp singing by the lead and the group. The disk has a sound that's built to attract the high school crowd. Flip is "Confession of Love" (Atlantic, BMI) (2:20).

ABC-Paramount 10341

**Country & Western**

**MAC WISEMAN**



**BLUEGRASS FIESTA** (Cedarwood, BMI) (2:25)—**WHAT'S GONNA HAPPEN TO ME** (Milene, ASCAP) (2:36)—Two standout efforts. First up is a bright novelty with touches of Tex-Mex flavor and a smart lyric. Has strong pop potential, too. Flip is a good weeper, more in the traditional groove but with a fine sound. Either side here.

Capitol 4781

**BILL ANDERSON**



**MAMA SANG A SONG** (Tree-Champion, BMI) (3:27)—**ON AND ON AND ON** (Tree-Champion, BMI) (2:30)—The young Nashville cleffer-chanter outdoes himself here, with a side that features a telling recitation with inspirational-religioso overtones. He gets a great choral assist as well. Much power here. Flip is weeper sold with style and warmth. Both can go with the top side earning a slight edge.

Decca 31404

**MOON MULLICAN**



**GOOD TIMES GONNA ROLL AGAIN** (Starday, BMI) (2:02)—The chanter turns in a happy, spirited side in the gospel tradition and it has fine choral and banjo spots as well. A most infectious effort that will have the sing-alongers joining in with the jukebox. Watch it. Flip is "Ain't Nothin' Like Lovin'" (Starday, BMI) (2:04).

Starday 596

**Rhythm & Blues**

**JUNIOR PARKER**



**I FEEL ALRIGHT AGAIN** (Lion, BMI) (2:30)—**SWEETER AS THE DAYS GO BY** (Don, BMI) (2:14)—The chanter is in solid form here. First side is a sparkling "up" tune with good r.&b. as well as pop potential. Flip is an effective blues done with warmth and flavor over pounding ork backing.

Duke 351

(Continued on page 35)

**ROGER WILLIAMS AND HIS FRIENDS**  
 ★★★★★ **On Top of Old Smokey**—KAPP 470—The pianist, with rhythm and chorus, presents a touching version of the folk-type tune here. The lyric is read, much as it was in the Weavers' version, against a fine three-quarter time beat. (Folkways, BMI) (3:13)

★★★★ **Hatari!**—The Henry Mancini pic title theme is given a bitingly dramatic reading by Williams here. The tune is handled in explosive yet lush fashion with strings and full ork participating. (Famous, ASCAP) (2:35)

**KURT HARRIS**  
 ★★★★★ **Let Her Dance**—JOSIE 898—The tempo is medium on this side, the singer has strong style and the record has a strong appeal. Heavy beat and hard-hitting work by supporting combo and vocal group make it a bright honky tonk side. (Travis, BMI) (2:20)

★★★★ **I Can't Love Nobody Else**—The gospel flavor, in three-quarter time pervades this one. The boy sings in wide style that features trombone choir in the backing. (Duchess, BMI) (2:26)

**THE TOKENS**  
 ★★★★★ **A Token of Love**—RCA VICTOR 8052—A soft vocal in the folk idiom here. The lads sing nicely against a backing that features harmonica and simple guitar and rhythm effects. (Lionel, ASCAP) (2:43)

★★★★ **La Bomba**—The boys have a hard-singing Latin item in this old Spanish-American favorite. The boys sing in tight unison against punching L.A. beat. (Bright Tunes, BMI) (2:31)

**CARL MANN**  
 ★★★★★ **Mountain Dew** — PHILIPS 3579—Lots of enthusiasm mark Mann's performance on this happy country-ish novelty. Piano and rhythm backing is strong, too. (Tannen, BMI) (2:40)

★★★★ **When I Grow Too Old to Dream**—The evergreen gets a solid performance from Mann over a lilting arrangement from the combo that spotlights driving piano work. A strong side here. (Robbins, ASCAP) (2:21)

**TENNESSEE ERNIE FORD**  
 ★★★★★ **Rags and Old Iron**—CAPITOL 4793—First-rate hunk of material, penned by Oscar Brown Jr., gets a first-rate performance from Ernie, over simple backing that fits the material. Strong side for Ernie that could take off. (E. B. Marks) (2:44)

★★★★ **Work Song**—The Nat Adderly tune—with lyrics by Oscar Brown—is in the "Sixteen Tons" groove, which means Ernie is back in his solid form, and he sells the tune with feeling and meaning here. Has a smart jazz backing. (Upham, BMI) (2:57)

**ANITA AND TH' SO AND SO'S**  
 ★★★★★ **Tell Tale** — RCA VICTOR 8050—Here's a smart, soft, cute side that has the lass and her gang singing with style. Backing is supplied by string section and easy-pulsing rhythm section. (Rose Hill, BMI) (2:16)

★★★★ **To Each His Own**—The old standard is handed a lovely reading by the

(Continued on page 35)

**THE INTERNATIONAL MUSIC TOUR IS UNDER WAY—ARE YOU WITH IT?**

Here are six of the 40 albums in the International Music Tour, available with a deal and display material from your Epic distributor.



LF\_18019/BF\_19019—Stereo



LF\_18020



LF 18021



## International News

• Continued from page 18

radio because of interference with his morning breakfast session. Management of the government-controlled station won't let him select his own records. Now that the radio has been taken away from the New Zealand Broadcasting Service and is being controlled by a committee of learned men, it was hoped that changes toward leniency would be made. Unfortunately this does not appear to be the case. Instead, things have gone the other way, and though not a public service department any longer, NZ radio and TV is still in the hands of the men who manage the stations.

When visiting jazz pianist **Dave Brubeck** was asked by BMW rep here to comment on this situation, he said that the system will never please the public and that the only genuine radio setup he believes would work here is that which is used by the radio and TV stations in France. There both jazz and popular and classical personalities select the music for the people. After years of public service control, many would like to see the same system used here. Unless something does happen to help the local DJ's and program men, there could be an influx of top men from here in Australia soon.

### Disk News

**Dicky Valentine**, the very popular English entertainer with many Royal Command Shows to his credit, may visit New Zealand for a short tour soon. He is at present in Australia.

Latin arranger and band leader **Esquivel** should have some albums out on the RCA label shortly. His music, backing the TV series "Markham," is making him a popular name and many fans here.

## NORWAY

### Red Cross Opens Pop Song Contest

By **ESPEN ERIKSEN**  
Ed. Verdens Gang, Oslo

A new contest to produce Norwegian hit songs was announced this week. It is sponsored by the Red Cross Fair at Mysen—just outside Oslo.

Three prizes are set for the winning songs, first prize of 4,000 Norwegian Kroner, second 2,000 Kr. and third 1,000 Kr. The finals will take place August 29 and will be broadcast throughout Norway and listeners will choose the winners.

### A Full Set

The new **Ray Charles** recording "I Can't Stop Loving You" will be issued in Norway this week. Nor-Disc A/S is distributing the record, on Karusell, and the record is out on single, EP and LP record. This company's best selling disk by a local lass, **Nora Brockstedt**, singing "Alle sa ner som a Ingebjorg" (Everybody Except Ingebjorg). Nor-Disc also signed a contract with 18-year-old **Trutte Heide Steen**.



**'MEN WHO READ'**  
**BUSINESSPAPERS**  
**MEAN BUSINESS**

## New Col. Albums Should Go Well

Columbia should do mighty well with its "electronically rechanneled for stereo" version of a flock of its top selling recordings. As noted last week in **BMW** (June 16) the diskery added new zip to best-selling mono LP's by **Mitch Miller**, **Frankie Laine**, **Doris Day**, **Marty Robbins**, **Percy Faith** and the original cast waxing of "South Pacific" by re-processing them for stereo.

The firm's engineers did a fine job. The sound is much improved and the records are a mighty close approximation to the real thing as far as stereo goes. Little doubt that when dealers place these re-processed sets on display they'll experience an upsurge in sales.

"Frankie Laine's Greatest Hits" CS 8636 (S), CL 1231 (M), "Percy Faith's Greatest Hits" CS 8367 (S), CL 1493 (M); "Doris Day's Greatest Hits" CS 8635 (S), CL 1210 (M); "Hall of Fame Hits" CS 8640 (M), CL 1308 (M); "Marty's Greatest Hits" CL 1325 (M), CL 8639 (S); "South Pacific" OL 4180 (M), OS 2040 (S); "Mitch's Greatest Hits" CL 1544 (M), CS 8638 (S).

## Connie Francis For Polish Fest

WASHINGTON—**Connie Francis** will represent the United States at the International Popular Song Festival to be held in Sopot, Poland, July 6-8. The announcement by State Department notes that this will be the first time that an American has participated in such an event in Poland.

This is **SHANE**



\*A GREAT NEW SINGER  
A GREAT NEW RECORD

"ON A NIGHT LIKE THIS"  
c/w "TIL I FOUND YOU"

Unity #CP 2112

(Arranged by **HANK LEVINE**)

If you haven't received your copy  
—please send us a postcard:

**UNITY RECORDS**  
1860 N. LaBrea, Hollywood 28, Calif.  
Telephone 466-7559

Spotlight Pick!

**Sandy Nelson**  
"ALL NIGHT LONG"

b/w

"ROMPIN' & STOMPIN' "

#5860

**IMPERIAL RECORDS**

6425 Hollywood Blvd.  
Hollywood 28, Calif.

Peggy King  
**"BON VOYAGE"**  
Title Song From the Walt Disney Motion Picture  
Vista F 397

**TWIN HITS**  
**Buddy Scott**  
"NOW THE LONELY NIGHT BEGINS"  
**Don Vitale**  
"PLEASE TELL HER"  
Dee Jays, Distributors, Write, Wire, Phone:  
**CONQUEST RECORDS**  
252 Fulton St. Brooklyn, N. Y.

**HOT! HOT! HOT!**  
**"EVERYBODY'S TWIST'N'"**  
b/w  
**"NO ONE TO LOVE"**  
by  
**BIG JOHN WATSON—Capa 106**  
(a few distributorships open)  
**WRITE FOR SAMPLE**  
**CAPA RECORDS**  
803-R Government Street Mobile, Ala.

**CUSTOM RECORD PRESSING**  
Mastering—Processing—Labels  
**QUALITY with FAST DELIVERY**  
**SIDNEY J. WAKEFIELD**  
P. O. Box 6037, Phoenix 5, Ariz.  
Direct Dial 602-252-5644

# Walkin' Its Way To Chartsville

NATIONWIDE TIE-IN PROMOTION WITH THOM McAN SHOES



**SOFT WALKIN'**

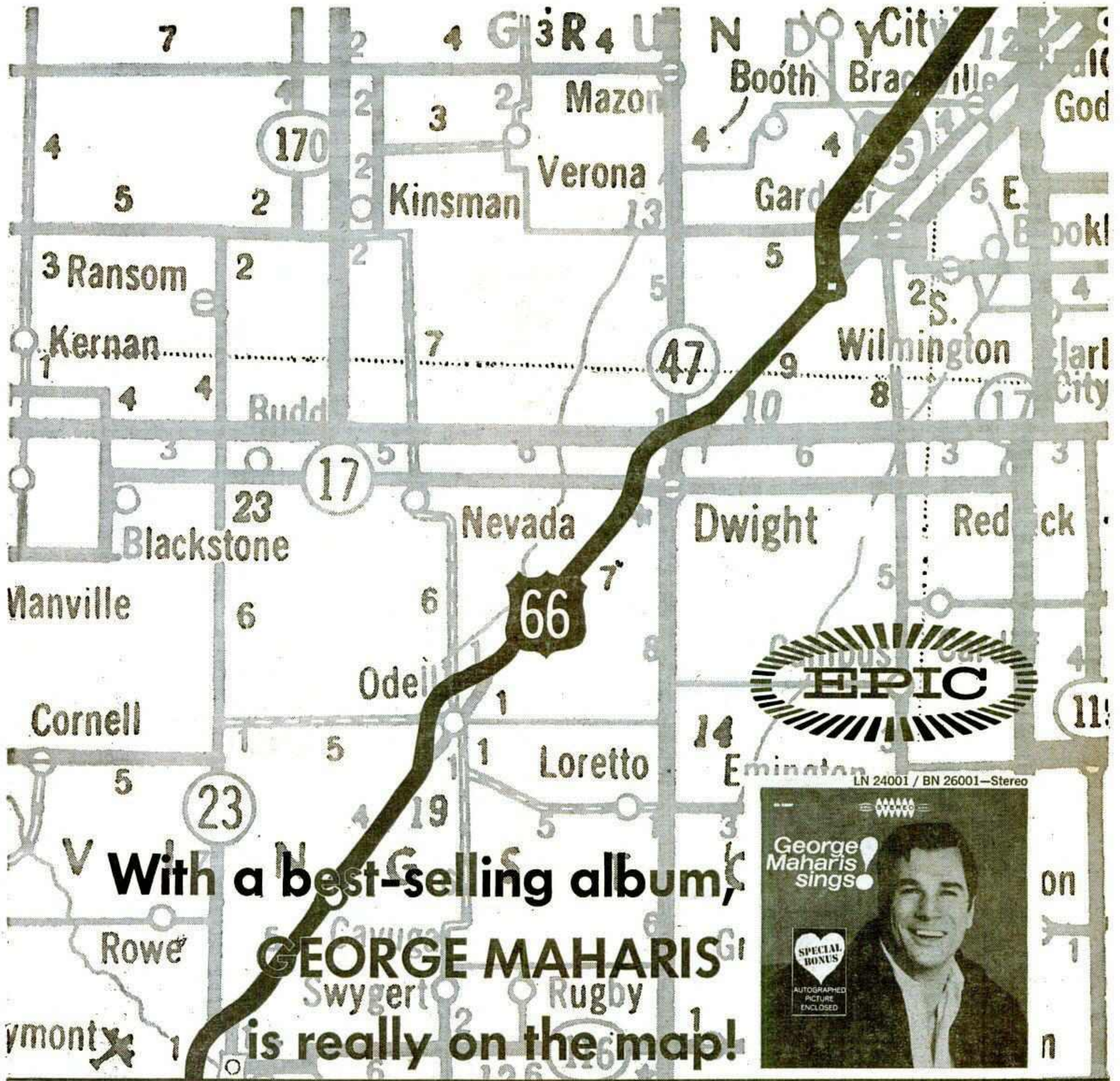
**FREDDIE HOUSTON**

**TOTO**  
**A-101**

**TOTO RECORDS** 1650 Broadway, New York, N. Y.

(Div. of Gerald Records)





With a best-selling album,  
**GEORGE MAHARIS**  
 is really on the map!



...And for his first album,  
**DR. FEELGOOD**  
 is all smiles!



*OKeh*

© "OKeh" MARCA REG. "CBS" T.M. PRINTED IN U.S.A.  
 © "EPIC", MARCA REG. "CBS" T.M. PRINTED IN U.S.A.



## Be a TV Star and Hit The Record Jackpot

• Continued from page 5

cently cut six sides for London. Michael Landon, co-star of "Bonanza," waxed a single for Fono-Graf just two weeks ago.

## James Foster Dies at 42

DALLAS—James H. Foster, 42, veteran broadcast executive and former business adviser for Gordon McLendon, died here recently after an extended illness.

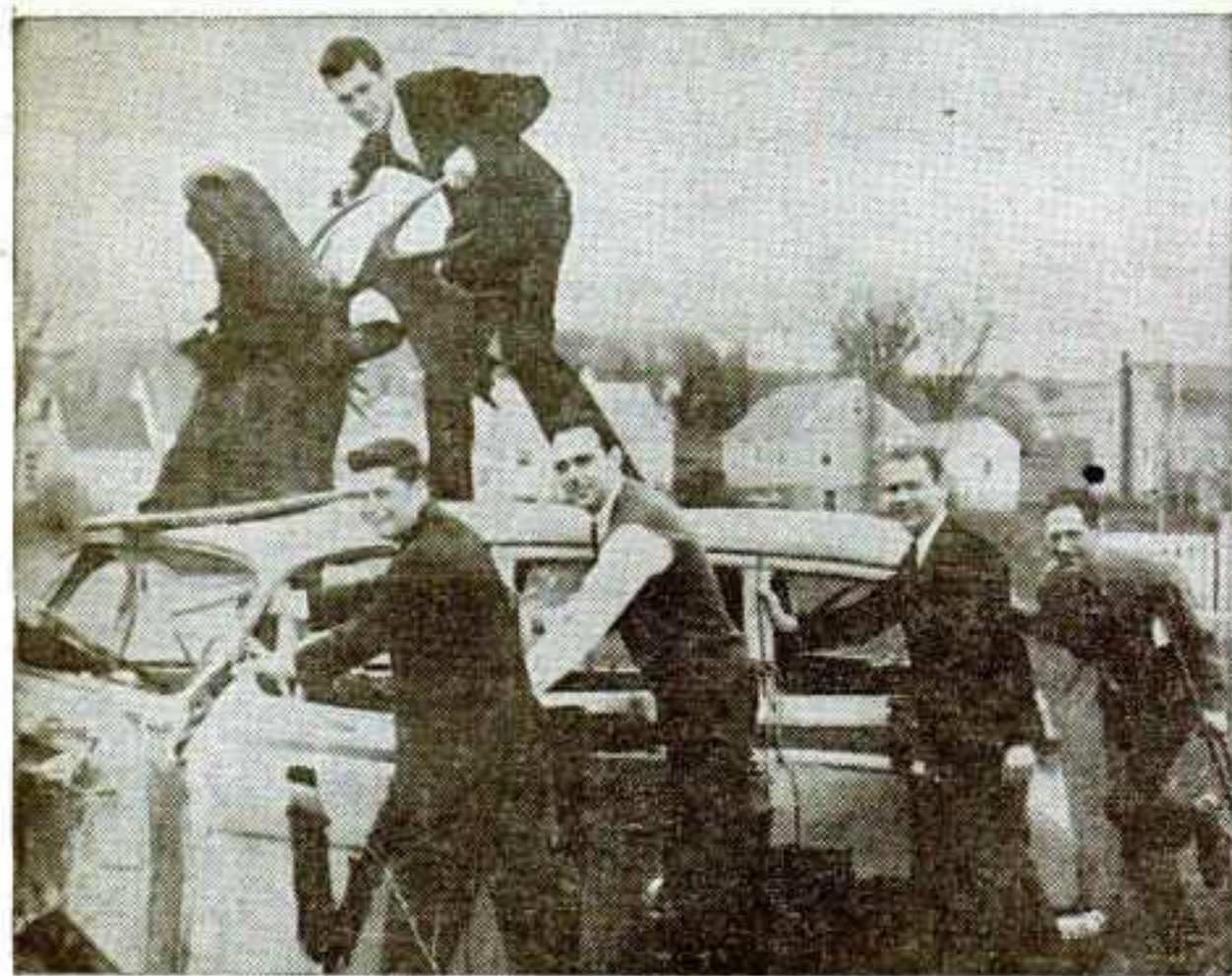
As executive vice-president of Liberty Broadcasting System, Foster was credited by Gordon McLendon and his father, Barton R. McLendon, as initiating many broadcasting firsts, making the chain the second largest radio network in history.

Foster started his business experience with Mercury Publishing Company, New York, and was later named assistant to publisher Lawrence Spivak, currently moderator for "Meet the Press." Foster held several key executive posts with McLendon and was active in numerous civic and philanthropic organizations. He is survived by his widow, a son, a brother and his mother.

Paul Peterson, who stars on the "Donna Reed Show" with Shelley Fabares, has had a brace of hits on his own as well as one with his co-star. Connie Stevens of "Hawaiian Eye," came up with a hit recently. Johnny Crawford, star of "The Rifle Man," has made it on a Del-Fi record. Walter Brennan, of "The Real McCoys," just had one of his biggest record hits with "Old Rivers."

Meanwhile, the cross trend of record stars appearing on TV shows is continuing, too. Jimmy Dean is set for a new TV series over CBS-TV this fall. Andy Williams has a TV series ready for the coming season too. Roger Williams has been tapped as star of a new syndicated TV series, and the Kingston Trio is readying a video series that may be ready when the leaves start to fall.

Come the fall, the sing along king, Mitch Miller, will be back with his folksy bouncing ball show. And specs revolving around top-selling acts such as Judy Garland, Harry Belafonte and others will be on the air. Miss Garland's highly touted spec on which Frank Sinatra and Dean Martin appeared will be repeated this month.



WTLB (UTICA, N. Y.) DEEJAYS examine the winning items in the station's "Useless Thing" contest, run during May. The dilapidated car took first prize, the moose head came in second. Eying the loot are Chip Green, Don DeRosa, Gary Mercer, Bill Quinn and Ken Cornell.

## CONDOLENCES FOR ATLANTANS

PITTSBURGH — Condolences to the mayor and citizens of Atlanta for their loss of many of that city's music and arts leaders in the recent airplane disaster in France were conveyed in a resolution passed at the 65th annual convention of the American Federation of Musicians.

## Calls for Pay For Musicians

• Continued from page 4

know, indirectly, through the Recording Industries Music Performance Trust Funds."

The Congressman called for the U. S. Government to endorse the international copyright convention drafted last fall in Rome. He also called for guaranteeing the performer an interest in the use made of his recording "and thus put an end to the exploitation being made of his talent through the use of records and transcriptions by the broadcasting and juke box and other commercial industries."

### Wants End of Tax

Other parts of the Congressman's speech asked for an end to the 10 per cent cabaret tax, a repeal of all taxes on musical performances. He suggested that AFM delegates return home and talk to all public associations and groups to explain the inequities of the present U. S. copyright laws.

Kenin, in his speech opening the meet, said that the AFM must concentrate its efforts in Washington to get legislation passed to help its members. He asked for support of the political action fund, Tempo, "to keep live music alive." He said that musicians "had demonstrated the will and vitality to carry on more militantly than ever our fight for live music and the human being who creates it."

According to Kenin, members of the AFM earned more than \$250 million at scale wages in 1961. He concluded his speech by saying that all disunity in the musicians' ranks had been eliminated with the voluntary disbandment of the Musicians' Guild of America last year. More than 1,000 AFM delegates attended the conclave.

Kenin also revealed that the union was setting up a permanent Legislative Department to be directed by Hal Leyshon, long-time public relations director of the AFM.

## 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.

### BOBBY VINTON (Epic)



**PERSONAL MANAGER AND BOOKING OFFICE:** Bob Corcoran. **HOME TOWN:** Canonsburg, Pa. **EDUCATION:** High school. **HOBBIES:** Sports, particularly baseball. **BACKGROUND:** Bobby Vinton's father was a band leader, and while growing up in Canonsburg, Pa., the lad absorbed the sounds and traditions of the "big name bands." Vinton says: "I always wanted a big band with a young sound for young people.

I was sure that kids wanted a full swinging group which would play even rock and roll with a solid beat and rich voicing." So young Vinton organized his first band in high school and played proms and parties. For students at nearby Duquesne University he later formed a second group which became a favorite at teenage hops in Pittsburgh's ballrooms. Vinton began singing a few numbers with the band and his vocals developed into the group's most popular feature. By late 1960 the ambitious young man had achieved his "Vinton sound," recorded it and sent the tapes to Epic Records. The label, impressed with the fresh sound, quickly signed the versatile Vinton to a recording contract. **OTHER MUSICAL INTERESTS:** He plays the saxophone, trombone and clarinet.

**LATEST SINGLE:** Though this is not Vinton's first release, it is the first to become a hot chart item. His waxing of "Roses Are Red" streaks into the No. 16 slot on the Hot 100 this week.

**LATEST ALBUM:** Bobby Vinton.

### JANIE GRANT (Caprice)



**BOOKING OFFICE:** GAC. **AGE:** 17. **EDUCATION:** High school. **HOBBIES:** Dancing, swimming and collecting records. **BACKGROUND:** The 17-year-old vocalist started singing when she was only 8, making her professional debut at a local dance revue. Gerry Granahan, also a recording artist for Caprice Records, was instrumental in capturing a recording contract for Miss Grant. He heard her singing at a party and brought her to Caprice where she auditioned for the company's execs. They shared Granahan's enthusiasm for Janie Grant's vocal talents and signed her. **OTHER MUSICAL INTERESTS:** She plays the guitar and writes songs. Miss Grant penned her first hit single on Caprice entitled "Triangle."

**LATEST SINGLE:** "That Greasy Kid Stuff" jumps into the Hot 100 this week in the No. 89 slot as a Star Performer.

## New 'Shake a Hand' Designed for Air

CHICAGO—Philips Records is releasing a new and shorter version of Ruth Brown's "Shake a Hand,"

specifically designed for air play.

The two-sided disk will have the regular three-minute version on one side, and a one-minute, 45-second version on the back. The disk is numbered DJ P-1 and is being sent to key radio stations.

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

BUBBLING OVER, & READY FOR CHART ACTION!

**WORKOUT PATTY LA BELLE**  
**RICKY DEE & THE EMBERS**

NEWTOWN #5001

Send for Free DJ or Radio Station Copy! Write:



By JUNE BUNDY

**GIMMIX:** Station WTRR, Sanford, Fla., celebrated its 15th anniversary and National Radio Month with a special promotion, featuring giveaways of record albums, merchants' certificates and trading stamps. William A. Reck, promotion-production chief of WTRR, writes: "Our top hit shows are in the spotlight, but our country and western disk jockey, Gil Luck, is spotlighting a popular c.&w. artist every day and reviewing his hits, along with awarding many prizes. This is a good c.&w. market, and everything is fine—except we need more c.&w. records and more giveaway material, such as an artist's past hits, etc. We also have a marathon of hits of all time each December. I mention all this just to let you know it doesn't always take a large city to have a swingin' station."

The early summer weather along the East Coast last month made short shrift of a contest conducted by Frain and Fortune on WJRZ, Newark, N. J. The boys kicked off a "Pick the 97-Degree Day" contest May 18, asking dialers to guess the day and time that the metropolitan temperature would reach or pass 97 degrees (97 is WJRZ's dial position). Next day the temperature passed 97 by 3 p.m., thus concluding what Frain and Fortune called "the shortest-lived contest in radio."

**THIS 'N' THAT:** Lee Jordan, WCBS, New York, posed with a 110-pound tigon last month as part of a promotion in connection with the American Cancer Society's current drive. . . . Sam Blake of Grey Advertising, Inc., writes: "Just returned from Philadelphia, where Lady Greyhound dubbed Lloyd (Fatman) Smith, WHAT spinner, an 'honorary dog' because of his dedication to the betterment of human-animal relations." . . . Actor Eli Wallach and Harold Seletsky, narrator and composer of the monodrama "Christ in Concrete," guested on WFM, New York, May 27, when the all-stereo outlet premiered Wallach's recorded version of the Seletsky work, with Vadim as host.

**CONTESTS:** Pierre Gonneau, KHJ, Hollywood, recently had his Saturday show extended three extra hours from 9 a.m. to 3 p.m. The program features great hits from the '30's and '40's. Dialers are asked to send request letters for tunes, and writers of the best letters receive free Palm Springs, Calif., vacations. . . . Station WSB, Atlanta, sponsored a contest last month to encourage service stations in metropolitan Atlanta to go all out for a Safety-thon. The service stations vied for a \$100 first prize and runner-up radio gifts offered to the service outlets which did the best job of promoting traffic safety. At the same time WSB promoted the Safety-thon on the air with a contest in which dialers were asked to submit the best rhymes using the safety slogan "Stay tuned to WSB Radio for Safety-thon progress."

Jeb Stuart, deejay-assistant music director WLEE, Richmond, Va., recently proclaimed a "Saturday night pizza night" on the air and reports that within two hours he received 138 calls from listeners who had rushed out and bought pizzas during the broadcast thus proving the power of the spoken word. . . . Station WAVY, Norfolk, Va., celebrated National Radio Month last month by asking area residents to bring in the oldest and most unusual radios they could turn up in attics, cellars, etc. Zenith Transoceanic Transistors were awarded to the owners of three oldest and/or most unusual sets. Window displays in downtown areas featured the old radios for two weeks.

**EMPLOYMENT CENTER:** Deejays may be interested in the formation of a "clearing house" (by the Connecticut Broadcasters' Association), in which radio and TV stations would pool information concerning job applicants and availabilities. The plan, believed to be the first of its kind in the broadcast industry, would be so set up that if a station had no immediate opening it would refer a job applicant to the clearing house. The applicant would then be able to determine what positions were available within the State on one visit, rather than visiting all of the stations and taking his chances on openings. Gustave Nathan, president of WBRY, Waterbury, Conn.,

(Continued on page 26)

## PROGRAMMING PANEL

THE QUESTION:

Do you have any special promotion and/or contest gimmick for the Fourth of July holiday?

THE ANSWERS:

**DAN RESH**

WCHA, Chambersburg, Pa.

With the Fourth of July highway slaughter in mind, I'm promoting road safety by awarding prizes to listeners who send me the best "Highway Safety" limericks. By frequently reading them on the air during the holiday period, I hope to reach effectively more people on the go with a different and more interesting safe-driving reminder. Even if only one highway death is prevented, I will feel this promotion will have been successful.



**FRAN WILLIAMSON**  
WAVI, Dayton, Ohio

An annual event drawing over 100,000 spectators, WAVI's massive Fourth of July aerial fireworks display is a promotion which combines community and client relations. Sponsors, ad agency people and community leaders are invited to bring their families and watch the display from station property immediately adjoining the WAVI site. Refreshments (both soft and hard!) are served, and there are gifts for the children. The public is invited to watch from surrounding vantage points.



**JIM HAWTHORNE**  
KFWB, Hollywood

Our most effective Fourth of July promotion was doing nothing but give them entertainment. People are not in the mood to participate (with a radio station) on the holiday. They're too busy participating on their own with picnics, etc. We just play the music and let them have fun.

more will LIVE  
the more you GIVE

HEART FUND



## LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

**NELSON RIDDLE TRIBUTE:** Composer-arranger Nelson Riddle joined Paul Compton's KHJ (Hollywood) radio show to plug his "Theme From Route 66" single and "The Gay Life" album—both on Capitol. Riddle told anecdotes and the history of his life in the music business.

**BOBBY RYDELL HOP:** Bobby Rydell is scheduled to appear at a teen-age "graduation party" thrown by KFWB, St. Gabriel, Calif., part of a local effort to prevent accidents by having one big party for all June graduates. Rydell will be plugging tunes from his newest Cameo album, "All the Hits," released this week.

**LANIN TAPES BREAKS:** Do you want some personalized station breaks or announcements by Lester Lanin? The maestro is setting aside one day each month to make special jockey tapes. Contact Jim McCarthy, New York.

**ELEPHANTS WALK:** In a special promotion of Mercury's "Baby Elephant Walk," by Carl Stevens, program directors were sent a copy of the record and a baby elephant (toy type, of course) by Mercury's promotion manager Carl Cisco.

**WHERE ARE YOU?:** Doris Al-sopp of Allen Distributing and deejay Jess Duboy of WEET (Richmond, Va.) co-operated closely in promoting the new Dinah Washington "Where Are You?" single and the "Dinah '62" album on Roulette. Feature of the joint effort was a special "Where Are You?" contest.

**NEW YORK—**Dave Dreyer has expanded his personal management office by four new acts. Besides Mercury Records' star Brook Benton, Dreyer now handles Ruth Brown, who records for Philips; the Marcells, on Colpix; the Echoes, on Smash and Trudy Bell, on Philips.

## New Review Board Set Up by FCC

WASHINGTON—AM and FM broadcasters will tell their troubles to a new review board at the Federal Communications Commission when they disagree with initial decisions of hearing examiners. In order to ease its work load and save energy for policy matters, the Commission will let the new review board act on all cases except: revocation, renewal, cease and desist and forfeiture proceedings, denials of construction permit and clear channel dispute.

The four-man review board will not act on television matters, except in TV translator (booster) proceedings. Its findings can be reviewed by the FCC or a panel of commissioners in exceptional cases, such as those involving matters of policy. Unless the Commission chooses to intervene, however, the review board action will be final.

Members of the new review board are Donald J. Berkemeyer, chairman; Dee W. Pincock; Joseph N. Nelson, and Horace E. Slone. All have been in service with the FCC in recent years.

## YESTERYEAR'S HITS

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

### POP—5 Years Ago June 24, 1957

1. Love Letters in the Sand, P. Boone, Dot
2. Bye Bye Bye, Everly Brothers, Cadence
3. So Rare, J. Dorsey, Fraternity
4. Teenager's Romance, R. Nelson, Verve
5. All Shook Up, E. Presley, RCA Victor
6. Searchin', Coasters, Atco
7. Dark Moon, G. Storm, Dot
8. White Sport Coat, M. Robbins, Columbia
9. Start Movin', Sal Mineo, Epic
10. Little Darlin', Diamonds, Mercury

### POP—10 Years Ago June 21, 1952

1. Here in My Heart, A. Martino, BBS
2. Blue Tango, L. Anderson, Decca
3. Delicado, P. Faith-S. Freeman, Columbia
4. Kiss of Fire, G. Gibbs, Mercury
5. I'm Yours, E. Fisher-H. Winterhalter, RCA Victor
6. Kiss of Fire, T. Martin, RCA Victor
7. I'm Yours, D. Cornell, Coral
8. Guy Is a Guy, D. Day-P. Weston, Columbia
9. Walkin' My Baby Back Home, J. Ray, Columbia
10. Maybe, P. Come-E. Fisher, RCA Victor

### RHYTHM & BLUES—5 Years Ago—June 24, 1957

Searchin', Coasters, Atco  
Jenny, Little Richard, Specialty  
Over the Mountain, Johnnie & Joe, Chess  
Valley of Tears, F. Domino, Imperial  
Come Go With Me, Del Vikings, Dot

C. C. Rider, C. Willis, Atlantic  
United, O. Williams & Charms, Deluxe  
School Day, C. Berry, Chess  
All Shook Up, E. Presley, RCA Victor  
Just Hold My Hand, C. McPhatter, Atlantic

# AFTER TEAR

# & THE BLUE BELLES

NEWTOWN #5007

A SLEEPER! WILL GO TOP 10!

**JOHNNY FOX**

"YOU LAUGHED TOO MUCH"

"MOUNTAIN DEW"

NEWTIME #507

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



WITH THE COUNTRY JOCKEYS

By BILL SACHS

Station WOKC, Box 1595, Okeechobee, Fla., has just taken to the air with an all-country format. They're in need of records, both oldies and newies. . . . CHEC, Lethbridge, Alta., has upped its c.&w. programming to 50 per cent of its total air time. . . . Copies of Howard Vokes' first Acadia Records release are available by writing on your station letterhead to Fred Roy, 2 Pimlico Road, Suite 3, Toronto 15. . . . W. Don Curtis, who has a c.&w. platter seg on WLBI, Denham Springs, La., says he's interested in receiving new releases. Tops in the area at the moment, says Curtis, is George Jones' new one, "She Thinks I Still Care." Heard live on his show each Saturday morning are the Dixie Ramblers, a c.&w. combo slated to cut its first session soon for Rains Records.

Fiddlin' buddy, Rocky Nash, who spins the "68 Jamboree" platter show via CHLO, St. Thomas, Ont., writes: "How about putting a bug in the right ear so that we up this way can get records a little sooner than we do? There seem to be a lot of c.&w. records made that we never get. Country music is really riding high up this way." Rocky recently took a bus load of 42 people to the "Grand Ole Opry" in Nashville, and has another trip going August 9-12. . . . Jimmy Louis, P.D. and deejay at KUBE, Pendleton, Ore., an all-country station since November of 1961, puts in a plea for records, both old and new. Louis says that KUBE is the only all-country radio station in the Pacific Northwest, but that the record companies, large and small, have been neglectful in their service. In

a pitch to the artists for help, Jimmy writes: "Like please send us records. We need them bad."

Station KRSY, Box 1981, Roswell, N. M., is another to recently change its format to all country, and Weldon Rogers, who spins the c.&w. stuff there, welcomes spinning material—old and new. . . . Tumbleweed Tom Thompson, at all-country KSNM, Pocatello, Idaho, also puts in a plea for releases from the artists and diskeries. . . . Promotion man Slick Norris, P.O. Box 653, Highlands, Tex., invites c.&w. deejays to write in for copies of Johnny and Jonie Mosby's "I'd Fight the World." Bud Crowder's "Another Fool Steps In," Al Dexter's "I Won't Be Number Two," Webb Pierce's "Crazy Wild Desire," Jimmy Wise's "A House Divided" and Wade Ray's "It's My Way." Your request must be on your station's letterhead.

Bill Blough has just taken over the country music platter show on WTAQ, LaGrange, Ill., in addition to his six-days-a-week c.&w. stint on WKKD, Aurora, Ill. . . . Deejays missed in mailing on Porter Wagoner's "Cold, Dark Waters" on RCA Victor should direct their requests to Don Owens Music, Inc., Box 91, Arlington, Va. . . . Norman Mackey, of Greenlay, Que., writes that he'll send copies of his new releases to jocks who'll write him on their station's stationery. . . . John Stephenson, president of Cowtown Records, P.O. Box 192, Avery, Tex., has available copies of his label's newest release, "The Legend of Kingua Valley" b.w. "No One Said a Prayer," with vocals by Sonny Baker, backed by the Nashville Jubilee Gang.

"We have recently signed on the air with an all-country and western music station and could put to good use any records sent us," writes Carl F. Davis, of Station WFMX, P. O. Box 1189, Statesville, N. C. "Our current plans are to feature a 'Grand Ole Opry' act about every

'Dimes' Campaigners Honor WLS' Biondi

CHICAGO—Dick Biondi, popular deejay on Chicago's WLS, has been honored by the Cook County Chapter of the March of Dimes for his efforts in organizing a teenage fund-raising program.

Presentation of a certificate of appreciation was made by John E. Miller, 1962 March of Dimes Cook County campaign manager, at the organization's annual meeting at the Palmer House in Chicago.

In the first Chicago teen-age program of its kind, Biondi called upon his fans to aid a worthy cause. The kids responded with enthusiasm. Money poured in from individual contributions, and teens throughout the area held dances under Biondi's supervision, proceeds going to the drive. Every contributor received a Kingston Trio record from the disk jockey.

Pauley NAB Director

WASHINGTON — Robert R. Pauley, American Broadcasting Company president, was named to the National Association of Broadcasters radio board of directors, replacing Mortimer Weinbach, ABC vice-president and general counsel. Weinbach moves to the NAB television board, replacing Alfred R. Beckman, ABC vice-president in charge of the Washington office.

60 days in town here. First in were the Louvin Brothers and George Hamilton IV June 8. . . . Walter Bailes, of Wabaco Productions, Box 586, Birmingham, has available Rabe Perkins' new Epic release, "You've Never Really Lived" b.w. "These Are All Mine," as well as Rabe's "Paul's Ministry" b.w. "My Title to Heaven." Put your request on your station's letterhead.

Dusty Rose, of KTNT-AM-FM, Tacoma, Wash., suggests that jocks looking for something with a real country sound take a listen to the new release by Raymond Parish on the High Line label, "I Live Just for You" b.w. "Don't Cry Heart." Sample copies, says Dusty, may be had by writing on your station letterhead to High Line Records, P.O. Box 11205, Fort Worth 10, Tex. Hank Thompson and Billy Gray were recent guests on Dusty's Saturday afternoon "Dusty Rose Show."

John McKenzie, president-secretary of the Country & Western Appreciation Society of Great Britain, with headquarters at 18 Woodville Avenue, Mile End, Coleford, Gloucestershire, England, writes: "Our society has just concluded negotiations with one of Britain's leading radio networks for our own c.&w. program. The taped show will run 30 minutes and will be aired once a week, beginning in August. We are in need of records, old and new, from the various diskeries, particularly Decca, RCA Victor and Columbia. We are indebted to Starday and Blue Ridge for their splendid co-operation and trust the larger firms will follow suit. This will be the first regular c.&w. show in this country. The foreign market for country music should not be overlooked."

"I don't think we're really 'different' up here in Grand Rapids, Mich.," writes Cousin Ed, of WLAV-AM-FM, "but many of the disks which show up on your Hot C.&W. Sides chart we just don't have. I don't have 'Trouble's Back in Town,' 'She's Got You,' 'Take Time,' 'You Take the Future' or 'I've Just Destroyed the World (I'm Living In)'. Record companies must co-operate more by getting c.&w. deejays more of the top disks. Mercury, Decca and RCA Victor are the least dependable, as far as we are concerned—and June is c.&w. month at Decca!" . . . Taylor Porter, who has been doing a daily (3-5:15 p.m.) country music show on WSLM, Salem, Ind., the last eight years, has just inaugurated a new daily 6 a.m. c.&w. seg. and welcomes deejay copies from the artists and diskeries. Porter invites artists playing the territory to stop in for a visit.

C. & W. Record Promotions, 239 Vine Street, Delanco, N. J., is supplying copies of Ray Phillips' "Twenty Cigarettes" on the Boyd label to deejays who may have been missed in the mailing. A spokesman for the firm says they are planning to tape c.&w. platter shows for distribution to radio stations and are in need of late releases from the various sources. "Of the current Hot 30 in BMW," the spokesman says, "we have only seven of the 30 listed. You can't whip up a solid program with only seven top releases. Will appreciate all the help you can give us."

Dick Wagoner, chief c.&w. jock at WOLB, new 1,000-kw. AM station in Marion, Va., typewrites that he's in dire need of country wax. . . . Jerry Smith pipes in to say that his taped programs are now heard on 30 radio stations in a seven-State area and that he's in need of material to supply this vast coverage. Says he can use both c.&w. and gospel. Address Jerry at Station KCRG, Cedar Rapids, Ia., his home base.

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	8
2	—	THE STRIPPER, David Rose & His Ork, MGM 13064	7
3	2	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	15
4	4	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273	7
5	3	SECOND HAND LOVE, Connie Francis, MGM 13074	7
6	7	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	6
7	6	AL DI LA', Emilio Pericoli, Warner Bros. 5259	6
8	11	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	5
9	9	TEACH ME TONIGHT, George Maharis, Epic 9504	10
10	—	SO THIS IS LOVE, Castells, Era 3073	11
11	13	THEME FROM BEN CASEY, Valjean, Carlton 573	6
12	15	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	4
13	17	WHERE ARE YOU! Dinah Washington, Roulette 4424	6
14	—	BORN TO LOSE, Ray Charles, ABC-Paramount 10330	7
15	20	JOHNNY LOVES ME, Shelley Fabares, Colpix 636	3
16	16	HOW IS JULIE! Lettermen, Capitol 4746	7
17	14	LEMON TREE, Peter, Paul and Mary, Warner Bros. 5274	8
18	8	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379	11
19	—	STRANGER ON THE SHORE, Andy Williams, Columbia 42451	3
20	—	BUT NOT FOR ME, Kelly Lester, Era 3080	1

VOX JOX

Continued from page 25

was designated clerk of the pool plan, details of which will be made available to schools, colleges and employment agencies.

**AUTOMATION:** Another item of interest to jocks is the fact that International Good Music, Inc., of Bellingham, Wash., announced the signing of an agreement with the International Brotherhood of Electrical Workers. The agreement—first of its kind in the broadcasting industry—establishes a re-education fund for the training and retraining of employees displaced as a result of the installation and operation of automated equipment and program services made and sold by IGM to the industry. The re-education fund, based on projected sales of IGM automated equipment, when augmented by federal funds available for re-education, will exceed \$500,000. The establishment of the fund provides for a single trustee (having no connection with either the company or the union) to administer the fund.

**STEREO-FM:** William Tomberlin, executive vicepres of KMLA, Los Angeles, writes: "KMLA is Southern California's pioneer FM Stereo station, programming approximately six hours of stereo daily. In an effort to program stereo material with maximum separation we have used pre-recorded stereo tapes exclusively. We intend to continue this policy for at least a few more months, though we will probably have to start using disks eventually as we increase our stereo time, necessitating more variety. We appreciate the space being devoted (by BMW) to FM broadcasting and trust that this will be expanded as time goes on."

**CHANGE OF THEME:** May Harrison, ex-WTHE, Spartanburg, S. C., has replaced Rick Flight in the afternoon slot at WQOK, Greenville, S. C. Flight has joined WFBC, same city. . . . William S. Burchill, formerly with WCPA, Clearfield, Pa., has moved to WFBG-FM, Altoona, Pa. . . . Ron Robin, formerly a deejay in an Arizona city, is working at KYSN, Colorado Springs, Colo., on a part-time basis while serving with the Air Force. . . . Starting May 26, and continuing every Saturday night through the summer, Scott Munn, WABC, New York, is originating his 7-10 p.m. show from a "Space Ship" located just inside the "Moon Bowl" at Freedomland, a local amusement center. . . . New spinners at WTAO, Boston, are Carl Wade and Johnny Towne.

IT'S HERE  
The Release \$\$\$ Everyone's Waiting For  
**JUNIOR PARKER'S**  
SWEETER AS THE DAYS GO BY  
AND  
I FEEL ALRIGHT AGAIN  
DUKE 351  
BREAKING FAST  
**WILLIE MAY'S**  
MY SAD HEART  
AND  
IF YOU LOVE ME  
DUKE 350  
**THE SHADOWS FIVE**  
MARKHAM  
AND  
TWISTIN' SHADOWS  
PEACOCK 1912  
DUKE AND PEACOCK RECORDS, INC.  
2809 Erastus Street, Houston 26, Texas  
Orchard 3-2611

For Dancing & Listening!  
TWO GREAT NEW ALBUMS  
IN A SWINGING LATIN  
STYLE!  
**"VIVA PALMIERI"**  
CHARLIE PALMIERI  
& His Orchestra  
★ ★ ★  
**"LA PERFECTA"**  
EDDIE PALMIERI  
& His Orchestra  
Deejays, Record Librarians & Program Directors: Write us for Sample Copies. Distributorships still available in some territories.  
**ALEGRE RECORDS**  
1045 Southern Blvd., New York, N. Y.  
DA 9-4699



# View Is Dim on West Coast

• Continued from page 5

a far better position to give the rack jobber greater attention and superior service to what he can hope to get by dealing directly with the manufacturer."

### Lew Chudd "Against It"

Lew Chudd, Imperial Records president: "I'm against it. What strength there is in this business exists with our distributors. It would be a mistake to sell directly to racks, because you'd lose the strength of the entire distribution set-up. The distributor is working on so little now, and if you take away the racks, what will he have left? As long as we can still sell to distributors, I will continue to sell only to them. It's also impractical from the manufacturer's standpoint, because if he were to service racks directly, he would need an additional sales organization."

Al Bennett, Liberty Records president: "The rack jobber is entitled to every possible consideration, but at the same time, the manufacturer cannot bypass or eliminate the distributor. The rack jobber cannot be placed in a position superior to that of the distributor, and that's what would happen if we were to ship product directly to rack jobbers freight prepaid at a time when distributors have to pay freight."

### Too Much Bookkeeping

"Furthermore, the plan wouldn't work physically for the rack jobber to get manufacturer direct service. There are some 200 labels in the business today, and it would become far too much of a bookkeeping cost for the individual rack jobber to deal directly with all of them. My feeling is that credit control and servicing must be handled by a distributor, for it must be handled at a local level where the rack jobber can be contacted within his market area."

"A third major reason why this plan is unworkable is the cost structure. The industry cannot survive on prices as the manufacturer direct plan would require. There are too many people bidding for a piece of the profits, and there isn't that much to go around. No distributor can operate on a straight 8 per cent over-ride. This would mean that he would be operating as a manufacturer's rep rather than a legitimate distributor with money invested in inventory."

"The answer is that there must be a more realistic arrangement between the three primary parties involved—the manufacturer, distributor and rack jobber—whereby they all work together rather than against each other. The business has changed during the past 10 years, but many distributors are operating today as they did 10 years ago. You must either be big enough to change by adjusting to the changes of the industry or get out of it. I'm not anti-distributor because, after all, the distributors put Liberty in-

## St. Louis Firm

• Continued from page 5

by the cashiers. These tabs are air-mailed to Missouri Disc's St. Louis headquarters, thereby providing the home office with an overnight running inventory report of what was sold. Replacement stock is on its way to the store within 24 hours after the sale was made.

Hausfater said that his firm did not want to go into this kind of business. "We were forced into it. We had the problem of Eastern discount concerns moving into St. Louis, supplied by central buying from their Eastern headquarters. We kept losing customers to suppliers outside of our own territories. As our volume dropped, we found the only way to make up for it was to go outside of our own area with the same type of operations that were cutting into our own business."

to business. All I'm saying is that they are not farsighted.

### Fighting for Survival

"The way the situation now stands, the rack jobber is caught in the middle between the distributor and the discount house, and he is fighting for survival. The answer does not lie in the rack jobber chipping away at the distributor, nor in the distributor fighting the rack jobber. The answer lies in a businesslike co-operation in working out their problems between the two so that both can profit and flourish in this business."

An interesting experience was recounted by one manufacturer who last year was forced to deal directly with racks when his distributor decided to stop selling racks and one-stops. The distributor was Milton Weiss, of Milton Records, who declared a one-man war against one-stops and racks by refusing to sell them. The manufacturer, Dootsie Williams, of Dooto Records, recalled:

"This created an extremely difficult and confusing situation when a manufacturer who deals with almost 50 distributors around the country, has to add to that the detail work and bookkeeping of servicing rack jobbers. That was an impossible period for us but, fortunately, a short one. I cannot see how a plan such as this could work on a national scale without becoming an impossible physical burden for a manufacturer to bear."

Abe Diamond, Diamond Distributing: "If manufacturers sell racks directly, they can be assured that the one-stops and the volume discount houses will demand the same

## Epic, Okeh Scoring

• Continued from page 6

that looks good and we've managed to develop good singles action with Lester Lanin. We have high hopes for Tony Orlando, Bill Butler, Debbie Woods and Irma Franklin.

Over the years, Epic has been a strong classical entity through its Cleveland Ork recordings and its former tie with Philips in Holland, which gave it rights to the Concertgebouw Ork in the U. S.

### Philips' Deal In

"Now our Philips arrangement is concluded," Levy said, "but we intend to stay in the classical field and our EMI tie in Europe gives us better distribution than many indie classical lines. We do plan to sign new talent."

Okeh, long identified as an r.&b. label, will stay that way, according to current plans. Levy pointed up the importance of Leland Rogers, an exclusive Epic-Okeh rep in the South in these plans.

"Now we're ready to roll with Adam Wade, our newest artist, and we'll have an album of his biggest hits—all of which we acquired when we signed him—out shortly."

## Top Rank Int'l

• Continued from page 6

operation in London, which is understood to have continued showing a profit. The disposition of this entity is not known at this time.

The Rank co-op had 15 members covering exclusive foreign territories. American firms, who became members of the combine, had their records released in various of these territories through the Rank pacts in those sectors. American labels which have been active in the co-op include Swan, Cameo, Vee Jay, Laurie and Atlantic. A number of indie companies also had partial releasing arrangements through Rank members in various countries, but not necessarily all countries in which there were outlets.

# FOLK TALENT & TUNES

By BILL SACHS

Hickory Records, Nashville, has issued what it calls a six-pack on Wilma Lee and Stoney Cooper and Roy Acuff, both packs featuring six sides from their new LP's, including several hits they recorded years ago. . . . Lester Flatt and Earl Scruggs were featured on the Harvey's Record Department por-

prices. If that should happen, what will become of the distributor? And for that matter, what will happen to the manufacturer, because he will be moving the bulk of his merchandise at a considerable reduction in profit. A rack jobber cannot be regarded as a distributor unless he is willing to adhere to the same policies invoked upon a distributor regarding freight charges, restrictions on return privileges, defective merchandise, and other requirements the distributor must meet to hold a line."

tion of "Grand Ole Opry" over WSM, Nashville, June 9, promoting their Columbia album, "The Songs of the Famous Carter Family." The deck was featured as Harvey's Record Department "Album of the Week" and was promoted for sale by mail order. Given with each sale of the album was an autographed photo of Flatt and Scruggs and the pair's latest single, "Hear the Whistle Blow a Hundred Miles" b.w. "Legend of the Johnson Boys." The record department at Harvey's, Nashville's largest store, is leased and operated by Louis Buckley, well-known Nashville juke box operator and owner of Buckley's Discount Records.

Following a tour which included an appearance on WGN's "National Barn Dance," Chicago, and a week at the Four Seasons Club,

Denver, Kathy Dee is working personals in the Erie, Pa., sector this week, and follows with Stamford, Conn., June 29, and Poughkeepsie, N. Y., June 30 on shows sponsored by Jim Hinkle. Kathy, heard on the Carlton label, is managed by Quentin (Reed) Welty, of B-W Music, Inc., Wooster, Ohio, who is accompanying her

J. Hal Smith, president of Curtis Artists Productions, Goodlettsville, Tenn., announces the appointment of Jimmy Key as executive administrator of the firm. Key, who joined CAP in February, 1961, has been serving as Smith's assistant. In his new post he will have complete direction of the agency. Smith will continue to serve in an advisory capacity. CAP represents Ernest Tubbs, Ray Price, Jim Reeves, Buck Owens, Charlie Walker, Willie Nelson, Hank Cochran, Marian Worth, Jan Howard, Harlan Howard and Linda Manning. . . . Connie Hall and Marvin Rainwater are set for a June 24 engagement at Ted Schmidt's Circle C Ranch, Muske- (Continued on page 30)



1000 WEST FLORIDA STREET, SEATTLE 4, WASHINGTON • MAIN 2-2112

SEATTLE BROADCASTING COMPANY, INC.

June 8, 1962

## EDDIE HODGES IS KING OF THE HILL OF HITS

Seattle's record break-out station KOL announces the scoop of the year as the new Cadence release by Eddie Hodges "Made to Love" continues to pile up unprecedented reaction in KOL's exciting "KING OF THE HILL" record contest.

Briefly, let me explain how this record contest works. A record becomes King of the Hill after successfully outpointing another record in a 30-minute telephone call-in period. After becoming King of the Hill that record then must face another challenger in a 30-minute call-in period. KOL presents three King of the Hill periods each day beginning at 5:30 p.m. on the JOHN STONE SHOW. . . then again at 7:30 p.m. on the STEVE DAVIS SHOW, and once more at 9:30 p.m. on the GARY TODD SHOW. Each dee-jay gets to pick his own challenger to go up against the current King of the Hill.

Hodges' "Made to Love" has consecutively beaten 18 different record "challengers" and has remained the KOL KING OF THE HILL for eight straight days. No other record has been able to outpoint it in 18 straight 30-minute call-in periods. This includes quite a varied and potentially strong list of challengers, such as The Shirelles' "WELCOME HOME BABY," Pat Boone's "SPEEDY GONZALES," Dee Dee Sharp's "GRAVY," Hayley Mills' "DING-DING-DING," Joe Dowell's "LITTLE RED RENTED ROWBOAT," just to mention a few.

Therefore, we feel on the strength of such phenomenal reaction that "MADE TO LOVE" must be termed an absolute smash!

JOHN STONE  
*John Stone*  
Program Director  
KOL - SEATTLE

## ORDER FROM YOUR LOCAL CADENCE DISTRIBUTOR:

- |                                       |   |  |  |  |  |
|---------------------------------------|---|--|--|--|--|
| A-1 RECORD DIST. OKLAHOMA CITY, OKLA. | BOLD DIST. CO. HIALEAH, FLORIDA         | GODWIN DIST. CO. ATLANTA, GEORGIA          | MELODY SALES COMPANY SAN FRANCISCO, CALIF. | MUTUAL DIST. COMPANY BOSTON, MASS.         | STAN'S RECORD SHOP SHREVEPORT, LOUISIANA   |
| ALPHA DIST. CO. NEW YORK, N.Y.        | CADET DIST. CO. DETROIT, MICHIGAN       | HIT RECORD DIST. CINCINNATI, OHIO          | MICROPHONE MUSIC INC. HONOLULU, HAWAII     | O'BRIEN DIST. COMPANY MILWAUKEE, WISCONSIN | SUNLAND FRONTIER PHOENIX, ARIZONA          |
| ASSOCIATED DIST. INDIANAPOLIS, IND.   | COSMAY DIST. CORP. NEWARK, NEW JERSEY   | LIEBERMAN MUSIC CO. MINNEAPOLIS, MINNESOTA | MIDWEST DIST. COMPANY ST. LOUIS, MISSOURI  | PELICAN DIST. COMPANY NEW ORLEANS, LA.     | SUNLAND SUPPLY COMPANY EL PASO, TEXAS      |
| BENARY DIST. CO. CLEVELAND, OHIO      | H. W. DAILY HOUSTON, TEXAS              | M. S. DISTRIBUTORS CHICAGO, ILLINOIS       | MUSIC DIST. INC. SEATTLE, WASHINGTON       | RECORD MERCHANDISING LOS ANGELES, CALIF.   | UNIVERSAL RECORD COMPANY PHILADELPHIA, PA. |
| BERTOS SALES CO. CHARLOTTE, N.C.      | DAVIS SALES COMPANY DENVER, COLORADO    | MANGOLD DIST. COMPANY BALTIMORE, MARYLAND  | MUSIC SALES COMPANY MEMPHIS, TENNESSEE     | LEONARD SMITH INC. ALBANY, NEW YORK        |  |
| BIG STATE DIST. DALLAS, TEXAS         | EASTERN RECORD DIST. E. HARTFORD, CONN. | METRO DIST. COMPANY BUFFALO, NEW YORK      | MUSIC SERVICE COMPANY GREAT FALLS, MONTANA | STANDARD DIST. COMPANY PITTSBURGH, PA.     |  |

Published By: ACUFF-ROSE/CADENCE RECORDS, 119 W. 57th St., N.Y.C.



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

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group is published in this chart each week.

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

**PHONOS LISTING OVER \$500**

Pos. This Issue	Pos. 3/24/62 Issue	Brand	% of Total Points
1	1	Magnavox	50.4
2	3	Fisher	10.4
3	2	Pilot	6.3
3	—	Curtis-Mathes	6.3
5	5	Zenith	5.4
6	4	RCA Victor	4.4
6	—	Motorola	4.4
		Others	12.7

**Music Fun in the Sun  
Can Up Summer Sales**

NEW YORK—Want to pep up warm weather sales? Why not try a promotion based on "Taking Stereo Into the Sun"? It's an ideal way of building store traffic and moving such items as extension speakers, cords and cables and stereo earphones during the summer season when equipment sales traditionally are slow.

The average high fidelity phono console can be used to power outdoor speakers by using auxiliary speaker taps, or by a convenient switching arrangement which can be installed in a few minutes at a labor-and-material cost of about \$1.50. An outdoor stereo system requires the use of two waterproof loudspeakers, a cable which is shielded from moisture, and two volume controls.

Installation includes mounting

the two loudspeakers on trees or poles for the customer, installing the volume controls, and making the necessary connections at the amplifier. Time involved: about two hours for the average job.

**Stereo Earphones**

Is there a more convenient way of taking stereo into the sun? A low-cost answer is the use of stereo earphones with stereo extension cables. Stereophones have three advantages over outdoor loudspeakers for their users: they are cheaper (\$25 to \$30), easier to connect and use, and there's no danger of neighbors complaining about the noise. There's an advantage to dealers as well: outdoor loudspeakers generally are hot-weather items, and must be stocked specially for this type of summer promotion, whereas stereo earphones are a year-round item, which can become good hot-weather traffic builders.

Koss Electronics markets a 20-foot stereo extension cable, which enables a listener to add one, two or more 20-foot sections and remove himself as far as he likes from his stereo amplifier. Since the cables, which sell for \$5.95, are low-impedance lines, there is no loss of fidelity or volume when several are combined.

Installation of an earphone "stereo in the sun" system is strictly a do-it-yourself project for the customer. All the necessary connections can be made by means of standard phone plugs—from the stereophones into the extension cable and from the cable into an output for earphones on the console itself. Or if the console doesn't have the necessary output, the customer can install it himself, using hardware available from the stereophone manufacturer.

**Use Your Imagination**

A window display based on the theme of relaxing in the backyard to Bach or pop calls for some imagination, a few readily available props and the appropriate

**STORE AIR TIME  
PUSHING VINCE  
DISK PAYS OFF**

CLEVELAND — How a disk retailer can work successfully with a radio station was eloquently demonstrated here last week in a tie-up between Higbee's department store and WERE.

Higbee's contracted for an hour of prime evening time on the station several weeks in advance for a full showcasing of the new Decca album by Vince Edwards, star of the Ben Casey TV show. With the co-operation of Decca, Edwards cut a flock of short taped announcements exhorting listeners to tune in to the hour-long exposure of the new albums.

Higbee phone ops stood by for the period of the show, and for some time afterward, ready to accept telephone orders for the package. More than 200 orders were taken for the Edwards set as a result of the exposure

**GE Features  
8 Models in  
Portable Line**

DECATUR, Ill.—General Electric will feature eight basic models, of which all but two are stereo, in its 1963 portable phono line. A new series of portables, called the "Adventure," will offer an optional AM-FM-FM Stereo tuner. Prices range from \$29.95 to \$279.95.

The hi-end Adventurer series will be pegged at \$199.95 or, if equipped with AM-FM-FM Stereo tuner, \$279.95. Unit is equipped with Garrard custom flipdown changer. The latter development, first introduced last year, incorporates a changer which folds back into a wall enclosure.

Three other series in the new line also incorporate this feature. Models RP 2060 and 2061, with vinyl steel cabinets, are custom versions of the designed pegged at \$159.95, while the Model RP 2050 version goes for \$129.95. Finally, Models RP 2040 and 2041 are pegged at \$99.95.

Leader stereo models include RP 1550 and 1551. These units have speakers in both the cabinet and the lid permitting detaching for greater separation. List price is \$69.95. Models RP 2020 and 2021 are custom-styled monaural automatic units and are pegged at \$59.95.

The company is carrying over from its 1962 line several units, including a compact monaural model at \$24.95. Models 2000, 2001, 2002 and 2003 are different colored units of the same basic model. Another carry-over is RP 1590, with 11-inch, VM custom changer at \$169.95.

ate price tags. For part of your sales story—whether the customer is buying earphones or outdoor loudspeakers—is the relatively low cost of this high fidelity equipment. A mailing piece should stress summer comfort and listening pleasure, rather than frequency response, power consumption and resistance. And it should conclude by noting that the reader may enjoy all of these benefits for as little as \$30 (for earphones) or \$100 (for outdoor loudspeakers).

**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.

**L. P. SALES CORP.—Expires June 27, 1962. Started May 21.**

The firm is national distributor for Riverside, Jazzland, Washington and Offbeat and offers two free albums for every 10 ordered on all new releases and catalog items of these labels. Deferred billing also offered. Promotion kits, best seller lists and display materials also available on program.

**DECCA—Expires June 29, 1962. Started June 11, 1962.**

Country and Western Month. Dealer Incentive Plan is part of special merchandising program on label's 12 new c.g.w. releases plus entire c.g.w. catalog.

**EPIC—Expires June 29, 1962. Started May 21, 1962.**

International Music Tour. Label is offering 15 per cent discount on complete international album catalog plus six new international releases. Label is also offering 10 per cent on three pop albums: "George Maharis Sings," Roy Hamilton's "Mr. Rock and Soul" and Ralph Burns' "No Strings."

**DEL-FI—Expires June 30, 1962. Started June 1, 1962.**

Johnny Crawford Month. One-for-10 on all Del-Fi and Donna LP's.

**MGM—Expires June 30, 1962. Started June 1, 1962.**

June Sales Plan and Hank Williams Month. One album free for every 10 purchased. Program covers complete catalog plus new release of 20 albums.

**SMASH—Expires June 30, 1962. Started May 7, 1962.**

Sounds of Spring. A 10 per cent discount on all merchandise, including new releases.

**COLUMBIA—Expires July 15, 1962. Started June 15, 1962.**

Label is offering 10 per cent discount on the introductory release of 11 LP's in its new Electronically Re-Channeled for Stereo series.

**ANGEL—Expires July 25, 1962. Started June 4, 1962.**

Label is offering a classical pre-pack containing 26 of its best selling LP's to dealers at a 15 per cent discount.

**LIBERTY—Expires July 30, 1962. Started June 15, 1962.**

Fifteen per cent discount on two new LP's: Sound-track album of "Road to Hong Kong" and Si Zentner's "The Stripper and Other Big Band Favorites."

**ARTIA-PARLIAMENT—Expires July 31, 1962. Started June 4, 1962.**

Summer Dividend Days. Program gives distributors and dealers a 25 per cent discount on all Artia, Parliament, MK and X Supraphon LP's and 10 per cent discount on all "World's Greatest Music" series albums.

**ANGEL—Expires July 31, 1962. Started May 14, 1962.**

Special period deal on Moura Lympany's new recording of Rachmaninoff's "Piano Concerto No. 2." During the special period, price will be \$1.98 mono and \$2.98 stereo. Prices to be raised to \$4.98 and \$5.98 August 1.

**LONDON—Expires July 31, 1962. Started June 1, 1962.**

Label suggests an extra 15 per cent discount on the Phase 4 series—nine new releases plus 12 original LP's.

**BLUESVILLE—Expires August 15, 1962. Started July 1, 1962.**

Buy seven, get one free on entire album catalog.

**PRESTIGE—Expires August 15, 1962. Started July 1, 1962.**

Buy seven, get one free on entire album catalog.

**CAMEO-PARKWAY—Expires August 31, 1962. Started March 1, 1962.**

Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12 1/2 per cent reorder privilege for six months." Specific details are available through distributors.

**MONITOR—No expiration date. Started January 31, 1962.**

Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, 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.

**PHILIPS—No expiration date. Started April 8, 1962.**

Label is offering one-for-nine in the same price category on their new "Encore" releases.

**SONODOR—Limited time only. Started March 31, 1962.**

One LP free for every five purchased

**ROULETTE—No expiration date. Started April 30, 1962.**

A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.

**AD LIB—No expiration date. Started February 18, 1962.**

One free LP for every five purchased.

**LIBERTY—No expiration date. Started May 25, 1962.**

All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.

**REQUEST—Limited time only. Started May 5, 1962.**

Buy 10, get two free on new album releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

**ALBUM COVER OF THE WEEK**



**LE VOYAGE EN BALLON**—Sound Track, Philips PHS 600-029. A striking cover with a full-color photo of the balloon, which is bright orange placed on a moss-green background. The title of the LP is also in the same standout bright orange and the laminated cover is a big plus for eye appeal.



**THE COMPOSITIONS OF MILES DAVIS**—Various Artists, Riverside, RLP 3504. Here's a most unusual display package from a new Riverside series for jazz sections. The covers, all designed by Ken Deardoff, depict the wildest in animal life in full-color photos. This looks like an elephant, and the others—who knows?



## Trade Aims for Tape Recorders Matching Decor

MIAMI BEACH — Styling to blend with home decor has reached the tape recorder field, according to Alvin Barshop, sales chief of the Telectro Division of Emerson Radio.

Addressing domestic and foreign distributors at a sales convention here last week, Barshop said the new Telectro models feature a radical departure in cabinet design with "front-firing" speakers on either side of the tape deck, which permit a complete restyling of the tape recorder.

"It's about time that we started looking at the tape recorder as a unit that should be designed from the standpoint of style, rather than as a gadget that should be hidden in the bottom of a closet when not in use," Barshop said. "Most tape recorders in the past also have required an engineering degree for their proper operation."

The new Telectro line, Barshop added, makes significant advances in terms of both styling and ease of operation.

MIAMI BEACH, Fla.—Emerson introduced 10 new phonos to a distributors meeting here last week. Also exhibited at the sales convention were five new console home entertainment centers, including 23 inch TV, stereo phono and AM-FM FM stereo radio tuners.

The basic phono line consists of

## G. B. Increases Flow Of Record Gadgets

WASHINGTON—Great Britain exported nearly \$11 million worth of record playing mechanisms to the U. S. in 1961, the Commerce Department reports. This represents nearly half the total British export of electronic products to the United States, which reached a record total of \$22,339,000, up 14 per cent over 1960. American electronic shipments to Britain totalled \$23,600,000, exclusive of special category items which are classified information.

British exports of record playing mechanisms in 1961 was up 34 per cent over the 1960 total, but exports of phonographs and record players, radio and radio-phonographs dropped sharply, from \$362,000 in 1960 to \$116,000 last year.

Substantial gains over last year were also made in British exports of tape recorders and reproducers, up from \$43,000 to \$841,000; tape decks, up from \$21,000 to \$108,000, and transistors up from \$10,000 to \$50,000. The United States is the largest single market for United Kingdom electronic exports, which total \$193,600,000 to all countries.

five monaural portables, one stereo portable automatic phono, one stereo phono console and three phono consoles with AM-FM FM stereo radio. Portable line begins at a low \$19.95. Models in the high-end home entertainment center console series start at \$379.95.

## Set Hi-Fi Show For Next Fall

NEW YORK—The Institute of High Fidelity Manufacturers will sponsor its seventh annual New York High Fidelity Music Show next October 2-6 in the Trade Show Building here.

The show is expected to be the largest in history, with five floors of the building given over to exhibits of all types of components and related accessories, according to Ray Pepe, president of IHFM.

This year, features of the show will include special ladies days, during which the distaffers will be given guidance on selecting components and cabinets to fit budgets and the decor of their homes; stereo rooms of the sixties, live broadcasts by FM stereo radio stations, and demonstrations of the role of broadcasting in outer space communications and travel.

The New York show will signal the start of an all-out hi-fi industry campaign by IHFM to acquaint the public with the availability of phono and tape component equipment to fit any pocketbook. The campaign is also expected to put heavy emphasis on FM stereo, since more than 40 per cent of the American population is now within range of stereocasts.

JUNE 23, 1962

BILLBOARD MUSIC WEEK 29

## Dealer Groups In Joint Meet

JERSEY CITY, N. J.—Two local associations of record dealers in the greater New York area will hold a joint meeting here Tuesday evening (19). The Association of Record Dealers of New York and New Jersey will join hands with members of Dealers in Sound Corporation, dealers buying co-op here, in the conclave at DISC headquarters on Warren Street here.

The occasion will mark the wind-up meeting of the 1962-1963 season for ARD, which is a local chapter of the national SORD dealer group. Officials of DISC are expected to outline the workings of the co-op to members of ARD.

## Tape Sales Survey Gets Under Way

NEW YORK — The Record Industry Association of America (RIAA) has kicked off a program for gathering factory sales data of pre-recorded tape. Arrangements have been made for assembling the information from companies representing a healthy segment of the total tape market.

At the start, the compilation will be carried out on a quarterly basis on 7½ i.p.s. reel-to-reel tapes

## Fidelitone Issues Colorful Catalog

CHICAGO — Fidelitone, Inc., manufacturer of phonograph needles, has just released its new 56-page, counter-piece catalog, printed in red, white and black and set in large easy-to-read type.

The catalog contains a complete listing of manufacturers and phonograph models in both stereo and monaural and is supplemented by the addition of a cartridge-to-needle cross reference index showing tone-arm and needle phonographs for quick identification in various categories such as dual and single tip push-up, snap-on, screw-mounted or slide-in types, as well as crank types and power points. These listings are complete with instructions on how dealers may identify any customer's exact replacement needle.

An added feature of the catalog will be an article aimed at dealers, "How to Sell Phonograph Needles."

only. If the use of other speeds or of cartridge tape becomes a significant factor at a future date, data on the sales in these areas will also be compiled. Since disk manufacturers provide the repertoire for most pre-recorded tape, the new program has been undertaken as an industry service, an RIAA spokesman said.

● Record and Equipment Mfrs.  
● Artists  
● Accessory Mfrs.

Plan your big DEALER CONVENTION (NAMM) message now. Billboard Music Week dealers want to know about your products and successes... about the sales and profits they can make from them. That's why they're sure to give your important Billboard Music Week advertisement top-level attention and readership in the Dealer Convention Number.

**B**  
BILLBOARD  
MUSIC WEEK  
MW

# 1962 Dealer (NAMM) Conv. Issue

dated June 30 ..... ad deadline June 20

Write, wire or phone your Billboard Music Week representative TODAY

**BILLBOARD MUSIC WEEK**



New York  
1564 Broadway  
PLaza 7-2800

Chicago  
188 W. Randolph  
Central 6-9818

Hollywood  
1520 N. Gower  
HOLLYWOOD 9-5831



## MUSIC AS WRITTEN

• Continued from page 13

second prize, \$50, went to **Herman Rubin** of Monroe Distributing, Grand Rapids, Mich. and third prize, \$25, went to **M. W. Rossman** of Modells, East Meadows, L. I., N. Y.

### RCA RE-SIGNS VAUGHN MONROE . . .

Radio Corporation of America has again signed **Vaughn Monroe** to do its television commercial and act as good-will ambassador. It is his eighth consecutive year at the job. The former band leader and current singer will appear on a number of RCA-sponsored shows, including the Walt Disney series, and will continue to appear at distributor meetings, department stores and other merchandising functions on behalf of the firm.

Congratulations to the **Highwaymen** on their graduation from Wesleyan U., Middletown, Conn. . . . Congrats also to **Andy Tomko**, of the BMW Research Department, on the birth of a boy, **Andrew Stephen**. . . . Wedding bells rang for **Henry Rene** and **June Brigham** June 9. . . . Joy Records promotion men out pushing "Bongo Stomp." **Little Joey and the Flips**, artists on the side, are visiting jocks. . . . Morse-Gurtman Associates named p.r. for **Cathy Carr**. . . . **Robert Peters'** tour of Russia has been canceled. . . . Polish jazz group, the **Wreckers**, appeared at a Village Vanguard Sunday session.

"Ring-A-Ding Rhythm" is the final release title for Columbia Pictures' Amicus Production, "It's Trad Dad!" Flick features **Chubby Checker**, **Dukes of Dixieland**, **Del Shannon**, **U. S. Bonds** from U. S. and **Acker Bilk**, **Kenny Ball** and **Helen Shapiro** from Great Britain. . . . **Tony Bennett** heads the entertainers division in the current Heart Fund drive and will appear at the Stonybrook Songfest July 7. . . . Film debut for **Sam Cooke** will come when Star Productions, the singer's firm, will produce "Get Johnny Canyon," an unpublished book by **Phillip Waddell**, for the screen. . . . **Abbe Lane** and **Xavier Cugat** are on their way to Europe after having broken all Decoration Day attendance records at the Town and Country night club in this city.

### Chicago

Band leader **Ralph Marterie** and his wife **Edith** celebrated their 25th wedding anniversary Wednesday (13) with a party at the Villa Venice. **Bonnie Kroll** says Ralph has a new album on the United Artist label called "Skyliner." **Bonnie** also informs us that **Lawrence Welk** is booked into Chicago for a one-night stand this fall. The Champagne Music maker is looking forward to a return visit to the Windy City.

WGN deejay and celebrity interviewer, **Sig Sakowicz**, has been named to serve as one of the judges for the "Miss Illinois of the Miss Universe" contest at the Aragon Ballroom. . . . **Governor Kerner** has named June 18 as "FM-Stereo Day" in Illinois and singled out WKFM for its pioneering in FM-Stereo. . . . Verve comedy star **Jackie Mason** makes his debut at Chicago's Mister Kelly's on June 18. Mercury Record's **Frank D'Rone** also opens the same date at Kelly's for the two-week run. Following this pair will be singer **Eartha Kitt**.

TV star (and now recording star) **Vince Edwards** of "Dr. Ben Casey" fame, made the rounds in Chicago last week. He stopped to chat with the music industry people during his short stay, and huddled with local Decca execs, **Sellmann Schultz**, **Shim Weiner** and **Frank Scardino**.

STEVE SCHICKE

### Boston

**Mitch Miller** gave local horse fans a treat by appearing at Suffolk Downs race track to present trophies for the \$10,000 added **Mitch Miller Handicap**.

**Lawrence Welk Jr.** appeared on the local scene last week. He's out promoting for Dot Records and got himself a fine reception with the deejays in town. . . . Back from the Florida Keys after a fishing holiday was **Alan Ross**, manager for Decca Records. . . . Singer **Pat Boone** finished a packed-out week's stand at the 1,700-seat **Blinstrub's Village** and it is reported that he took away \$17,000 for his work.

Boston booker **Jacy Collier** reports that the season is set for the **Frolics** at **Salisbury Beach**. The big night club, operated by **Denny Mulcahy**, opens June 27 for nine days with **Abbe Lane** and **Xavier Cugat**. Following with one-week periods will be **Ella Fitzgerald**, **Chubby Checker**, **Johnny Mathis**, **Liberace**, **Teresa Brewer**, **Paul Anka**, the **Kingston Trio** and **Patti Page**. . . . **Juliet Prowse** is working up a night club act and has picked Boston to unveil it. She'll come into **Blinstrub's** September 21. Five young men will assist Juliet with her dance routines.

CAMERON DEWAR

### Cincinnati

**Ike Klayman**, head of A&I Record Distributing Company here, hosted some 200 members of the area music fraternity, radio and TV staff members, local dignitaries and the newspaper and trade press at a special screening of the Warner Bros. picture, "The Music Man," at the Emery Theater in nearby Reading, Ohio, Tuesday night (12). . . . **Jimmie Skinner** and **Lou Epstein**, of the **Jimmie Skinner Music Center**, haven for country music, celebrated the grand opening of their new location at 124 East Sixth Street here, with an open house party Thursday through Sunday (14-17). They heralded the event with a full-page ad in one of the local dailies. Deejays and music men from all over the territory were on deck for the event's bow-in.

**George Wein**, producer of the Newport Jazz Festival, due in this week to mull plans for a possible jazz fest at the Carthage Fairgrounds here in August. . . . The Cincinnati Summer Opera, second oldest Grand Opera company in the nation, kicks off its 42d season at the Cincinnati Zoo Pavilion Wednesday (20) with **Giuseppe Verdi's** "Aida." The 20-performance season winds up July 15 **John L. Margo**, local ad agency exec, is president of the Cincinnati Summer Opera Association.

BILL SACHS

## FOLK TALENT & TUNES

• Continued from page 27

gon, Mich. On the following day, **Connie** moves into her new home in Independence, Ky., a birthday gift from her husband.

Latest bookings announced by **Ott Devine**, manager of WSM's "Grand Ole Opry," are as follows: **June Carter**, Salt Lake City, June 22-23; **Lester Flatt** and **Earl Scruggs**, Los Angeles, June 29-July 1; **Glaser Brothers**, Memphis, July 20-21; **Patsy Cline**, Rapid City, S. D., July 4-7; **Stringbean**, Louisville, June 23; **Jackson, Miss.**, July 7; the **Wilburn Brothers**, Charlotte, N. C., June 23-24; **Corpus Christi, Tex.**, 27; **Wichita Falls, Tex.**, 29; **Lawton, Okla.**, 30; **Austin, Tex.**, July 2; **Shreveport, La.**, 7; **George Hamilton IV**, Sigle, Ill., June 22; **Roy Acuff**, Decatur, Ill., June 21; **Norton, Va.**, 23; **Anderson, Ind.**, 24; **Springfield, Ill.**, 25; **Tampa, Fla.**, 27-28, and **Greensboro, N. C.**, 30; **Lonzo and Oscar**, Muskegon, Mich., June 24, and **Margie Bowes**, Chicago Heights, Ill., June 29-30.

**Rabe Perkins**, Epic Records artist, along with **Walter Bailes** and **Martin Hicks**, heard on Loyal Records, are launching a string of gospel-singing appearances late this month under direction of **Wabaco Productions**, Birmingham. First two skedded dates are **Court House**, Haleyville, Ala., June 29, and **Court House**, Camden, Ala., June 30. . . . **George Jones** (United Artists), following the big country music show at Hollywood Bowl, Hollywood, Friday (15), stopped off in Phoenix, Saturday (16) and Tucson, Ariz., Sunday (17). This week's stands are **Austin, Tex.**, June 18; **Safford, Ariz.**, 19; **El Paso, Tex.**, 20; **Albuquerque, N. M.**, 21, and **Salt Lake City**, 22-23. Appearing with Jones on the tour are his newly formed band, the **Jones Boys**, and **Georgie Riddle**, also heard on the United label.

**Mae Boren Axton**, well-known writer of country and western music, who now makes her home in **Safford, Ariz.**, reports that her protegee, **Merlene Garner**, **Davco Records** artist, has been going over like a house afire at the **Matador Room** in **Safford**, her success there netting her a week's holdover. Following an engagement this week at the **National Jaycees Convention**, **Miss Garner** opens at **Riverside Ballroom**, Phoenix, Ariz., for **Ray Odum**, of **Station KHAT**, Phoenix, Ariz. She then goes to **Scottsdale** and **Tucson, Ariz.**, for personals before heading for appearances in California and Texas.

**Webb Pierce** is out with a new Decca LP, "Cross Country." . . . **Johnny** and **Jonie Mosby** are currently on tour of Oregon and Washington plugging their new Columbia release, "I'd Fight the World." . . . At long last the **Smokey Stover** and **Adrian Roland** releases have been issued by **Toppa Records**. **Smokey's** sides are "On the Warpath" b.w. "Sometimes You Just Can't Win," and **Roland's** are "The Same Old Fool" b.w. "Sweetheart to Friend." . . . **Hank and Ramona Hatfield** and their country music show, which operates out of **Kalamazoo, Mich.**, jumped into Nashville last week after completing a 20-day tour through Illinois, Indiana and Missouri. . . . **Tall Paul Charon**, who has been working as a sideman at "Grand Ole Opry," Nashville, made his first "Opry" tour last week with **Cousin Jody** through Kentucky. Paul formerly deejayed with **Smokey Rogers** at **XEGM**, El Cajon, Calif.

## NIGHT CLUB REVIEW

### Brenda's TNT Rocks Jersey Casino

**Brenda Lee**, known as "Decca's Miss Dynamite," turned out a solid booking venture last week for the Latin Casino, elaborate 1,700-seat nitery in the New Jersey suburbs of Philadelphia . . . a solid venture at least until the young performer threw her neck out of joint in her exuberant performance Tuesday (12) and had to retire to Camden Hospital for the rest of the week.

The accident, unfortunate as it was, both for the singer and the club management, attests to the kind of all-stops-out performance the youngster gives. For most of the 35-minute stint, she's romping and stomping the stage and tossing her head in a style that had her largely adult audience in an enthusiastic lather.

Working with an exceptionally talented male vocal and instrumental group, the **Casuals**, the four-foot-ten disk star opened with a rousing "Love Come Back to Me." Next up was "Everybody Loves Me But You," her current disk click, and "my three favorite songs," which included two more record hits and "All the Way." A flock of others followed, most of them on the up-beat side, and included a tribute to **Sophie Tucker**, and the rocker, "Kansas City." A brief moment of softness came with "I'll Be Seeing You."

The gal has learned much in her tender years but there are spots which could be strengthened. Much of her phrasing has a staccato like quality which should be smoothed to a more flowing style for easier listening and better comprehension of her lyrics. She would benefit, too, were the arrangements to de-emphasize the all-too-familiar triplet trademark of rock and roll. She's a big girl now, in the showbiz sense, and doesn't need this identification.

**Marty Keane** and the **ork** handled the scorings, triplets included, in a polished manner and in general, **Miss Lee** and her boys, the **Casuals**, rate bows, particularly for successfully following as professional an act as comic **Dick Shawn**.

REN GREVATT

## MGM Reactivates Cub Label

• Continued from page 6

of their respective fields." As evidence, he points to the talent rosters now under the MGM roof. The parent label includes **Connie Francis**, **Maurice Chevalier**, **David Rose**, **Hank Williams**, **Harry James**, **Conway Twitty**, **Joni James**, **Verve numbers** such jazz and comedy giants as **Ella Fitzgerald**, **Oscar Peterson**, **Gerry Mulligan**, **Dizzy Gillespie**, **Shelley Berman**, **Jonathan Winters**, **Jackie Mason**, **Count Basie**, **Louis Armstrong**, **Billie Holiday**, **Stan Getz**, **Jimmy Smith**, **Art Tatum** and **Charlie Parker**. **DDG's** releases include LP's by **Sviatoslav Richter**, **Dietrich Fischer-Dieskau** and **David Oistrakh**.

These three labels alone give MGM representation of 1,800 active LP's, compared with 400 on the MGM label four years ago. The **DGG** line probably will be kept at about 500 active items distributed in the U. S. Verve has about 700 and **MGM** currently about 600 active LP's.

Domestic sales of **MGM** and **Verve** show the rapid development of these lines. **MGM** is up 20 per cent over last year, with singles slightly ahead of 1961 and albums 30 per cent ahead. The **Verve** sales jump is even more spectacular, amounting to a 70 per cent leap over last year.

The **MGM** rise can be attributed to such LP's as the sound tracks from "King of Kings" and "El Cid," **Connie Francis'** "Irish" and "Never on Sunday" LP's, **David Rose's** "The Stripper," and the 21-Channel sound series. Hot singles have included **Richard Chamberlain's** "Dr. Kildare," **Sheb Wooley's** "That's My Ma" and "That's My Pa," **Connie Francis'** "Don't Break the Heart" and "Second Hand Love," and the single of "The Stripper."

**Verve** has been enlivened by the acquisition of **Jimmy Smith's** "Walk on the Wild Side" and the Quotations "Imagination" among singles, and such potent LP's as "Ella and Nelson Swing Gently," **Oscar Peterson's** "West Side Story," **Jimmy Smith's** "Bashin'" and the **Jackie Mason** comedy album.

Sound-track albums play a big role in assessing upcoming product, the coming fiscal year to include the release of "Lolita" in June, "Brothers Grimm" in August, "Mutiny on the Bounty" in October and "How the West Was Won" thereafter. Affiliation with the giant **MGM** film operation offers certain obvious advantages, but the disk wing also has picked up tracks

from other sources, such as "Walk on the Wild Side" from Columbia and "Brothers Grimm" from Cinerama.

**Maxin** took issue with **Goddard Lieberson's** theories of setting original-cast deals. **Lieberson**, in last week's **BMW**, described the trend to higher percentage deals as being uneconomic. **Maxin** feels that on the average, the current 17-18 per cent royalty deal provides about as much net profit as the alternative method of paying lower royalties but having a major cash investment in a show. Not every disk firm is able to afford such participation, he said, adding that his own company's investments are apt to be determined by the film potential of the property in addition to the inherent commercial appeal of the show and the cast album.

**Maxin** is especially proud of the new packaging **MGM** has introduced for the **DGG** product it is distributing. He said that **DGG** will likely adopt it for use in all English-speaking countries. On the **Verve** front, he is pleased that the label was able to have its face completely lifted, its pipelines unclogged, packaging changed and new artists added—all without alienating its distributors or making them feel the line was being put down.

The acquisition of major talent to bolster the present **MGM-Verve-Cub** rosters is the next likely development. The success for **Verve** of **Jimmy Smith** (nominally a **Blue Note** artist, on an exchange arrangement) makes this a prime objective.

Although he professes to be pro-club, **Maxin** stated that he does not think that "the well-being of **MGM** lies in the format of the **Columbia Record Club**," with which a deal had been set some months ago. He termed its voiding an "amicable separation," and stated he was perfectly satisfied with sales and the accounting given. He said merely that **MGM** prefers to "take our chances outside of the club, and marshal our forces on the retail front."

The largest single potential area of growth for the company is in international sales. Foreign sales for **MGM-Verve** are now 35 per cent ahead of 1961, with **Connie Francis** an outstanding favorite around the world. **Maxin** indicated possibility of cross-recording pacts with overseas talent of affiliated labels coming here to wax English efforts.



This Week	Last Week	By special survey for week ending 6/23	Weeks on Chart
Week	Week	TITLE, ARTIST, LABEL & NUMBER	Chart
1	1	SHE THINKS I STILL CARE, George Jones, United Artists 424.....	11
2	2	ADIOS AMIGOS, Jim Reeves, RCA Victor 8019.....	5
3	3	WOLVERTON MOUNTAIN, Claude King, Columbia 42352.....	8
4	7	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363.....	7
5	4	CHARLIE'S SHOES, Billy Walker, Columbia 42287.....	17
6	5	OLD RIVERS, Walter Brennan, Liberty 55436.....	8
7	6	P. T. 109, Jimmy Dean, Columbia 42338.....	10
8	8	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017.....	6
9	14	TAKE TIME, Webb Pierce, Decca 31380.....	4
10	9	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371.....	9
11	11	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967.....	24
12	26	THE COMEBACK, Faron Young, Capitol 4754.....	2
13	10	SHE'S GOT YOU, Patsy Cline, Decca 31354.....	17
14	16	I'VE JUST DESTROYED THE WORLD (I'm Living In), Ray Price, Columbia 42310.....	4
15	19	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377.....	4
16	21	MY NAME IS MUD, James O'Gwynn, Mercury 71395.....	10
17	17	HONKY-TONK MAN, Johnny Horton, Columbia 42302.....	11
18	29	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358.....	10
19	27	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721.....	5
20	—	CRAZY WILD DESIRE, Webb Pierce, Decca 31380.....	1
21	23	TOUCH ME, Willie Nelson, Liberty 55439.....	5
22	30	CHINA DOLL, George Hamilton IV, RCA Victor 8001.....	2
23	—	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418.....	1
24	12	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375.....	4
25	22	WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368.....	2
26	—	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034.....	1
27	—	THE LEGEND OF THE JOHNSON BOYS, Lester Flatt & Earl Scruggs, Columbia 42413.....	1
28	24	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955.....	2
29	—	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026.....	1
30	18	THE BEST DRESSED BEGGAR (In Town), Carl Smith, Columbia 42349.....	7

The pick of the new releases:

**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

Continued from page 20

**LOLITA**



Sound Track. MGM E 4050 ST—With the movie release of Lolita breaking around the country, this original sound-track recording by MGM looks like a natural. The music is composed and conducted by Nelson Riddle. The "Love Theme From Lolita," a beautifully haunting piece, is composed by Bob Harris, who incidentally collaborates with Riddle on many of the other bands. Album also has "Lolita Ya Ya," already out as a single by Sue Lyons (and others as well).

**Semi-Classical**

**SONGS OF ITALY**



Cesare Siepi. London OS 25305 — This lovely album spotlights some first-rate performances by Metopera star Cesare Siepi in a fine collection of Italian songs. They include "Voce E Nott," "Luna Nova," "Funiculi, Funicula" and "Piu Bella Del Mondo," all sung gloriously by the basso. With his new fame as the star of "Bravo Giovanni," this album could do very well.

**JOHANN STRAUSS: THE GYPSY BARON (2-12")**



Angel BL 3612 (S) — Johann Strauss' gay and tuneful operetta is given a lilting Viennese production, the first available in stereo. With Hilde Gueden heading a well-known cast that includes Karl Terkal and Erich Kunz, this set should enjoy widespread popularity, especially inasmuch as it contains some of Strauss' most inspired tunes. Complete libretto comes in the attractive boxed packaging.

**Classical**

**STRAVINSKY: THE FLOOD**



Columbia Symphony Orchestra and Chorus. Columbia ML 5757 (M); MS 6357 (S)—Side 1 of this LP contains the music from the Stravinsky ballet premiered on television this past Thursday. "The Flood" is a Biblical allegory that's based on the story of Noah and the Ark. Besides the TV airing, a first-rate cast containing such notable names as Laurence Harvey, Sebastian Cabot and Elsa Lanchester should add to the sales value of the album. The Columbia Symphony is co-conducted on the date by Robert Craft and the composer. The second side is taken up with Stravinsky conducting an electrifying performance of "The Mass," as played by the Columbia woodwinds and chorus.

**Country & Western**

**MISTER COUNTRY MUSIC**



Cowboy Copas. Starday SLP 175 (M) — Another fine country and western album recorded in Starday's Nashville studios by Cowboy Copas. A lot of the material is written by Copas himself and he's joined by his daughter Cathy on two of the bands. Material runs the gamut from heavy beat to slow ballad. Cover shows Copas performing on the stage in Nashville at Centennial Park. Should be another "pleaser" for his many fans.

**WEAPON OF PRAYER**



Louvin Brothers. Capitol T 1721 (M); ST 1721 (S) — Here is a standout album which cuts across the lines of sacred, folk and country material. The tunes have largely to do with war and the heartache of separation it brings between a serviceman and his loved ones. There is also much here to rouse a fervor of patriotism. Included are Ernest Tubbs' "A Soldier's Last Letter," Roy Acuff's "Searching for a Soldier's Grave," and Fred Rose and Gene Autry's "At Mail Call Today," plus a number of strong tunes by the Louvins themselves, including the new "The Great Atomic Power." Strong wax.

**MISTER WESTERN SWING**



Leon McAuliff & His Cimarron Boys. Starday SLP 171 (M)—Leon McAuliff and His Cimarron Boys turn in a fine flock of performances here on such Western classics as "Steel Guitar Rag," "Panhandle Rag," "Waterbaby Boogie," "Steel Guitar Chimes" and "Cimarron Rag." McAuliff infuses them with his inimitable Western dance band beat, featuring sock steel guitar work. A solid set for Western fans and one that could grab plenty of pop action as well.

**Polka**

**PIC-A-POLKA T.V. SHOW**



Frank Wojnarowski & Ork. Dana DL 1299 — A fine selection of Polish polkas with a few waltzes thrown in to break up the pace. Frank Wojnarowski and his orchestra have done a host of albums for Dana and this should be every bit as successful as those before. The material is danceable, listenable and just good fun. Lyrics done in both English and Polish.

Continued on page 32

**Reviews of New Albums**

Continued from page 20

pounding support throughout from Sam Butera and the Witnesses. Besides Butera, a number of the other Witnesses are featured. Prima fans might find a few dead spots in the set but Louis' "Ain't Misbehavin'," "Way Down Yonder in New Orleans," Sam's "All Night Long," and Louis' "St. Louis Blues" should keep 'em happy.

come through nicely on this salute to the great singing groups. The gals sing the songs made famous by the Mills Brothers, the Andrews Sisters, the Merry Macs, the Andy Kirk Trio, the Pied Pipers, the McGuire Sisters, etc. Good listenable wax that could grab air play.

**★★★★ CINDERELLA**

Jack (Happy Jose) Ross. Dot DLP 3429 (M); DLP 25429 (S)—Jack (Happy Jose) Ross has done well with his "Cinderella" single and there's no reason why this album with the same tune plus a host of other good bands shouldn't do the same. A Nashville-South American flavor is featured in much of the material and rhythm ranges from rock and twist to just plain swinging pop. Good wax that can grab jock play.

**★★★★ STERLING MOSSMAN AT THE BAREFOOT BAR**

Decca DL 4178 (M); DL 74178 (S) — Sterling Mossman, a Hawaiian policeman, performs nightly at the Barefoot Bar in Honolulu, and is one of Hawaii's top attractions. This waxing, recorded live at the Barefoot Bar, features Mossman singing and talking many of his favorite tunes, from "Yellow Bird," to "Manuela Boy." The increase in sales over recent years of Hawaiian albums should help this set grab action.

**★★★★ A SALUTE TO THE GREAT SINGING GROUPS**

The Clark Sisters. Coral CRL 57364 (M); CRL 757364 (S)—The Clark Sisters

**★★★★ I LOVE EVERYBODY**  
Dave Howard. Choro A-5 (M); AS-5  
Continued on page 32

**APRIL STEVENS & NINO TEMPO SWEET AND LOVELY**  
ATCO 6224  
ATCO RECORDS  
1841 B'way New York 23

new and great  
**"THE BIG LIE"**  
the  
**DUKE OF EARL**  
VeeJay #450

REALLY CLICKING!  
**"PARTY LIGHTS"**  
Claudine Clark  
C-1113  
Chancellor  
Distributed by ABC-PARAMOUNT RECORDS, INC.

**JAYE P. MORGAN**  
sings  
**"A HEARTACHE NAMED JOHNNY"**  
K-13076

**MGM Records**

It's a Smash!  
**ROCKIN' CHAIR**  
Bill Bryan and The Goldtones  
PIKE 5913  
Nat'l Distr. thru  
**JAY-GEE RECORD CO., INC.**  
318 W. 48th St., N. Y. 36

Another smash from  
**ACE CANNON**  
**"BLUES"**  
(Stay Away From Me)  
HI #2051  
One of the **LONDON GROUP** of Hit Labels

Our First Release on  
Cotton Town Jubilee by  
**SONNY WILLIAMS**  
(He's the greatest since the late and great Hank Williams)  
**A TEARDROP ON A ROSE**  
b/w  
**IF YOU'LL BE A BABY**  
#100  
Disk Jockeys: Write for Sample Copies!  
**COTTON TOWN JUBILEE RECORDS, INC.**  
P. O. Box 322, West Memphis, Arkansas

ADVERTISING IN  
**BUSINESSPAPERS**  
MEANS BUSINESS

**POLYMAX**  
PRESSINGS ADD A NEW SOUND DIMENSION  
You can actually feel this exciting new clarity and presence. This mystery material is 100% Anti-Static too.  
— CREATED BY —  
**RESEARCH CRAFT CORPORATION**  
1011 NO. FULLER AVENUE  
LOS ANGELES 46, CALIF.



The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 31

# SPECIAL MERIT ALBUMS

Jazz

LOU RAWLS SINGS; LES McCANN LTD. PLAYS STORMY MONDAY

Capitol T 1714 (M); ST 1714 (S)—This album is a neat teaming of the pop singing talent of Lou Rawls and the powerhouse jazz piano of Les McCann. The music on the set carries out the title theme with deep-rooted conviction. The blues are evident in all forms and tempos whether the tunes are in 12 bars or 32. "Taint Nobody's Business," "Muddy Water," "God Bless the Child" and "See See Rider" are highly commendable tracks.

## DEEP ROOTS



Lorez Alexandria. Argo 694 (M) — The fine, sensitive voice of Lorez Alexandria backed by John Young on piano, Vernel Fournier on drums and George Ekridge on bass makes this album a solid jazz selection. Material is moderate in tone — certainly not Dixieland but not way-out modern either — and ranges from nostalgic ballads like "Nature Boy" and Frank Loesser's "Spring Will Be a Little Late This Year" to more swinging material like "No Moon at All" and "It Could Happen to You." Cover by Chicagoan Don Bronstein has an excellent jazz feel.

## JAZZ IMPRESSIONS OF BLACK ORPHEUS



The Vince Guaraldi Trio. Fantasy 3337 — The alternately bright and brooding moods of the music from the film "Black Orpheus" are detailed with sensitivity and style by pianist Guaraldi and his rhythm section. This jazz version is a superior outing for the group and its vastly underrated leader. The four tunes from the score fill one side of the LP while standards and originals take up the other. Of these the Calypso-tinged "Cast Your Fate to the Wind" is a wonderful track indeed.

## Classical

## THE HOFFNUNG ASTRONAUTICAL MUSIC FESTIVAL 1961



Various Artists. Angel 35828—Lovers of classical music who also have a good sense of humor will get a big charge out of this disk, the third of a series started by the late British horn virtuoso, Gerard Hoffnung. Hilarious doings involve famed composers and musicians, and include take-offs on Beethoven and Handel and a travesty on 12-tone composition that may even finish that type of music for good. Good merchandise for classical dealers and for stores located near schools and colleges.

## Reviews of New Albums

Continued from page 31

(S)—Dave Howard makes a listenable debut on his first waxing for the label. He shows off a voice with unusually broad range, and a tremendous amount of enthusiasm for his work. His style is still in the formative stage, but he has individual touches here and there which, if developed, could turn him into a strong performer. Songs include some standards and a lot of originals like "I Love Everybody," "Evenin' Wearies," and "High and Dry."

★★★★ AVEC MOI A PARIS  
Maurice Larcange & His Accordions. London SP 44013 (S)—Here is a package with a nostalgic flavor, and with the accent on the Parisian musette sound. Maestro Larcange is much in evidence with his skillful playing of the musette accordion, but he is neatly abetted by bass viol, bass guitar, vibraphone and electric harp on the familiar melodies. Larcange is also heard on the concert and the electric accordions. The numbers are typical of the Parisian scene, and include "La Vie En Rose," "Pigalle" and "Under Paris Skies," all played with a great flair.

★★★★ DANCE AGAIN  
Edmundo Ros & Ork. London SP 44015 (S)—Edmundo Ros has been a consistent seller over the years and he should maintain his sales pace with this, his second LP in the Phase 4 series. As usual, the Ros band directs itself to stylish treatments in the Latin dance genre with sambas, tangos, merengues and rumbas all a part of the package. Set has appeal for the pure sound fanciers as well as dancers. Included are "Patricia," "Blue Tango" and "Cherry Pink."

★★★★ MEDLEYS IN THE MORGAN MANNER  
Russ Morgan & His Ork. Capitol T 1703 (M); ST 1703 (S)—Another in the label's series of LP's dedicated to the big bands of this and earlier days. The Morgan set joins others highlighting the Freddie Martin, Kay Kyser and Casa Loma bands, to mention a few, already on the market. This offering contains 10 medleys of three tunes each, played in the unmistakable Morgan manner, with an excellent hi-fi sound to boot. Good listening and it should appeal strongly to the over-30 dancers.

★★★★ 12 GREAT HITS  
The Thurl Ravenscroft Singers. Dot DLP 3430 (M); DL 25430 (S)—A most listenable program of choral readings of a flock of hit songs, many of them in fact, from the hit repertoire of Connie Francis. At least nine of the dozen selections, among them "Who's Sorry Now," "Everybody's Somebody's Fool," "My Heart Has a Mind of Its Own," "Lipsick on Your Collar," etc., were big ones for the thrush. Mixed chorus here employs effective unison work with harmony spots, against a good, bright ork background with triplets. Set should have a broad market.

★★★★ ONE ORDER OF BLUES  
Neil Wolfe. Imperial LP 9192 (M)—Pop piano stylists with a touch of classical training, such as Peter Nero, Joe Harnell and Don Shirley, may be leading the way to a whole new wave. Neil Wolfe belongs with the best of them. Adept at mixing a touch of the classics into brilliant versions of pop tunes, and supported by a rhythm group, he offers unbuttoned and fresh renditions of "It's All Right With Me," "Make Somebody Happy," "My Favorite Things" and "My Romance." Could grab the public fancy and become a big item.

### ★★★ MODERATE SALES POTENTIAL

★★★ THE PHANTOM GUITAR KING JORDAN PLAYS THEMES EVERYBODY KNOWS  
Coral CRL 57372 (M); CRL 757372 (S)

★★★ THE WHISPERING VOICES SING THAT MISTY FEELING  
Coral CRL 57413 (M); CRL 757413 (S)

### ★★★★ STRONG SALES POTENTIAL

## JAZZ LP'S

★★★★ ON THE JAZZBAND BUS  
Wingy Manone. Imperial LP 9190 — Joe (Wingy) Manone is as much a part of jazz as Basin Street, and he shows a touch and feel for "Dixie" that few who weren't actually a part of that era can match. This album has a fine selection of old-time favorites and the group is excellent. Wingy's dialog-intros should pull a lot of jockey play.

★★★★ JAMES MOODY ANOTHER BAG  
Argo LP 695 — Moody demonstrates two sides of his multi-faceted talents on this LP. The album contains tracks of driving tenor sax and flowing flute by the jazz vet. "Ally" is a firm demonstration of the for-  
(Continued on page 32)

## memo to broadcasters

The combined cooperation of The Billboard Music Week and the Record Industry now makes it possible for RSI to bring you the best in recorded music.

Now, you can make your record dollars more productive.

Now, through RSI you can get exactly the right singles and albums you need for your music programming. Get them fast . . . at prices that save you money . . . with an unconditional guarantee of complete satisfaction!

This un-matched RSI service is already enjoyed by over 1,150 radio stations. In the past year, subscribers received the best of the new releases—the "Spotlight Winners" selected by the Record & Music Staff of The Billboard.

They obtained singles on 83 different labels (including all the majors) . . . albums on 31 different labels. They drew heavily on RSI catalog services; made the happy discovery that every shipment from RSI contains only completely usable product!

### 10 Record Services in 18 Different Combinations!

Whatever type of music you feature, there's an RSI service that meets your requirements. (See box.) Each service represents a solution to a specific programming problem. A very satisfactory solution, broadcasters tell us (in writing, yet) after first-hand experience with RSI.

To make your record dollar more productive, just fill out and mail the coupon below. Now.

RSI, 1022 Yonkers Ave., Yonkers, N. Y.

Enclosed is payment for our subscription to the RSI services checked.

SINGLES	ALBUMS		(Monaural)		(Stereo)	
	52 wks	18 wks	12 mos	4 mos	12 mos	4 mos
"Hot 100"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
"Country"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CATALOGS	Monaural		Stereo		Send Catalog	
100 Easy Listening LP's	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
50 Original Cast Broadway Show LP's	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
50 Classics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
100 "Golden Hits"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

STATION CALL LETTERS

ATTENTION

COMPANY NAME

ADDRESS

RSI grants and reserves the right to cancel subscription services on a pro rata basis. It is a condition of this subscription that records supplied will be used for broadcast purposes only.

### 10 DIFFERENT SERVICES NEW ALBUM SERVICES (All Labels)

	MONAURAL	STEREO
1. Popular: Ten best of the new popular LP's issued each month . . . no Rock 'n' Roll	Annual Fee . . . \$150. —	\$180. —
Four Month Fee . . .	55. —	62. —
2. Classics and Light Classics: Ten best of the new Classical LP's issued each month	Annual Fee . . . \$150. —	\$180. —
Four Month Fee . . .	55. —	62. —
3. Jazz: Five best of the new Jazz LP's issued each month	Annual Fee . . . \$75. —	\$90. —
Middle Road . . . Commercial . . . Non-Ethereal Type	Four Month Fee . . . 30. —	32. —

### NEW SINGLES SERVICES (All Labels)

	REGULAR MAIL	VIA AIR
4. Hot 100: Ten new singles a week	Annual Fee . . . \$175. —	\$205. —
18 Week Fee . . .	60. —	70. —
5. Easy Listening: Six new singles a week (no Rock 'n' Roll)	Annual Fee . . . 110. —	140. —
18 Week Fee . . .	40. —	50. —
6. Country: Eight new singles every week plus two LP's a month	Annual Fee . . . 175. —	205. —
18 Week Fee . . .	60. —	70. —

### CATALOG ALBUM SERVICES\*

	MONAURAL	STEREO
7. Easy Listening (Instrumental Only)	100 LP's \$125. —	\$150. —
8. Original Cast Broadway Shows	50 LP's \$ 65. —	Not Available
9. Classics & Light Classics (Instrumental Only)	50 LP's \$ 65. —	\$ 75. —
10. "Golden Hits"	100 LP's \$125. —	Not Available

\*With a minimum order of 10 LP's you may select items at random. Price per LP on individual selection basis is: \$1.35 Each Monaural \$1.60 Each Stereo  
Individual selection permitted with minimum order of 10 LP's. Price per album: \$1.35 Monaural; \$1.60 Stereo.  
\*Regular mail. Domestic air-mail and foreign shipping costs on request.  
†No Rock 'n' Roll.



RECORD SOURCE, Inc.,

1022 Yonkers Ave., Yonkers, N. Y.



This Week	Last Week	By special survey for week ending 6/23 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	6
2	3	ANY DAY NOW, Chuck Jackson, Wand 122	7
3	2	DON'T PLAY THAT SONG, Ben E. King, Alco 6222	7
4	5	PLAYBOY, Marvelettes, Tamla 54060	5
5	6	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	6
6	4	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	9
7	11	I NEED YOUR LOVING, Don Gardner & Dee Dee Ford, Fire 508	3
8	7	SOLDIER BOY, Shirelles, Scepter 1228	11
9	15	I FOUND A LOVE, The Falcons, LuPine 1003	12
10	16	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	5
11	9	NIGHT TRAIN, James Brown, King 5614	10
12	14	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	4
13	17	I'LL TRY SOMETHING NEW, The Miracles, Tamla 54059	6
14	10	STRANGER ON THE SHORE, Mr. Acker Bilk, Alco 6217	7
15	30	TWIST AND SHOUT, Isley Brothers, Wand 124	2
16	18	LOVERS WHO WANDER, Dion, Laurie 3123	3
17	24	BOOM BOOM, John Lee Hooker, Vee Jay 438	2
18	—	HAVING A PARTY, Sam Cooke, RCA Victor 8036	1
19	29	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147	3
20	19	VILLAGE OF LOVE, Nathaniel Mayer, Fortune/United Artists 449	5
21	—	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	1
22	8	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	13
23	—	GRAVY, Dee Dee Sharp, Cameo 219	1
24	13	I SOLD MY HEART TO THE JUNKMAN, Blue Belles, Newtown 5000	5
25	—	WAH-WATUSI, Orions, Cameo 218	1
26	—	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220	1
27	12	SOUL TWIST, King Curtis, Enjoy 1000	19
28	—	BRISTOL TWISTIN' ANNIE, Dovells, Parkway 838	1
29	22	MY REAL NAME, Fats Domino, Imperial 5833	2
30	25	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147	2

Reviews of New Albums

Continued from page 32

mer and "Minuet in G" is an example of the latter. The seven tracks are all originals in a somewhat avant-garde groove, written mostly by Tom MacIntoch. Besides fine blowing by Moody, good choruses are contributed by Paul Serrano on trumpet and Kenny Barron, piano.

**BACK DOOR BLUES**  
Eddie (Cleanhead) Vinson. Riverside RLP 3502 — Vinson, one of the top r.&b. performers of another day, has a strong set here that might score with jazz fans as well as lovers of urban blues shouting. The album features Cleanhead's hard-hitting style against top-flight backing by the Cannonball Adderley Quintet. "Kidney Stew," "Person to Person," and "It Was a Dream" all display the virile Vinson singing style. In addition, he plays some alto sax on the instrumental "Arriving Soon."

**25 GOLDEN YEARS OF JAZZ, VOLS. I & II**  
Erskine Hawkins. Imperial LP 9192 & 9197 — In these two albums former big-band leader Hawkins and his combo pay tribute to some of the jazz style makers of the past. The trumpet player and his group have swing and bite and the material will stir a responsive note with listeners over 30. One of the top tracks is "After Hours," a salute to the late pianist Avery Parrish, who made the tune famous with Hawkins'

big band of the 1940's. Sides were recorded live in New York's Embers niter.

**THEMES AND THINGS**  
John Young Trio. Argo LP 692 — Mighty pleasant piano interlude from Young and bass-drums rhythm here. The lad has style and a good feeling for time. He intermixes jazz interpretations of movie themes with a few standards, a pop hit or two and a blues and comes up with a highly enjoyable pot-pourri. "Take Five," "My Romance," "Mr. Lucky," and "Weaver of Dreams" are fine examples of Young's smart, urban piano style.

**STRONG SALES POTENTIAL**

**CLASSICAL LP'S**

**VON KARAJAN CONDUCTS OVERTURES**  
Berlin Philharmonic Orch. Angel 35950 (S) — Five brilliant readings of opera overtures by Von Karajan and the Berlin Philharmonic. "The Flying Dutchman" and

"Lohengrin Prelude to Act I," should prove special favorites to listeners who wish to add top-flight versions of these works to their libraries. Nicolai's "The Merry Wives of Windsor," Weber's "Der Freischutz" and Mendelssohn's "The Hebrides (Fingal's Cave)" Op. 26, complete this set of eloquent, soaring and dramatic works.

**HOLST: THE PLANETS, OP. 32**  
Vienna Philharmonic Orch. (Von Karajan). London CS 6244 — This is an outstanding performance of Holst's "The Planets," by Herbert Von Karajan and the Vienna Philharmonic. With the work getting more exposure lately, it is certain that this fine version will be of interest to younger collectors, to whom Holst is as yet largely unfamiliar. The recording is excellent, and the cover is attractive as well.

**SPANISH SONG OF THE RENAISSANCE**  
Victoria De Los Angeles; Ars Musicae. Angel 35888 — Miss De Los Angeles offers a completely delightful program of Spanish songs resurrected from the 15th and 16th Century periods. As in the case of German lieder, the songs frequently present the artist with vocal challenges, yet they also have fine movement and melody and do not simply test the performer's artistry. A group of Barcelona artists, known as Ars Musicae, and featuring authentic instruments of the period like the tenor and alto fiddle and recorder, accompany the singer. A handsomely prepared, 20-page booklet of text and drawings also is included.

**THE GOOD HUMORED LADIES THE WISE VIRGINS**  
Concert Arts Orch. (Irving). Capitol P 8583 (M); SP 8583 (S) — Tommasini's arrangement of Scarlatti music into the "Good Humored Ladies" ballet, and the William Walton arrangement of Bach music into the "Wise Virgins" ballet are happily coupled in splendid performances. Robert Irving, one of the foremost conductors of ballet music, does nobly by the works which benefit greatly from this, their first stereo etching.

**STAINER: THE CRUCIFIXION**  
Richard Lewis, Owen Brannigan. London OS 25333 — This is one of the few versions now available here of this work, which is traditionally performed in England at Christmas and during the pre-Easter period as well. The 19th Century composition features as tenor and bass soloists Richard Lewis and Owen Brannigan, respectively, with a college choir and organ offering support. The soloists have brilliant reputations, and this should help move the LP.

**STRONG SALES POTENTIAL**

**SPECIALTY LP'S**

**COUNTRY & WESTERN**

**THE FABULOUS STEEL GUITAR SOUND OF PETE DRAKE**  
Starday SLP 180 — Peter Drake turns out a pleasant assortment of country instrumentals for his first solo album. Drake first attracted attention with his steel guitar sound on recordings by such stars as Roy Drusky, George Hamilton IV, Webb Pierce, Red Sovine and others. Titles include "Oriental Twist," "After Hours" and "Galaxie."

**GOLDEN STEEL GUITAR HITS**  
Jimmy Day with the Merry Melody Singers. Philips PHM 200-016 (M); PHS 600-016 (S) — Jimmy Day, steel guitarist and leader of the Ray Price band, bows on records as a soloist with this fine new country set. Day shows off his steel guitar work with such favorites as "Steel Guitar Rag," "Panhandle Rag," "Texas Playboy Rag," and "Boot Heel Drag." He plays them mightily well and the set indicates much more will be heard of Jimmy Day.

**ALL ABOARD!**  
Various Artists. Starday SLP 170 — This package is not unlike a sampler, in that it contains selections by a bevy of different artists in the Starday stable. The unifying feature is the spotlight on train songs and blues, obviously a topic rich in song lore. Featured are such as "Casey Jones" by Jim Glaser, "Choo Choo Comin'" by the Stanley Brothers, "Country Express" by Wayne Raney, "Wabash Cannonball" by Moon Mullican and other great sides. A fine package and lovers of the real McCoy should go for it.

**AL "PISTOL PACKIN' MAMA" DEXTER SINGS AND PLAYS HIS GREATEST HITS**  
Capitol T 1701 (M); ST 1701 (S) — A name from the past returns here after a spell of retirement, in the person of singer-songwriter, Al Dexter, cleffer of "Pistol Packin' Mama." With a westernish kind of combo backing, Dexter sings this and 11 other of his own tunes, some of which were also hits of some substance. Titles include "Guitar Polka," "Rosalia," "So Long Pal" and "New Broom Boogie."

**STRONG SALES POTENTIAL**

**C & W LOW PRICED**

**MORE COUNTRY MUSIC SAMPLERS**  
Various Artists. Starday SLP 178 — A generous sampling of material from the Starday album catalog of country artists, both sing-

ers and comedians. Included in the all-star cast are Cowboy Copas, George Jones, Bill Clifton, Justin Tubb, Lew Childre and numerous others. There are 14 tracks in all. The \$1.98 price should make the package doubly attractive to buyers.

FOLK

**I'LL TELL MY MOTHER!**  
The Catch Club. Capitol T 1726 (M); ST 1726 (S) — The Catch Club is a vocal trio that specializes in catches, glees and rounds. These were recorded live at the Ash Grove in Los Angeles. Pleasant performances, although they use material that is perhaps more innocent than customary for this type of music or that seems promised by the title. The LP should benefit from increasing interest in this type of song and from live appearances by the trio.

SPOKEN WORD

**SIR MICHAEL REDGRAVE**  
Spoken Arts 828 — One of the celebrated performers of the era turns away from his more customary Shakespeare mold to a series of dramatic readings from the extensive Chekhov library. Here is the rambling dissertation, "The Harmfulness of Tobacco"; "The Transgression," a story with an ironical twist; and "The First Class Passenger," a monolog occupying all of Side 2. Sir Michael's is a stimulating treatment, which students of the drama will find rewarding.

INTERNATIONAL

**FINNISH FOLK SONGS**  
Laulu-Miehet Male Choir. Capitol T 10315 (M); ST 10315 (S) — This is an album that should stir the heart of every person with Finnish ancestry. The 12 folk melodies included are sung by a male chorus, 85 voices strong, that can come down to an even, liquid whisper as well as shake the rafters. The music has a bittersweet quality and basic simplicity that is most attractive. The chorus' reading of the Finnish national anthem "Finlandia" is worth the price of the album alone.

ITALY

Roger Laredo & Ork. London SP 44014 (S) — Robert Laredo and his ork play a collection of familiar Italian tunes with style and persuasiveness on this bright new waxing. The arrangements have been made for stereo and they are most effective on such items as "Come Back to Sorrento," "Anema E Core," "Ciao Ciao, Bambino," and "Arrivederci Roma," as handled by the Laredo band. A set that is sure to grab attention in both the pop and international market. It's a strong item for stereo bugs too.

ITALIAN-AMERICAN FAVORITES

Enzio Lembo. Coral CRL 57396 (M); CRL 757396 (S) — Enzio Lembo, one of today's top Italian singing stars, could increase his audience in the U. S. as a result of this attractive new album. The chanter sells a flock of romantic efforts with warmth and persuasiveness. They include "Ciao Ciao Bambino," "Arrivederci Roma," and "Traveling Down a Lonely Road," the theme from "La Strada."

BAYANIHAN SINGS!

Various Artists. Monitor MF 372 (M); MFS 372 (S) — The colorful Bayanihan dance company from the Philippines charmed U. S. audiences in both live and TV appearances, and this third LP should equal or exceed the popularity of its predecessors. The group's members show their youthful joy in the performances of the 20 folk, novelty and exotic selections, which feature lovely solo as well as unison singing. One can hear the exuberant spirits of the group clearly. Included is a novel version of "Deep in the Heart of Texas."

CHILDREN'S

**JUST SO STORIES BY RUDYARD KIPLING, VOLS. I & II**  
Jill Balcon, Robert Speaight. Spoken Arts 823 & 824 — Two new sets, representing an interesting Kipling project for the youngsters. Readers of the selections are Robert Speaight and Jill Balcon, both well known in British drama circles. Both have much expressiveness as they read such classic items as "How the Whale Got His Throat," "How the Camel Got His Hump," "How the Leopard Got His Spots" and "The Elephant's Child." Both contain the same clever cover drawings of the animals taken up in the poems. Though some American tots may well prefer more animated treatments of such material, with more production, these are nonetheless artistic and should enjoy a market in the class stores.

**MODERATE SALES POTENTIAL**

JAZZ

**JAZZ AT THE METROPOLE**  
Sol Yaged & Coleman Hawkins. Philips PHM 200-022 (M); PHS 600-022 (S)

CLASSICAL

**NOYE'S FLUDDE**  
Benjamin Britten. London OS 25331

**SCHUMAN: QUARTET IN A MAJOR; STRAVINSKY: THREE PIECES**

(Continued on page 34)

LIMITED TIME OFFER!  
VOLUME 2  
98 MONO STEREO  
BONUS PRE-PAK  
FULL DEALER MARKUP!

MORE BEST OF THE PHENOMENAL  
**DUKES OF DIXIELAND**  
Mata, APLP 1964 • Stereo, APSP 8996  
• 10 MONO • 10 STEREO  
• 2 FREE STEREO

A GEM!  
Bobby Lord  
**THE PRECIOUS JEWEL**  
HICKORY 1169

HEADED FOR HITSVILLE!  
**CHARLIE RICH EASY MONEY**  
b/w MIDNITE BLUES  
Phillips Int. #3576  
639 Madison Memphis, Tenn.

America's Largest and Oldest  
ONE-STOP RECORD SERVICE!  
**45 RPM 60c**  
ALL LP'S--REGULAR DISTRIBUTOR  
WHOLESALE--NOTHING OVER  
SAME DAY SERVICE  
The MUSICAL SALES COMPANY  
The Musical Sales Bldg.  
Baltimore 1, Maryland

BRAND NEW VERSION  
**IVORY TOWER**  
Cathy Carr  
Laurie 3133

Broke Wide Open:  
N. Y., New Jersey, Penna., Fla.  
**"IF I SHOULD LOSE YOU" DREAMLOVERS**  
End #1114  
Gone Recording Corp.  
1650 Broadway, New York, N. Y.

GUY MITCHELL'S  
COT A BIG HIT!  
**CHARLIE'S SHOES**  
Joy 264  
JOY RECORDS  
1619 B'way, N.Y. 19 N.Y.



# ● Reviews of New Albums

● Continued from page 33

**FOR STRING QUARTET**  
Quartetto Italiano, Angel S 35733

★★★ RAVEL: QUARTET IN F; MOZART: QUARTET IN G MAJOR, K. 156  
Quartetto Italiano, Angel S 35732

## COUNTRY & WESTERN

★★★ MONITOR PRESENTS JACK ELIOT: RAMBLIN' COWBOY  
Monitor MF 379

★★★ COUNTRY GUITAR  
The Cotton Pickers, Phillips PHM 200-025 (M); PHS 600-025 (S)

## LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the **BMW Reviewing Panel**. LP's are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

**THREE-STAR** albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential are listed following the Three-Star albums.

**SPECIAL MERIT SPOTLIGHTS**, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All LP's intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

## FOLK

★★★ THE HEIGHTSMEN  
Imperial LP 9196

★★★ THE MUSIC OF ROSCOE HOLCOMB & WADE WARD  
Folkways FA 2362

## LATIN AMERICAN

★★★ VIVA MONGO!  
Mongo Santamaria & Ork. Fantasy 3335

## SACRED

★★★ I BELIEVE IN MIRACLES  
Mary Jayne, Capitol T 1722 (M); ST 1722 (S)

## RELIGIOUS

★★★ ROGER McNEELY SINGS HYMNS  
Family Altar FALP 119

## SPECIALTY

★★★ IN THE SKIN WITH ME  
Dennise Norwood, Dennise DDA 101

## INTERNATIONAL

★★★ GERMANY'S GREAT WOLFGANG SAUER  
Capitol T 10307 (M); ST 10307 (S)

★★★ MUSIC OF LATVIA  
Various Artists, Monitor MF 382

## LIMITED SALES POTENTIAL

**ORGAN AND DRUMS**  
Earl Bostic, Florida BLP 101 (M)

## INTERNATIONAL

**THE RAGAS OF INDIA**  
Dr. B. R. Deodhar, Folkways FL 8368

## SPIRITUAL

★★★ KEEP WALKING  
Wendy Bagwell & Sunliters, Skylite SRLP 5991

★★★ THE RANGERS SING I BELIEVE AND 11 OTHER GOSPEL SONGS  
Skylite SRLP 5992

# Response in East Is Mingled

● Continued from page 5

shows recognition not only of the distrib function in supplying disks to outlets, but also in promoting LP's and singles from their initial release date, and getting them started as hits.

Columbia's Bill Gallagher, marketing chief at the firm, said: "As a catalog house we can't afford to go along with the idea. We need the record stores, both the old-line stores and the discount chains like Korvettes. These people handle our catalog; rack jobbers in many cases, won't. Beyond that, we must support the areas of the business that help make the hits. A distributor with his local contacts, sales promotion and publicity, and his salesmen, make hits.

"Considering all the services a distributor performs, whether he's a branch or an indie—and we have both—I don't know why we should grant rack jobbers the same privileges we extend to distributors. We tried selling product direct to racks at one time with Harmony but found it didn't work out. Rackers do a lot of business, with us and

with everybody else, but we'll continue working through distributors and branches. The distrib is too important to us to cut him down like this."

A spokesman for RCA Victor said that the firm was continuously studying all methods of distribution. He pointed out that the rack-er is a factor in any distribution study. "Relationships between rack jobbers and distributors is a particularly complex matter," he said. "As of now we have come to no conclusions which would alter or change our existing methods of distribution."

Arnie Maxin, head of MGM, said that "MGM will deal with rack jobbers individually." He pointed out that the firm has no serious objections to the rack jobber proposal. He said that MGM already is operating in this manner in some instances, using the distributor as a drop-shipping location and giving them an over-ride on their price for handling rack jobber orders. He said he did not know whether the distributors were then selling to rack jobbers at regular distrib prices, saying it was a matter between distributors and racks. He said: "If a rack jobber is financially solvent there is no reason why a deal cannot be worked out."

Sam Clark, president of ABC-Paramount Records, said that his firm had been trying for the past month "to find an intelligent way to sell rack jobbers and yet maintain a correct relationship with distributors." Rack jobbers are an important outlet for product, said Clark, but he pointed out that so were distributors. "We are working on a

## GOING STRONG!

# STATE FAIR

The best selling instrumental album

by **SONNY LESTER**

FOX #3057  
(SFX #3057)

## 20th FOX RECORDS

1721 B'WAY N. Y. 19, N. Y.

# Hits of the World

● Continued from page 14

- 5 5 SAN'T AT LIVET—Anita Lindblom (Fontana)—Sweden Music
- 6 6 DREAM BABY—Roy Orbison (London)—Acuff-Rose, Scandia
- 7 7 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Stockholms Musikproduktion
- 8 8 THE YOUNG ONES—Cliff Richard (Columbia)—Musikk-Huset A/S
- 9 10 SPEAK TO ME PRETTY—Brenda Lee (Brunswick)—Bens Music A/B
- 10 — SCHWARZE ROSE ROSE-MARIE—Peter Kraus (Polydor)—Carl M. Iversen A/S

## PERU

(Courtesy La Prensa, Lima)  
\*Denotes local origin

- | This Week | Last Week | Title   |
|-----------|-----------|---|
| 1         | 2         | NORMA—*Gustavo (Hit); Moreno (Sono Radio)                       |
| 2         | 3         | MUNECO DE TRAPO—Hector Cabrera (Kubaney)—Gene Pitney (UA)       |
| 3         | 2         | PUEBLO SIN COMPASION—Gene Pitney (UA)                           |
| 4         | 5         | THE JET—Chubby Checker (Odeon)                                  |
| 5         | 4         | DALE-DALE—Manolo Munoz (Musart)                                 |
| 6         | 6         | MULTIPLICATION—Bobby Darin (Atco); Gustavo H. Moreno (S. Radio) |
| 7         | 7         | MOON RIVER—Carmen Cavallaro (Decca)                             |
| 8         | 8         | TWISTIN' USA—Chubby Checker (Odeon)                             |
| 9         | 9         | UN POCO MAS—Lucho Gatica (Odeon)                                |
| 10        | 10        | PERFUME DE ROSAS—Cortijo y su Combo (Gema)                      |

## PHILIPPINES

- | This Week | Last Week | Title  |
|-----------|-----------|--|
| 1         | 1         | HIGH NOON—Connie Francis (MGM)—Mareco                  |
| 2         | 8         | MOON RIVER—Henry Mancini (RCA)—Filipinas               |
| 3         | 2         | SOUTH PACIFIC—The Rockyfellers (Parkway)—Dyna Products |
| 4         | 3         | SEND SOMEONE TO LOVE ME—Steve Lawrence (UA)—Mareco     |
| 5         | 4         | GOOD LUCK CHARM—Elvis Presley (RCA)—Filipinas Record   |
| 6         | 5         | MASHED POTATOES—Sidney Sharp (Warner Bros.)—Mareco     |

## Moment Arrives

● Continued from page 4

consel's report from Sigmund Steinberg. Executive Secretary Jordan Ross will then read his report and there will be discussion from the floor of old business. Winners of the first annual ARMADA awards will follow that.

The high drama of the meeting will then take place, when, at approximately 11:30, a discussion of new business will begin. After a break for lunch, a general discussion period will be held followed by symposiums through the afternoon. Ferrante and Teicher will perform at the annual banquet which kicks off at 7:30 p.m.

plan that we hope will be compatible for both," Clark said.

### Nothing Changed

A spokesman at United Artists said that the firm would do nothing to change its current distributor relationship.

London Records Joe Bott, firm's national sales manager, said "I don't know which manufacturers are weighing this plan, but we certainly are not. We told Jules Malamud of NARM in Florida that we've always worked through distributors and we always will.

"We've got 1,500 LP's and the racks stock 1 per cent of them. They also do no promotion whatsoever. We need our distributors and we intend to keep working with them."

From the distributor side reaction was mainly negative. Feeling was that once they let the selling power out of their hands, they would get cut out of the over-ride in short order.

- 7 6 THAT'S OLD FASHIONED—Everly Bros. (Warner Bros.)—Mareco
- 8 — LET ME IN—The Sensation (Vista)
- 9 — DEAR LADY TWIST—Charlie (Hoss) Singleton Combo (RCA)—Filipinas
- 10 — STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)—Filipinas

## SOUTH AFRICA

(Courtesy Radio So. Africa & Lourenco Marques)

\*Denotes local origin

- | Week This | Title  |
|-----------|--|
| 1         | GOOD LUCK CHARM—Elvis Presley (RCA)—Aberbach                     |
| 2         | WHEN YOU ASK ABOUT LOVE—*Jackie Frisco (Rave)—Acuff-Rose         |
| 3         | AFRIKAAN BEAT—Bert Kaempfert (Polydor)—Aberbach                  |
| 3         | BALLAD OF THE SOUTHERN SUBURBS—*Jeremy Taylor (Gallo)—M.P.A.     |
| 4         | FORGET ME NOT—Eden Kane (Decca)—Essex                            |
| 4         | LIKE I DO—Nancy Sinatra (Reprise)—Manning                        |
| 5         | NORMAN—Sue Thompson (Continental)—Acuff-Rose                     |
| 6         | I UNDERSTAND—The G-Clefs (London)                                |
| 7         | TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore            |
| 7         | JOHNNY & THE MERMAID—*Johnny Kongas and the G-Men (RCA)—Southern |
| 8         | LESSONS IN LOVE—Cliff Richard (Columbia)                         |
| 9         | HALFWAY TO PARADISE—*Peter Lois (Renown)—Kirschner               |
| 9         | THE YOUNG ONES—Cliff Richard (Columbia)                          |
| 10        | LOVE ME WARM AND TENDER—Paul Anka (RCA)—Spanka                   |

## SPAIN

(Courtesy Discomania)  
\*Denotes local origin

- | This Week | Last Week | Title   |
|-----------|-----------|---|
| 1         | 1         | LOVE ME WARM AND TENDER—Paul Anka (RCA)—Hispavox        |
| 2         | 2         | PERDONAME—Duo Dinamico (Voz Amo)—Del Sur                |
| 3         | 4         | EL TERCER HOMBRE—Duo Dinamico (Voz Amo)—Del Mundo       |
| 4         | 8         | DIME POR QUE—Duo Dinamico (Voz Amo)—Del Sur             |
| 5         | 6         | DANCE ON LITTLE GIRL—Paul Anka (Hispanovox)—Hispanovox  |
| 6         | —         | ET MAINTENANT—Gilbert Beaud (Voz Amo)                   |
| 7         | 7         | LINDA MUCHACHITA—Connie Francis (Hispanovox)—Hispanovox |
| 8         | 5         | BALDA DE LA TROMPETA—Los 5 Latinos (Columbia)           |
| 9         | —         | EL NOVIO DE OTRA—Connie Francis (Hispanovox)—Hispanovox |
| 10        | —         | HIT THE ROAD JACK—Ray Charles (Hispanovox)—Re-Do-La     |

## UNIQUE LIMITED EDITION

Collectors' Item  
MEMORIAL TRIBUTE TO



## ARTURO TOSCANINI

Featuring the Maestro's inimitable comments during rehearsals of the NBC Symphony in Mozart's "Magic Flute Overture," Beethoven's "Symphony No. 9," Verdi's "La Traviata" (with commentary by Marcia Davenport). This priceless LP—not available commercially—will be sent to you without cost when you help aged and needy professional musicians by sending this ad with a contribution of \$25 or more to the

## MUSICIANS' FOUNDATION

131 Riverside Drive, New York 24, N. Y.  
Telephone TR 3-0848  
Tax Purposes

(Note: No Broadcast Use May Be Made of This LP)

## DISTRIBUTORS RACK JOBBERS ONE STOPS RETAILERS DISCOUNT OPERATORS

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quantity of factory new records (not used), 33 1/3's, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

SEND FOR FREE CATALOG OF ALL MERCHANDISE AVAILABLE

## HAM-MIL TRADING CORP.

1520 N. Broad St., Philadelphia 21, Pa.  
Phone: POplar 3-0585

## Brand New Single!

**JOEY DEE**  
and the Starliters

# 'EVERYTIME'

PART I

R-4431

## ROULETTE RECORDS

1631 BROADWAY N.Y.C., N.Y.

## BREAKOUT!

# "REAP WHAT YOU SOW"

**BILLY STEWART**

Chess #1820

## Steamin'!

# The Theme from 'MY GEISHA'

by

**STANLEY PAUL**

Coral #62318

# JAMIE

The Nation's Next  
Number 1 Record!

# YOU'LL LOSE A GOOD THING

BARBARA LYNNE

Jamie #1220

## GUYDEN

RECORDS 1330 W. Girard Ave  
Phila. 23, Pa. CB 2-3333

## Mills' HIT REMINDERS

# I SOLD MY HEART TO THE JUNKMAN

THE BLUEBELLS ON NEWTOWN

# THAT'S MY DESIRE

THE SENSATIONS ON ARGO

# MA

(SHE'S MAKIN' EYES AT ME) SIRAVO and ORCH. on AD LIB

MILLS MUSIC, INC.

1619 Broadway New York 19

## RECORD PROCESSING AND PRESSING

45 R.P.M.—33 1/3, R.P.M., any quantities. Complete Record Service.

Includes Labels—Processing—Masters.

Send your tape—we do the rest!

SONG CRAFT 1650 Broadway New York 19, N. Y.





# SPECIAL MERIT SINGLES

Continued from page 21

## Pop Disk Jockey Programming

NICK PERITO ORK

★★★★ JUST FOR TONIGHT (Famous, ASCAP) (2:23)  
United Artists 473

## Reviews of New Singles

Continued from page 21

### ★★★★ STRONG SALES POTENTIAL

singers here. Side features harmonica, piano and string effects. It's handled in a soft easy style. (Paramount, ASCAP) (2:11)

#### BILLY DUKE

★★★★ Show Me the Way to Go Home—CAPITOL 4784—Billy Duke, who made a bit of stir with "Walkin' Cane" on the 20th Fox label, makes his Capitol debut with a spirited performance of a driving version of the oldie. Good side. (Campbell-Connelly, ASCAP) (1:54)

★★★★ New Orleans—Catching effort is sold neatly by the singer, over happy backing by the ork and combo. Flip is a bit stronger. (Damian, ASCAP) (2:27)

#### GLENN CAMPBELL

★★★★ How Do I Tell My Heart Not to Break—CAPITOL 4783—The chanter bows on the label with an attractive performance on a pretty country woeper that shows off his stylish voice. Side could grab action if exposed. Disk builds all the way. (American, BMI) (2:07)

★★★★ Too Late to Worry—Too Blue to Cry—Another strong hunk of material, penned by Al Dexter, is handed a solid performance by the singer, over large ork and chorus support. Two fine sides.

#### JAMES BROWN AND THE FAMOUS FLAMES

★★★★ Shout and Shimmy—KING 5657—There's a good feeling to this side. Brown preaches the lyric with power and a great beat while the Flames burn with the bright spirit. (Lois, BMI) (3:00)

★★★★ Come Over Here—Here's a tune that moves right along on a blues beat. The side not only features some impassioned singing by the lad but fine alto sax work and a rolling eight-to-the-bar beat. (Wista, BMI) (2:41)

#### WANDA JACKSON

★★★★ Between the Window and the Phone—CAPITOL 4785—A touching weeper receives a country-oriented reading from the thrush while the ork plays prettily behind her. She sells it with heart and disk could grab exposure. (Hit-Way, BMI) (2:17)

★★★★ I Misunderstood—The lass sells a tender ballad with much heart, supported warmly by a pretty ork arrangement. Worth spins. (Central, BMI) (2:26)

#### IKE AND TINA TURNER

★★★★ You Should've Treated Me Right—SUE 765—Slick jaz opening sets the mood into a strong rhythm feel on this side. Tina takes much of the vocal work supported by fem vocal group. (Saturn, BMI) (3:15)

★★★★ Sleepless—The girl's in a screaming mood as she wails the blues-oriented tune here. She is backed by smooth combo and chorus of chicks. (Saturn, BMI) (2:30)

#### SANTO AND JOHNNY

★★★★ Step Aside—CANADIAN-AMERICAN 141—The group has a fine easy side here. The blues instrumental is handed a lovely sounding non-amplified sound that floats in a medium tempo beat. (Trinity, BMI) (2:07)

★★★★ Three Caballeros—The old Andrews Sisters with Bing Crosby hit of so many years ago is handed a bright up-to-date reading by the boys. It's got a Latin flavor with some mighty fancy guitar pickin'. (Peer Int'l, BMI) (1:55)

#### LENNY WELCH

★★★★ Congratulations, Baby—CADENCE 1422—A soulful reading of top teen item from the lad on this side. It's a rockaballad with male vocal group backing. (Atlantic, BMI) (2:18)

★★★★ Ebb Tide—Here's an item that can be played by most any station across the nation. The lad handles the lyric of the now standard with feeling against backing of strings and voices in high, wide and handsome style. (Robbins, ASCAP) (2:30)

#### SHIRLEY AND LEE

★★★★ My Last Letter—IMPERIAL 5854—The duo does a bang-up job on this rockaballad. It features a very slow beat with excellent combo backing. (Travis, BMI) (2:23)

★★★★ I'm Old Enough—The two partners trade the lyric lines on this pledge of love that's taken in a jumping medium tempo. Interesting combo backing and good beat could make it go. (Travis, BMI) (1:54)

#### THE KALIN TWINS

★★★★ Trouble—DECCA 31410—The boys have a smart rockaballad here that should bring them to attention. Side features bright brass work in Tex-Mex style and infectious rhythm. (Metric, BMI) (2:05)

★★★★ A Picture of You—This side is a quick-stepping country type item. Strong singing from the boys, against a fem chorus backing, is enhanced by some good guitar work with piano highlights. (Ludlow, BMI) (2:08)

#### THE DUPREES

★★★★ Take Me as I Am—COED 569—Here's a wildly sung rockaballad that's chanted by the lead with much feeling. The boys back him up in sympathetic fashion as the combo supplies an easy beat. (Winston, BMI) (2:47)

★★★★ You Belong to Me—Unique sound in the backing here has a Glenn Miller-like sound. The group interprets the standard in contemporary fashion and in a rockaballad style. (Studio-Ridgeway, BMI) (2:39)

#### KAI WINDING

★★★★ Baby Elephant Walk—VERVE 10258—Hard-swinging reading of the flick tune by trombonist Winding with his trombone choir and organ. Side moves right along picking up momentum as it goes. Might be one to watch. (Famous, ASCAP) (2:30)

★★★★ Experiment in Terror—The theme from the flick is given powerful reading here. The electric organ plays an important part in the proceedings, while trombones set a mysterious mood. (Southdale, ASCAP) (2:18)

#### WALLY WIGGINS

★★★★ Little Old Lady Who Lived in a Shoe—MERCURY 71953—Familiar old children's story gets modern treatment. The "Little Old Lady" is now a hippy-twister who rocks with the children all night long. The kids could rock right along with her to put this disk across. (Vogue, BMI) (1:55)

★★★★ Habit of Lovin' You—Strong Nashville flavor to this Twist-tempo rocker. Vocal has appealing teen-age quality. Echo chamber adds pleasant flavor. Good chorus, too. (January, BMI) (2:01)

#### ROY HAMILTON

★★★★ Climb Ev'ry Mountain—EPIC 9520—Here's the fine tune from Rodgers and Hammerstein's "Sound of Music," done with great feeling by Hamilton against a concerto piano backing. This one builds to a rousing crescendo. (Williamson, ASCAP) (2:50)

★★★★ I'll Come Running Back to You—A pleasant ballad performance, done in pleasant tones by Hamilton. Side builds nicely with piano triplets and fiddles filling in neatly. (Big Billy, BMI) (2:52)

#### WAYNE KING

★★★★ The Hawaiian Wedding Song—DECCA 25565—Dreamy reading of the Andy Williams hit of a couple of years ago is a potent juke box and easy listening item. The side shows off sweeping strings and trombone work from the ork. (Pickwick, ASCAP) (2:47)

★★★★ Neapolitan Nights—Here's another perfect soft music track. The band gives the standard a wide, lush reading to a three-quarter time beat. (Fox, ASCAP) (2:01)

#### DAVID CARROLL & ORK

★★★★ Say Auf Wiedersehn—MERCURY 71994—A mighty pretty melody here, in waltz tempo and full of a nostalgic feel. The chorus sings it nicely against the twin sax harmony sound. Fine programming item and one that could make a noise. (Dorsey, ASCAP) (2:18)

★★★★ Oh! Carol—This was once a hit for Neil Sedaka and here's the Carroll ork with a rhumba rock instrumental arrangement. Also has a good sound. (Aldon, BM) (2:10)

#### MR. TRUMPET!! DICK RUEDEBUSCH

★★★★ My Funny Valentine—JUBILEE 5425—Popular old standard gets lush treatment by beautifully played trumpet. Big orchestra backing plus lots of nice strings. (Chappell, ASCAP) (2:28)

★★★★ Autumn Leaves—One of Mercer's best gets an excellent reading here. Treatment is lush in the main but a little Dixie riff in the middle is a nice change of pace. (Ardmore, ASCAP) (2:00)

#### BOBBY LEWIS

★★★★ I'm Tossin' and Turnin' Again—BELTONE 2023—Bobby Lewis returns to the scene of his first hit with a sock performance of a swinging effort that could turn into a big one. It goes—watch it. (Lescay, BMI) (2:35)

★★★★ Nothin' But the Blues—(Lescay, BMI) (3:05)

#### BONNIE LOU

★★★★ Twenty Four Hours of Loneliness—TODD 1073—Some mighty fine singing on this country tune. Distinctive sound of the disk comes from strong rhythm and male choral effects. (Copar-Forrest, BMI)

★★★★ Be Tender—(Red River, BMI) (2:21)

#### THE BROOK BROS.

★★★★ Too Scared—LONDON INT. 10515—He's the bashful type and too scared to seek a kiss at the movie show or even afterward. It's cute, teen-styled material and the boys handle it stylishly. Two pleasant sides. (Sydney Bron, ASCAP) (1:50)

★★★★ Tell Tale—(Rose Hill) (2:00)

#### HANK BALLARD AND THE MIDNIGHTERS

★★★★ I Want to Thank You (From the Bottom of My Heart)—KING 5655—The

JUNE 23, 1962

BILLBOARD MUSIC WEEK 35

gospel beat in a ballad setting is very much in evidence on this Ballard side. The tune is sung with style while vocal group adds backing. (Sonlo, BMI) (2:32)

★★★★ Excuse Me (I Think I've Got a Headache)—(Briarcliff, BMI) (2:28)

#### THE TEE BIRDS

★★★★ St. Louis Blues—BINGO 1000—This is somewhat on the Bill Black kick as the group runs through the standard in nice instrumental fashion, sparked by horn and drums. (Handy Bros., ASCAP) (2:20)

★★★★ Foggy River—(Milene, ASCAP) (2:21)

#### MARTIN DENNY

★★★★ A Taste of Honey—LIBERTY 55470—Haunting instrumental interpretation of the tune here is splashed with jazz feeling and great piano work. It's fine jockey programming record. (Songfest, ASCAP) (2:58)

★★★★ The Brighter Side—(Metric, BMI) (1:50)

#### RALPH BENDIX

★★★★ Babysittin' Boogie—ABC-PARAMOUNT 10340—This was a big hit in Germany last year. The tune is a German version of the Buzz Clifford hit here. It is sung in German with appropriate baby talk and an easy rocking beat. Might get some novelty play by deejays. (Herb Reis, BMI) (2:05)

★★★★ Sonne, Mond Und Sterne (Sun, Moon and Stars)—(Robert Mellin, BMI) (2:50)

#### HERBERT HUNTER

★★★★ Your Cheating Heart—SPAR 723—One of the finest of the old Hank Williams standards gets excellent treatment here. Chorus and tasteful big ork back up vocal. (Acuff-Rose, BMI)

★★★★ I Can't Help It—(Acuff-Rose, BMI)

#### DICKIE GOODMAN AND DR. I.M. ILL

★★★★ Ben Crazy—DIAMOND 119—Wild novelty disk take-off in the Goodman fashion. Side spots bits and pieces of current hits. The side has many laughs and they come in rapid fire fashion. (RX, BMI) (2:00)

★★★★ Flip Side—(Tobi-Ann, BMI) (1:50)

#### NICK PERITO AND ORK

★★★★ Just for Tonight—UNITED ARTISTS 473—The lovely tune from the flick "Hatari" is played with a lilting feeling by the Perito crew on this bright instrumental recording. It has a chance to make it. (Famous, ASCAP) (2:23)

★★★★ All Fall Down—(Miller, ASCAP) (2:25)

#### DEAN RANDOLPH

★★★★ Fair Weather Friend—SATURN 317—Dean Randolph, a 16-year-old Philadelphian, bows on the label with a spirited reading of an attractive ballad that has a chance. Lad has a sound and the arrangement is smart too. (Saturn, BMI) (2:22)

★★★★ This Girl—(Saturn, BMI) (2:18)

#### FRANKLYN STEIN

★★★★ Zotz—COLPIX 639—Driving nov-

city effort is played with spirit by the band on this wild novelty. It spotlights occasional talking bits. (Gower, BMI) (1:56)

★★★★ Zotz All!! (Gower, BMI) (1:48)

#### LUCIANO TAJOLI

★★★★ Al Di La'—BRAVO 4510—Here's a good version of the upcoming hit, recorded in Italy and issued here by the Canadian label. Tajoli sells it with feeling over a fullsome arrangement. Side could catch a bit of the action.

★★★★ Non Mi Dire Chi Set

#### WADE LEMONS

★★★★ Welcome Stranger—VEE JAY 427—The chanter comes through with a first-rate reading of a pretty ballad that shows off his fine style. He is helped by a stylish arrangement and a strong beat. (Roosevelt, BMI) (2:38)

★★★★ Half a Love—(Tec Pee, ASCAP) (2:09)

#### WILD BILL DAVIS

★★★★ April in Paris—CORAL 65558—Here's a fine juke box selection. The record is a recutting of the famous version of the tune by organist Davis that was adopted by Count Basie. The trio plays the

(Continued on page 36)

## SINGLES REVIEW POLICY

All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

"Mr. Acker Bilk is under contract to Atco Records. All his new recordings are exclusively available in the United States on Atco Records only."

## Throughout the World

Music Record & Phonograph Manufacturers • Music Publishers • Retail Dealers & Wholesalers • Artists & Business Managers • Radio & TV Programmers • Producers, Distributors & Operators of Automatics . . .

## READ—BILLBOARD MUSIC WEEK

BECAUSE—It Tells Them . . . FAST and ACCURATELY . . . What the People of the World Are Buying and Want to Hear!

THE WORLD'S LEADING BUSINESS JOURNAL  
IN THE MUSIC-ENTERTAINMENT INDUSTRY

Subscribe Now →

Billboard Music Week delivered each week . . . days ahead of its issue date

ONLY \$15 A YEAR!

Austria	Germany (W.)	Norway
Belgium	Greece	Portugal
Denmark	Holland	Spain
England	Iceland	Sweden
Finland	Ireland	Switzerland
France	Italy	Turkey

Rates for other countries vary due to higher delivery costs. (Will be supplied on request.)

Subscription Order—

Name (please print)

Address:  business  home

City Country

My Business Is

SPECIAL: When subscription payment is made, by either International Postal Money Order—or through local bank, full identity of subscriber's name and address must accompany payment.

Billboard Music Week  
1564 Broadway, New York 36, N. Y., U.S.A.







125—A tale of a romantic coincidence as the lad discovers his lady fair is a next door neighbor. A slow, sincerely rendered rockaballad. (East, BMI) (2:22)

★★★ There's a Love—(East, BMI) (2:05)

**THE ROUTERS**

★★★★ Let's Go—WARER BROS. 5283 —A good rocking instrumental with a lot of hand-clapping and shouts from the boys. Fine dance wax with a beat and a sound. (Wrist-Giant, BMI) (2:15)

★★★ Mashy—(Giant-Castil-Marathan, BMI) (2:22)

**CAROL VENTURA**

★★★★ Yes, Sir, That's My Baby—CAPI-

TOL 4782—An interesting reading of the oldie by the lass. Tune is taken in slow tempo and the combo offers a solid beat behind her. The side has a chance, and it has a sound. (Bourne-Donaldson, ASCAP) (2:01)

★★★ Mr. Muscles (Merna, BMI) (2:10)

**HUGO MONTENEGRO & 20TH CENTURY STRINGS**

★★★★ The Green Leaves of Summer — 20TH FOX 222—Current interest in the tune from "The Alamo" might get this version attention on soft music stations. The side makes good use of strings and full ork. It's from the LP "The Soaring 60's." (Feist, ASCAP) (1:58)

★★★ Theme From Klondike—(Hummable, ASCAP) (2:08)

**★★★ MODERATE SALES POTENTIAL**

**HARRY AND THE LOAFERS**  
Panama City Blues (Lataine-Stariand, BMI) (2:15)—★★★ I Want to Know (Lataine, BMI) (2:01). HEART 344

**AL ALBERTS**  
★★★ Till Then (I'll Never Love Again) (Springton-Malvern, ASCAP) (2:22) —★★★ Blue O'Clock in the Morning (Springton, ASCAP) (2:17). PRESIDENT 716

**BOBBY YOKEY**  
★★★ That's What I'll Do (Legion & Sag Harbor, BMI) (2:01) —★★★ Hard Times (Legion-Soozee, BMI) (1:52). SOO-ZEE 112

**THE DERRS**  
★★★ The Blues Come Back (Aly, BMI) (2:22)—★★★ The Mary-Ann Twist (Aly, BMI) (2:24). MURECORD 194

**GEORGE BARNES**  
★★★ Transville (Glen Cove, BMI) (2:04) —★★★ Spooky (Gen Cove, BMI) (2:26). MERCURY 71968

**SONNY FULTON**  
★★★ A Lovely Relationship (Lash & Ben-Lee, BMI) (2:35)—★★★ Here She Comes Now (Lash & Ben-Lee, BMI) (2:25). LASH 1127

**THE SHADOWS FIVE**  
★★★ Markham (Don, BMI) (2:14) —★★★ Twistin' Shadows (Don, BMI) (1:56). PEACOCK 1912

**CHUCK JACKSON**  
★★★ Come On and Love Me (Sherlyn-Fest, BMI) (2:55)—★★★ Ooh Baby (Fee Bee, ASCAP) (2:10). AMY 849

**WILLIE MAYS**  
★★★ If You Love Me (Don, BMI) (2:10)—★★★ My Sad Heart (Don, BMI) (2:35). DUKE 350

**AL SAXON**  
★★★ What More Can I Say (B. F. Wood, ASCAP) (1:58)—★★★ Evil Eye (Harrison, ASCAP) (2:20). LONDON INT. 10513

**YVONNE FAIR & JAMES BROWN BAND**  
★★★ Tell Me Why (Lois, BMI) (2:55) —★★★ Say So Long (Lois, BMI) (2:00). KING 5654

**VINCE HILL**  
★★★ Not Any More (Southern, ASCAP) (2:26) —★★★ The River's Run Dry (Southern, ASCAP) (2:09). LONDON INT. 10514

**CLENT GANT**  
★★★ I'm a Lucky So and So (Paramount, ASCAP) (2:14)—★★★ I Need You So (2:21). CHANSON 1001

**BUNKER HILL**  
★★★ Hide & Go Seek (Parts 1 & 2) (Florentine, BMI) (2:25) (2:20). MALA 451

**JOE NELSON**  
★★★ Love Is a Dangerous Thing (Acuff-Rose, BMI) (2:30)—★★★ Dance (Acuff-Rose, BMI) (2:25). HICKORY 1175

**CONNIE HOLIDAY**  
★★★ I'll Be at Your Command (Beechwood, BMI) (2:14)—★★★ Who'll Be the Boy This Summer (Ardmore, ASCAP) (2:14). SMASH 1764

**MURRIE ESKRIDGE**  
★★★ So in Need for Love (Diedre, BMI) (2:18)—★★★ Never Felt This Way Before (Josette, BMI) (2:27). APEX 7764

**TED TAYLOR**  
★★★ Pretending Love (Ronnat, BMI) (2:25)—★★★ Don't Lie (Ronnat, BMI) (2:08). OKEH 7154

**JOHNNY HONEYCUT**  
★★★ I'm Tired (Ghatif) (2:30)—★★★ Get to That (Ghatif) (2:23). WILLOW 23008

**JIM AUBURN**  
★★★ Push, Sweep (Padre, BMI) (2:14) —★★★ Nothing Could Be Worse (Padre, BMI) (2:17). MALA 452

**DAVE GUARD AND THE WHISKEY-HILL SINGERS**  
★★★ Plane Wreck at Los Gatos (Deportees) (Ludlow, BMI) (4:35)—★★★ Ride on Railroad Bill (Granada, BMI) (2:09). CAPITOL 4787

**THE EL DOMINGOS**  
★★★ Lucky Me I'm in Love (Pacemaker & Rose-Hill, BMI) (2:02)—★★★ Made in Heaven (Pacemaker & Rose-Hill, BMI) (2:22). CHELSEA 1009

**CHICO HOLIDAY**  
★★★ It Won't Be Me (Gladys, ASCAP) (1:55)—★★★ Blue Tattoo (Planetary, ASCAP) (2:23). CORAL 62319

**JIM CONLEY**  
★★★ Go! Go! Swanee River (World Int., BMI) (2:28)—★★★ Really! (World Int., BMI) (2:09). DEMPSEY 779

**SONNY BAKER**  
★★★ No One Said a Prayer (2:01)—★★★ The Legend of Kingua Valley (2:27). COWTOWN 812

**CARL LERTZMAN**  
★★★ Siberian Sunset (Miller, ASCAP) (2:16) — ★ Ophelia (Miller, ASCAP) (2:32). 20th FOX 305

**THE UNIVERSALS**  
★★★ A Love Only You Can Give (Shat-Shep, BMI) (2:10)—★★★ I'm in Love (Triphi, BMI) (2:27). SHEPHERD 2200-1

**BEE GEE KAY**  
★★★ I Only Cry Once a Day Now (Meadowlark, ASCAP) (2:22)—★★★ I Could Just Die (Meadowlark, ASCAP) (2:12). DORE 639

**FRANKIE CALEN**  
★★★ Pretty Dimple (Lonnie, BMI) (2:20)—★★★ I Don't Play With Love (Lonnie, BMI) (2:34). KIP 1516

**MERV GRIFFIN**  
★★★ Pretty Girl (Brookhaven, BMI) (1:50)—★★★ House of Horrors (Havenbrook, ASCAP) (2:04). MERCURY 71993

**DON BRANDON**  
★★★ Our Love Is Here to Stay (Garpax, BMI) (2:23)—★★★ Oh, My Love (Garpax, BMI) (2:40). LANCELOT 5

**EMBERGLOWS**  
★★★ Make Up Your Mind (Nathaniel, BMI) (2:00)—★★★ Cookie (Nathaniel, BMI) (2:05). AMAZO 1005

**JACK LANE**  
★★★ All Through the Night (Malapi, BMI) (2:13)—★★★ Restless (Malapi, BMI) (2:14). LAURIE 3129

**BOBBY BROOKS**  
★★★ Timber (Bright Tunes, BMI) (2:25) —★★★ Say Goodbye to Heaven (Bright Tunes, BMI) (2:35). CAPITOL 4780

**RICKY AND THE VACELS**  
★★★ Bubble Gum (Syosset, ASCAP) (2:10)—★★★ Lorraine (Syosset, ASCAP) (2:35). EXPRESS 711

**THE MATADORS**  
★★★ If You Left Me Today (Ichl-Ban, BMI) (2:45)—★★★ It Ain't Nothin' But Rock and Roll (Ichl-Ban, BMI) (2:09). KEITH 6502

**FREDDIE HOUSTON**  
★★★ Soft Walkin' (Fayhill) (2:15) —★★★ To Be in Love (Fayhill) (2:35). TOTO 101

**MIKE SIMPSON**  
★★★ South (Peer Int'l, BMI) (2:31)—★★★ I Wish I Could Shimmy Like My Sister Kate (Vogel, ASCAP) (2:07). MERCURY 71991

**GARY FUGETT**  
★★★ My Last Letter (Franlo, BMI) (2:06)—★★★ Love You So (Franlo, BMI) (2:09). DAWN 6672-3

**RONNIE DOVE & THE BELTONES**  
★★★ No Greater Love (Jalo, BMI) (2:48)—★★★ Saddest Song (Of the Year) (Jalo, BMI) (2:12). JALO 1406

**HARRY SIMEONE CHORALE**  
★★★ The Green Leaves of Summer (Feist, ASCAP) (2:33)—★★★ Ballad of the Alamo (Feist, ASCAP) (3:30). 20TH FOX 227

**DALE MURRAY**  
★★★ You Came to Me (Congo, BMI) (2:36) —★★★ I'm a Mountain Boy (Congo, BMI) (2:05). VIRGINIA 103

**BOBBY FULLER**  
★★★ Gently My Love (Dundee, BMI) (2:00)—★★★ My Heart Jumped (Briar-cliff, BMI) (2:12). YUCCA 144

**EDEN KANE**  
★★★ I Don't Know Why (Cromwell, ASCAP) (2:18)—★★★ Music for Strings (Ludlow, BMI) (2:40). LONDON 9532

**THE STRANDS**  
★★★ Never (Styletone, BMI) — ★★ Old Man River. TRI-ODE 101

**THE BLUE JAYS**  
★★★ Rock Rock Rock (Lode, BMI) (1:52)—★★★ The Right to Love (Lode, BMI) (2:53). MILESTONE 2012

**BARRARA JOY**  
★★★ Do This Do That (Lonnie, BMI) (2:18) — ★★ Twistin' - an' - Stompin' (Lonnie, BMI) (2:30). TAR-GET 1001

**VITO COLUMBO**  
★★★ This Time It's Really Goodbye (Pacemaker, BMI) (2:27)—★★★ Jezebel (Hill & Range, BMI) (2:38). CHELSEA 1007

home blues by Slim. The chanter is in solid form and he gets a persuasive piano and down guitar backing. Fans would dig it. (Excellorc, BMI) (2:23)

★★★★ You're Old Enough to Understand—A slow and deeply reflective blues, with chattering harmonica and guitar support. There's a lot to think about in this message and it's a solid performance. (Excellorc, BMI) (2:41)

**ROBERT GARRETT**

★★★★ Quit My Drinkin'—EXCELLO 2216—Please let me lay down and rest when I get home, says the chanter to his baby in this good southern blues. The message, obviously, is on the optimistic side. Interesting material. (Excellorc, BMI) (2:42)

★★★ Do Remember—(Excellorc, BMI) (2:49)

**B. B. KING**

★★★★ Blues at Midnight — ABC-PARAMOUNT 10334—Here's a slow blues standard of Ivory Joe Hunter's. The King sings

it with strong feeling in the great old traditional style. Combo backing is excellent. (Four Star, BMI) (2:57)

★★★ My Baby's Comin' Home—(Little M, BMI) (2:06)

*Continued on page 38*

**INTERNATIONAL EXCHANGE**

**ENGLAND**

IN ENGLAND  
Advertise in the  
NEW MUSICAL  
EXPRESS  
to reach your best  
record buyers

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

**GERMANY**

For information on  
MUSIC BOX and  
RECORD BUSINESS  
IN EUROPE

contact  
AUTOMATEN-MARKT  
14, Ekbertstrasse  
Braunschweig, Germany  
Phone: 22900/23115 Telex 09-52 604

**UNITED STATES**

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

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

**GENERAL**

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

© "CBS" MARCAS REG. PRINTED IN U.S.A.

**COMING IN JULY . . .**

Another Great International  
Service Edition  
from  
Billboard Music Week  
THE 1962-1963  
INTERNATIONAL  
MUSIC INDUSTRY  
BUYERS' GUIDE  
and  
Market Data Directory

For Information, contact:

★★★★ EUROPE ★★★★★

Arthur Rosett, European Director  
31 Devonshire Place, London W. 1  
WELbeck 0354

BELGIUM: Jan Torta  
Stuivenbergvaart 37, Mechelen

ITALY: Samuel Steinman  
Piazza S. Anselmo 1, Rome

SPAIN: Jose Maya  
Cea Bermudez 74, Madrid

★★★★ ASIA & PACIFIC ★★★★★

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

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

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

NEW ZEALAND: Fred Gebble  
P. O. Box 5051, Auckland

PHILIPPINES: Luis Ma Trinidad  
264 Escolta, Manila

★★★★ THE AMERICAS ★★★★★

Frank Luppino Jr., International Sales Director

Billboard Music Week  
1564 Broadway, New York City 36

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

PUERTO RICO: Anthony Contreras  
26 Gertrudis St., Santurce

when answering ads . . .

**SAY YOU  
SAW IT IN  
BILLBOARD  
MUSIC WEEK  
INTERNATIONAL  
EXCHANGE**

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover. Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profits to yourself and your firm than in . . . your businesspaper.



PHOTO OR LOCATION BY SHREBERG

Where there's  
business action,  
there's a  
businesspaper

**BILLBOARD  
MUSIC WEEK**

One of a series of advertisements  
prepared by the ASSOCIATED  
BUSINESS PUBLICATIONS



**★★★ STRONG SALES POTENTIAL**

**JAZZ**

**GENE AMMONS**  
★★★★ I Can't Stop Loving You—ARGO 5417—A soulful reflective interpretation of the current Ray Charles smash by Ammons, aided nicely by the combo. A warm, pretty side that deserves both pop and jazz emposure. (Acuff-Rose, BMI)

★★★★ My Babe—Bright version of the old r.&b. hit by Gene Ammons and his combo. It swings from the word go and it could grab both pop and jazz juke coins. (Arc, BMI)

**RHYTHM & BLUES**

**LIGHTNIN' SLIM**  
★★★★ Mind Your Own Business—EXCELLO 2215—A fine walkin' rhythm down



● **Reviews of New Singles**

● *Continued from page 37*

**COUNTRY & WESTERN**

**"LITTLE" JIMMY DICKENS**  
 ★★★★★ Honky Tonk Troubles—COLUMBIA 42485—The pint-sized chanter has a snappy, upbeat ditty here about how he has trouble getting by the tavern door. A good tune and a solid assist from the vocal group. Good wax. (Cedarwood, BMI) (2:28)  
 ★★★★★ The Violet and a Rose — A soft, three-beater by Dickens is sung with warmth and emotion, against a choral and nice country-styled backing. A solid side that could move. (Cedarwood, BMI) (2:50)

**HANK THOMPSON**  
 ★★★★★ How Many Teardrops Will It Take—CAPITOL 4786—Hank Thompson takes this medium tempo weeper and hands it a potent vocal with fine support from his western crew. Solid dabec beat helps much, and disk should do well with his many fans. (Texoma, ASCAP) (2:15)

★★★★ I Cast a Lonesome Shadow — A lonely man sings of his lonely life on this unusual tune, which Thompson handles with feeling. Flip is stronger. (Texoma, ASCAP) (2:38)

**VIRGINIA SPURLOCK**  
 ★★★★★ Never Look Back—EPIC 9518—A weeper, written by Marty Robbins, is sung with feeling by the thrush. Side has an effective choral backup. (Markzona, BMI) (2:21)

★★★ My Own Claims—(Markzona, BMI) (2:27)

**WILLIE NELSON—SHIRLEY COLLIE**  
 ★★★★★ You Dream About Me—LIBERTY 55468—Nelson has a strong item these days that seems to be moving well into chart competition and this side should do the lass much good. The duo sings the weeper lyric with feeling against a traditional type backing. (Pamper, BMI) (2:12)

★★★★ Is This My Destiny—(Acuff-Rose, BMI) (2:19)

**POLKA**

**RAY HENRY**  
 ★★★★★ Tony the Bachelor (Polka) — DANA 3298 — A fine hopping, skipping tune for the polka belt here. Side features happy polka sound by the band. (Dana, BMI)

★★★★ My Buddy Polka — Same comment. (Dana, BMI)

**JOHNNIE BOMBA**  
 ★★★★★ My Little Star Waltz — DANA 3295—Nice change of pace for polka programming here. Tune is soft, gliding waltz played with feeling by the band and features alto sax and accordion. Good juke box item in the polka belt. (Dana, BMI)

★★★★ Housekeeper Polka — The band is back to the hopping mood on this side. Disk steps right along in a happy jumping groove and each member of the band gets a chance. (Sajewski)

**JOHNNY PECON**  
 ★★★★★ A-OK Polka — DANA 3294 — The polka band skips lightly through this happy item. Accordion and clarinets are standout instruments and the beat is joyously evident. (Dana, BMI)

★★★★ Emilia Polka — Same comment. (Marks, BMI)

**FRANK WOJNAROWSKI**  
 ★★★★★ Hej, Hej Kawalerowie-Niedaleko Jeziora-Polka (Not Far From Lake)—DANA 843—Bright polka effort is played and sung with spirit by the ork, sparked by a good

lead singer, who is aided by a band vocal on the choruses. Wax could get attention in polka areas like Scranton, Buffalo, etc. (Dana, BMI)

★★★★ Zakochana Dziewczyna - She's In Love Polka — Another peppy polka side spotlighting a gang vocal and a lead singer, plus exciting ork work. Two fine sides for the market. (Dana, BMI)

**LATIN AMERICAN**

**BEBO VALDES & ORK**  
 ★★★★★ Ramona (Cha Cha Cha) — DECCA 25564 — Nice trumpet band reading in cha-cha rhythm of the oldie. Trumpet is featured over the band's voicing and beat is strong. (Feist, ASCA) (3:06)

★★★★ The Green Leaves of Summer — "The Alamo" song gets a hard-hitting Latin treatment here. Trumpeter is out front playing the melody, while the band displays admirable support. (Feist, ASCAP) (2:36).

★★★ MODERATE SALES POTENTIAL

**COUNTRY & WESTERN**

**BETTY AMOS**  
 ★★★★★ Wages of Sin (Tree, BMI) (2:19) — ★★★★★ Give and Take Love (Cedarwood, BMI) (1:56). PHILIPS 40042

**LARRY BUTLER**  
 ★★★★★ Love Me (Pardner, BMI) (1:55) — ★★★★★ What Right Have I (Pardner, BMI) (2:22). ALLSTAR 7255

**SAMMY MARSHALL**  
 ★★★★★ Dry Up Those Tears (Chloe, BMI) (2:33) — ★★★★★ O, Give Me Back My Cowboy Boots (Chloe, BMI) (2:12). SALE 2240

**MELBA MONTGOMERY**  
 ★★★★★ Just Another Fool (Along the Way) (Lonzo & Oscar, BMI) (2:28) — ★★★★★ I'm No Longer in Your Heart (Acuff-Rose, BMI) (1:48). NUGGET 2763

**EDDIE CAMP**  
 ★★★★★ If That's the Way You Want It (Big Howdy & Treestop, BMI) (2:10) —

★★★ The Voice of Experience (Big Howdy & Treestop, BMI) (2:20). VIL-LAGE 7777

**WILLIAM PENIX**  
 ★★★★★ Them Old Blues Got Me (Silver Star, BMI) — ★★★★★ Teach 'Em How to Swim (Brazos Valley, BMI). DAFFAN 117

**THE LONESOME PINE FIDDLERS**  
 ★★★★★ Little Glass of Wine (Starday, BMI) (2:34) — ★★★★★ Mountain Flower (Starday, BMI) (2:08). STARDAY 597

**SPOKEN WORD**

★★★ WHAT CAN YOU DO FOR AMERICA  
 The Hon. Walter H. Judd. Word W 3181

**POLKA**

**EDDIE ZIMA**  
 ★★★★★ My Kathy Polka (Sajewski) — ★★★★★ Farmer's Daughter Polka (Sajewski). DANA 3296

**FRANK WOJNAROWSKI**  
 ★★★★★ Mother Waltz (Dana, BMI) — ★★★★★ Once Waltz (Dana, BMI). DANA 2138

LIMITED SALES POTENTIAL

**POPULAR**

**THE TRIANGLES**  
 ★★★★★ Step Up and Go (Pacemaker, BMI) (2:08) — ★★★★★ Dance the Magoo (Pacemaker, BMI) (2:25). FARGO 1023

**ROD CHRISTOPHER**  
 ★★★★★ Daybreak (Tru-Lite, ASCAP) (2:09) — ★★★★★ Tattle Tale Blues (Tru-Lite, ASCAP) (2:03). TRU-LITE 111

**BEN TATE**  
 ★★★★★ Love and Happiness (Winslow, ASCAP) (3:11) — ★★★★★ Oh Why Did You Break My Heart

(Winslow, ASCAP) (3:16). RONNIE 2007

**SHARON & THE LOLLIPOPS**  
 On Top of Spaghetti (Luristan, ASCAP) (1:36)—Teddy Bears and Hobby Horses (Luristan, ASCAP) (2:07). VERSATILE 112

**BEN TATE**  
 I Knew the Hour (Winslow, ASCAP) (2:30)—Forever and Always (Winslow, ASCAP) (2:54). RONNIE 2008

**JERRY PALMER**  
 Gotta Learn to Twist (D&L, BMI) (2:45) — Your Love (D&L, BM) (2:50). GAIETY 103

**SAMMY DANNY & THE DEL-AIRS**  
 Samura (Wel Dee, BMI) (2:22) — Rock-A-Rumba (Wel Dee, BMI) (2:04). STRIPE 2242

**THE HUSHATONES**  
 My Oriental Orchid (Neale, ASCAP) (2:55)—It's a Fine Idea (Neale, ASCAP) (2:20). MODERN 2237

**CLENT GANT'S COMBO**  
 So Hi—So Lo (Car, BMI) (1:46) — Stormy Weather (Mills, ASCAP) (2:21). CHANSON 1003

**GAY CLARIDGE ORK**  
 About This Thing Called Love (Reliable, ASCAP) (2:34)—As My Heart Weeps (Reliable, ASCAP) (2:28). VARIETY 1032

**DIANA COLE**  
 Every One But the Right One (L. B. Jaffe, BMI) (2:40)—Alone Again (L. B. Jaffe, BMI) (3:03). ALLISON 919

**COUNTRY & WESTERN**

**BUDDY JACK**  
 Satan Lost a Son (Arlen, BMI) (2:00)—From the Highway of Sin (Arlen, BMI) (2:05). ARLEN 1007

**RAY HOLLY**  
 I'll Take the Blame (Alfay, BMI) (2:27)—Blues and Blues (Alfay, BMI) (2:08). DARSA 128

**JAMES STANFIELD**  
 All Good Things Must Come to an End (Alfay, BMI) (2:24)—One Out of Many (Alfay, BMI) (2:04). MIDAS 08

● Record and Equipment Mfrs.  
 ● Artists  
 ● Accessory Mfrs.

Plan your big DEALER CONVENTION (NAMM) message now. Billboard Music Week dealers want to know about your products and successes . . . about the sales and profits they can make from them. That's why they're sure to give your important Billboard Music Week advertisement top-level attention and readership in the Dealer Convention Number.

**BILLBOARD MUSIC WEEK MW**

**1962 Dealer (NAMM) Conv. Issue**

dated June 30 . . . . . ad deadline June 20

Write, wire or phone your Billboard Music Week representative TODAY

**BILLBOARD MUSIC WEEK**



New York  
 1564 Broadway  
 Plaza 7-2800

Chicago  
 188 W. Randolph  
 Central 6-9818

Hollywood  
 1520 N. Gower  
 Hollywood 9-5831

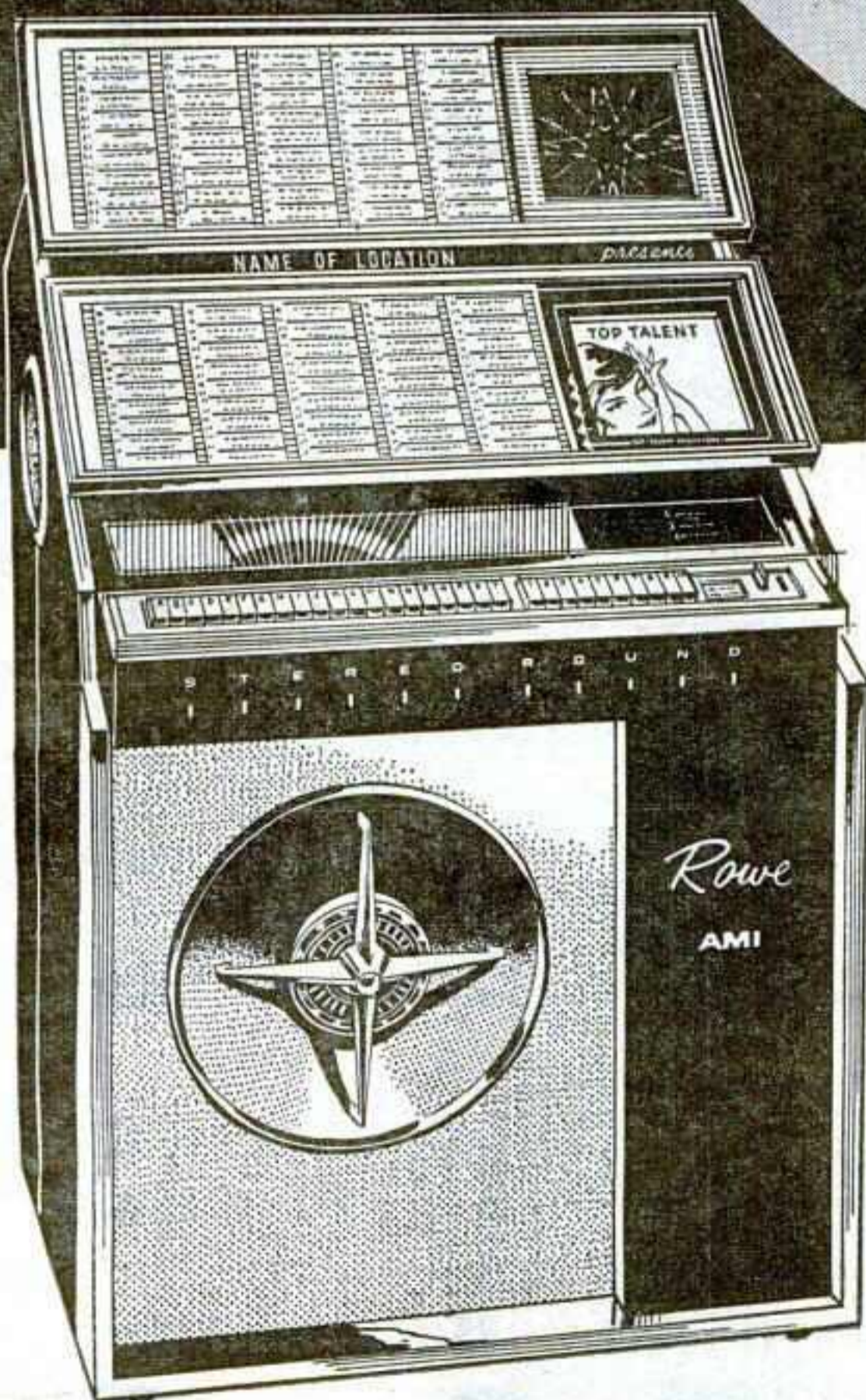


**THE ONLY  
PHONOGRAPH  
WITH THE**

**“THREE-IN-ONE” FLEXIBILITY**

AND THE

**ORBITAL  
SOUND  
OF  
STEREO  
ROUND\***



**NEW *Rowe* AMi  
PHONOGRAPHS**

With the new Rowe AMI you program 200, 160 or 100 selections to suit you and your locations best.

Whatever number of selections you program, you get the Orbital Sound of Stereo Round, the proved and self-contained stereo system . . . modern styling and moving colors . . . Top Talent Tunes . . . full-width backlighted location identification . . . new "now playing" record indicator . . . new easy-play keyboard . . . plus a host of other design and engineering advancements to increase revenue, decrease costs.

See the new Rowe AMI at your distributor now.

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



**EUROPEAN  
NEWS BRIEFS**

**German Phono Hot in Japan**

WEST BERLIN—Beromat, of West Berlin, is developing a big market for its Harmonie juke box in Japan. The stereo model Harmonie in particular has become a Japanese best selling box. It is far and away the best selling German phonograph and it is competing effectively with U. S. boxes. There is speculation that the Japanese juke box boom may prompt one or more German concerns to establish Nipponese production subsidiaries, both to supply the Japanese market and the rapidly developing Asian market generally. At least one German producer has just made a survey of the potential Asian market. This survey indicates that within the next decade Japan will far outstrip the European market. German boxes produced in Japan would be exported to Australia and Southeast Asia.

**Ops Reject Raise for Writers**

HAMBURG—West Germany's Central Organization of Coin Machine Operators (ZOA) has rejected a proposal by the arbitration panel hearing its dispute with GEMA that juke box copyright fees be boosted from 78 marks to 85 marks a year. ZOA contended that the proposal fails to take into account increased juke box operating costs, and that the existing scale is all that the trade can bear without forcing many marginal operators out of business. The royalty deadlock between the operators and GEMA has dragged on since the end of 1960. The arbitration panel was constituted as a last resort to reach a settlement. GEMA contends that the phonograph trade was never more prosperous and easily can afford the small increase proposed.

**Refugees Spur Hong Kong Imports**

LONDON—Juke boxes are being installed in Hong Kong refugee camps to provide entertainment for the refugee tide flowing out of Communist China. Phonograph shipments from London to the British crown colony have increased nearly 40 per cent this year over the same period last year, the gain being ascribed to the refugee flow. A juke box is a novelty to the refugees, most of whom have never seen a machine before.

*(Continued on page 49)*

**It Didn't Work in Indiana**

By JOSEPH KLEIN

INDIANAPOLIS — Those aroused Little Rock officials will find that the writing of an effective anti-pinball statute or the outlawing of the devices is far more difficult than they apparently think.

Indiana legislators have been trying to do it for 11 years.

And they're still trying.

**Law Enforcement**

Some of them, however, have slowly reached the conclusion that laws alone will not obliterate pinball gambling. Their personal observations are leaving them convinced that pin gaming flourishes in Indiana counties where law enforcement is lax and that it virtually doesn't exist where officials meant what they said when they took their oaths of office.

Hoosier lawmakers, if queried by their Arkansas counterparts, would suggest that it is legislatively impossible to outlaw all types of pinball equipment.

In attempts to abolish pins, Indiana legislators found that they would have been required to reduce to precise words that which they were trying to abolish. Their problem, in brief, would have involved the description of all models of pins ever manufactured and all yet to be manufactured.

**Lack of Definitions**

On the basis of the Indiana experience, such law would serve only the purposes of officials disinclined to enforce any law. Because of its lack of adequate definitions, the statute would be promptly challenged in the courts. In several areas in the Hoosier State, non-enforcement during the prolonged period of litigation was a source of illicit political profit,

as the McClellan Committee revealed.

"We can't act until there is a final adjudication of the law," was a familiar strain emanating from the law enforcement agencies and even the Indiana Alcoholic Beverage Commission, an agency with license-revoking powers for gambling.

The "abolitionist" type of legislation could prove gravely hazardous in another respect, as a further Indiana experience indicated.

When laws are excessively broad,

**ALGERIA TERROR  
TAKES BIG TOLL  
OF JUKE BOXES**

ALGIERS — The Secret Army terror in Algeria is taking a heavy toll of the phonograph trade. A trade survey shows that 22 establishments with juke boxes and games have been wrecked by Secret Army bombings since the cease-fire was negotiated. Twelve French operators here have closed their businesses entirely and returned to France, fearing an extension of the terror. Phonograph operation is becoming chaotic. It is difficult for operators still in business to get adequate music programming, and harder still to get service. Of 350 juke boxes operating in Algiers normally, only 150 are operating today, and this number is expected to decline drastically as the terror continues.

officials often assume the right to make their own interpretations of them. That happened in this State last year when a prosecuting attorney ruled that two pinball machines which had served the usual purposes of such devices in the clubrooms of a Northern Indiana city before they were confiscated by the police were not pinball machines at all—as he read the law.

**Abuses Inevitable**

In that it would enable officials to serve as judges in determining what is a pinball machine and what is not, similar individual interpretations would be inevitable under a "per se" law. Abuses would be equally inevitable.

All of the laws needed to stop gambling in any form were already on the Indiana statute books when the State's anti-pin bill was introduced in the Indiana House of Representatives in 1951. Except as a reaffirmation of policy against gambling, the proposal was not needed in the fight on pin gaming—if a law-enforcement officer really wanted to fight it. It is not inconceivable that existing Arkansas law is also adequate to wage war on pinball gambling if law-enforcement officers are in a warlike mood.

After a spectacular legislative brawl, the 1951 anti-pin proposal was allowed to die in a conference committee when the Indiana General Assembly adjourned.

**Exemptions Scored**

Two years later the issue flared again and an anti-pin bill was passed in the face of a warning of its unconstitutionality by the State's attorney general. The Indiana Supreme Court invalidated the meas-

*(Continued on page 49)*

**Operators Check List**

Bowlers, shuffle alleys, pinballs and pool tables plus some familiar arcade-type pieces continue to be the standard for the coin machine industry as operators prepare for summer business.

A survey of coin machine manufacturers throughout the country shows some 44 different models of coin-operated equipment available for the trade. Virtually all however are modernized or improved versions of equipment long familiar to the industry.

Bowlers and shuffle alleys together account for eight different models, and indications are they'll be an industry favorite for a long time to come.

Pool continues to enjoy steady business—both in the bumper pool and six pocket category. Fischer, Irving Kaye and Valley put out several models of each.

In pinballs, three different flipper-type models are available (Gottlieb and Williams), plus three more without flippers (Bally and Keeney) and an inline by Bally.

In the arcade-type category, biggest variety is with baseball games (four different models available, put out by Midway, United and Williams) followed by gun games, three different models by Bally, Chicago Dynamic Industries and J. H. Keeney.

Other pieces include one or more models of horses, hockey, basketball, voice recorders, and auto drivers.

Interesting is the drastic decline in inlines—only one model available from Bally—and in uprights—only one model put out by Games, Inc.

What about the future? Consensus among manufacturers is that emphasis will be on novelty. Bowlers, shuffle alleys, pinballs and pool games will continue to be the standards.

New developments are most likely in the kiddie amusement field and perhaps in new rides. Encouraging is the comment by one manufacturer—shared to some degree by others—"operators are running a tighter business than before. Also they're developing new locations. Shopping centers, amusement centers and the like are just a few. New equipment will have to be developed to meet their needs."



Bally Shoot-A-Line



Chi Dyn Pro Basketball



Bally Marksman



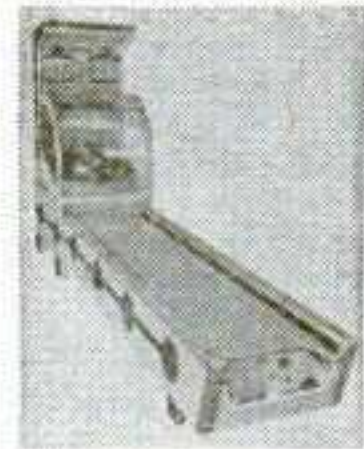
Bally Lido



Chi Dyn Starlife



Bally Super Shuffle



Bally Bank Ball



Bally Bowler



Bally Champion



Chi Dyn Long-Range Rifle Gallery



Valley Six Pocket



Valley Bumper Pool



Valley DeLuxo Six Pocket



Chi Dyn Gold Crown Bowler



Fischer Crown Fiesta



# Burden of Proof

While passage of the Eastland Bill (which broadens the Johnson Act to include all machines classified as gambling devices) is regarded as a near certainty, the determination of which machines come under the gambling category will pose many problems.

As published in Billboard Music Week (June 16), the House Commerce Committee has reported favorably on an amended version of the bill, and the Senate has already passed a companion measure. Differences between the two bills are minor.

Last week's story reported that in-line games will be covered by the Johnson bill extension. Actually, neither in-lines nor any other type device is specifically described in the proposed legislation.

### IRS Rulings

The confusion arises from the actions of the Internal Revenue Service, which has ruled arbitrarily that games containing the features of in-line units are considered gambling devices and subject to the \$250 tax stamp.

In practice, the Attorney-General's office will rule on which devices come under the jurisdiction of the Eastland Bill, and these rulings may be contested in court.

Herb Jones, vice-president of the Bally Manufacturing Company, takes exception to BMW's conclusions that in-lines would automatically be banned from interstate commerce if and when the bill becomes law.

Jones is correct in that BMW's statement was a conclusion. IRS classifications do not directly determine which specific machines will be regarded as gambling devices. Only the Attorney-General's office and the courts can do that.

### For the Record

We would like to set the record straight on BMW's attitude toward the Johnson Act, the Eastland Bill and the Internal Revenue Service's efforts to regulate the coin machine industry.

The Johnson Act prohibits the shipment on slot machines in interstate commerce. As the slot machine has no function other than to serve as a gambling medium, we feel that the Johnson Act was a necessary piece of legislation. Even if we were opposed to the Johnson Act, it's a dead horse, and no purpose will be served by flogging it.

We are as opposed to the Eastland Bill as we are certain it will soon become the law of the land. This measure fails to establish criteria for gambling devices, and the determination is left to the Attorney-General's office. Rulings made by this office may be upset only by long and expensive litigation.

### Arbitrary Powers

We are opposed to the broad powers of the IRS in determining which machines shall carry the \$250 federal gaming stamp for the same reasons. The power to designate arbitrarily what

*(Continued on page 48)*

# Bungalow-Hunting Families Make Catskill Phonos Hum

NEW YORK — Summer bungalow hunters are providing Catskill Mountain juke box and amusement machine operators with some unexpected weekend revenue, according to Murray Kaye, sales manager for the Atlantic-New York Corporation, local Seeburg outlet.

New York is a pretty uncomfortable town in the summer, and New Yorkers are somewhat akin to the British in their fervor to exchange the steaming streets for the cool countryside weekends.

Gotham families generally begin their search for summer bungalows around the end of May, with the quest usually completed by the end of June.

### Increased Action

This year, the influx of New Yorkers to the Sour Cream Sierras appears to be much heavier than usual. Sullivan County operators Hymie Cohen of Woodridge and Sam Dondee of Monticello report that since Memorial Day, Friday evening through Sunday afternoon play on juke boxes and games is extremely heavy for this time of year. They explain that the increased action is accounted for largely by bungalow-seeking New Yorkers.

The pattern generally runs somewhat like this: Papa knocks off work Friday afternoon, loads momma and the kids into the family vehicle, and armed with a road map and the real estate section of The New York Times, heads for the hills.

The family will reach the higher elevations off Route 17 that evening and knock off for lunch in Liberty, Monticello, Prattsville or some similar picturesque hamlet.

And that's when juke box play begins picking up. The family is in a holiday mood, and, at 10 cents a play, dinner music is not regarded as a luxury.

After the children are safely tucked in at a tourist home or motel, momma and papa will prob-

ably have a nightcap or two at the local tavern. And it's a safe bet that the juke box will get a few more spins, and papa may challenge a fellow bungalow-hunter to a friendly game of shuffleboard.

Saturday and Sunday are more

*(Continued on page 48)*

# Ops Await Thaw as Cold & Rain Frost Twin Cities' Resort Area Action

By DON LYONS

MINNEAPOLIS—With the area plagued by cool, rainy weather, collections here were spotty, although both operators and one-stops reported excellent action on "Roses Are Red," with Bobby Vinton on Epic. The disk reportedly has taken off faster than any record in a long time.

Operators at resort locations in Northern Minnesota have been hurt particularly bad. Tourists, they said, are not coming up to the resorts yet. But with a break in the weather, both the local operators and those out-State are looking forward to good summer business.

Business at the one-stops continued to hold up well. Tom Prenevost, office manager of All-Record Sales here, listed the following as his best moving disks: "Roses Are Red"; "Palisades Park," with Freddie Cannon on Swan; "I Can't Stop Loving You," with Ray Charles on ABC-Paramount; "Follow That Dream," with Elvis Presley on RCA Victor; "Alley Cat," with Bent Fabric on Atco, and "West of the Wall," with Toni Fisher on Big Top.

At Jim's Record Shop, St. Paul, Jim Christiansen said that he was getting the best action with "Roses Are Red"; "Little Red Rented Rowboat," with Joe Dowell on Smash; "A Little Heartache," with Eddy Arnold on RCA Victor; "Alley Cat"; "The Stripper," with David Rose on MGM, and "Speedy Gonzales," with Pat Boone on Dot.

Ray Brown of Brown Bros., Inc., here mentioned the following as his best sellers: "Roses Are Red"; "Girls, Girls, Girls," with Eddie Hodges on Cadence; "A Little Heartache"; "If a Boy Only Knew," with Sue Thompson on Hickory; "Alley Cat" and "Steel Men," with Jimmy Dean on Columbia.

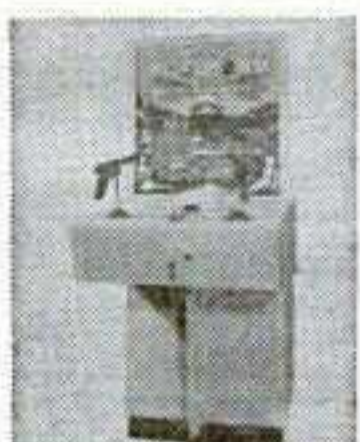
At Acme Music Company here, Dick Morbitz, manager, said that "Roses Are Red," "Palisades Park," "I Can't Stop Loving You"; "It Keeps Right on A-Hurtin'," with Johnny Tillotson on Cadence; "Al Di La" with Emilio Pericoli on Warner Bros., and "Johnny Get Angry," with Joanie Sommers on Warner Bros., all were moving well. In addition, a western, "Trouble's Back in Town," with the Wilburn Brothers on Decca, was getting very strong, Morbitz said.



Chi Dyn Pro Hockey



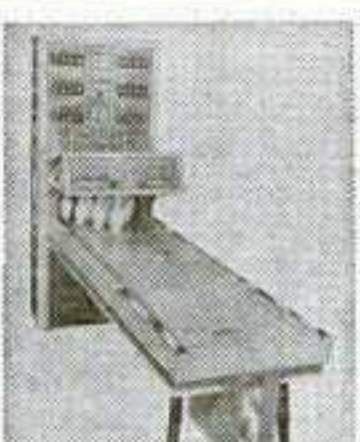
Games, Inc., Tim-Buc-Too



Keeney Two Gun Fun



United Bonus Baseball



United Crystal Shuffle



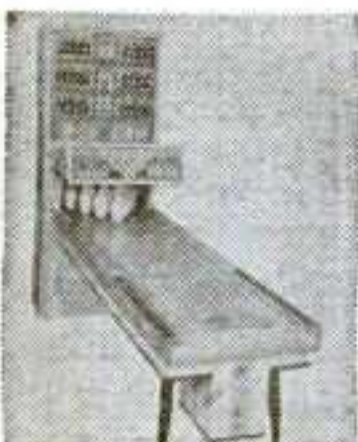
Williams Three Coins



Williams Coquette



Williams Road Racer



Chi Dyn Avalon



Exhibit Card Vender



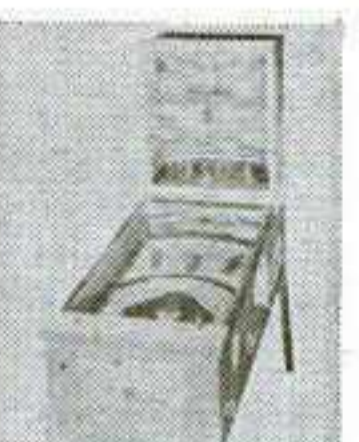
Keeney El Rancho



United Playboy Shuffle



Williams Voice-O-Graph



Williams World Series



Williams Extra Inning



Midway DeLuxe Baseball



Chi Dyn Alamo

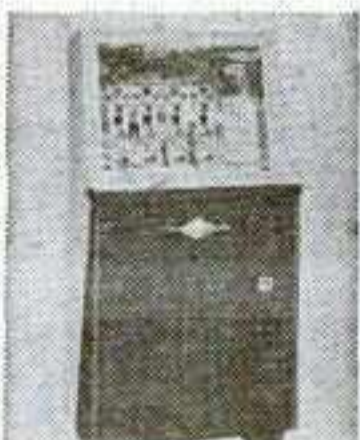
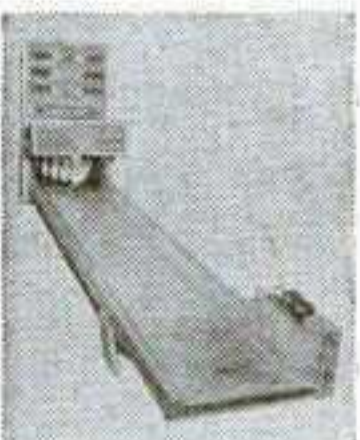


Exhibit Laminating Machine



United Holiday Bowling Alley



Fischer Crown Imperial



Kaye El Dorado



Fischer Coronet

### BALLY MANUFACTURING CORPORATION

- Bally Bowler
- Bank Ball
- Lido
- Marksman
- Shoot-A-Line
- Super Shuffle
- Champion Horse
- Golden Gate

### CHICAGO DYNAMIC INDUSTRIES

- All Star Hockey
- Gold Crown Bowler
- Long Range Rifle Gallery
- Pro Basketball
- Starlite Shuffle Alley

- Variety Roll Down Bowler
- Avalon
- Alamo
- Fashion Show

### EXHIBIT SUPPLY

- Plastic Card Laminating Machine
- Vacuomatic Card Vender

### FISCHER SALES AND MANUFACTURING COMPANY

- Coronet Series
- Six-Pocket Pool
- Crown Fiesta Bumper Pool
- Crown Imperial
- Six-Pocket Pool

### GOTTLIEB MANUFACTURING COMPANY

- Tropic Isle

- GAMES, INC. Tim Buc Too
- IRVING KAYE COMPANY
- El Dorado Pool
- J. H. KEENEY CORPORATION

- El Rancho
- Hacienda
- Two Gun Fun
- Roll-a-Line

### MIDWAY MANUFACTURING CORPORATION

- DeLuxe Baseball
- UNITED MANUFACTURING CORPORATION
- Crystal Shuffle Alley
- Bonus Baseball
- Holiday Bowling Alley
- Playboy Shuffle Alley

### VALLEY SALES COMPANY

- Bumper Pool
- DeLuxe Six Pocket
- Standard Six Pocket

### WILLIAMS ELECTRONIC MANUFACTURING CORPORATION

- Coquette Two-Player Pinball
- Extra Inning Baseball
- Road Racer
- Three Coins Single Player Pinball
- Voice-O-Graph
- World Series Baseball
- Trade Winds



# Automatic Dry Cleaners Fine Bulk Spots—Patrons Have Time, Kids on Their Hands

DENVER — Ed Lapham, local bulk vending operator, maintains that coin-operated dry cleaning establishments are turning out to be better locations than automatic laundries.

Coin-operated laundries have become established as strong bulk vending locations during the last year, mainly because the customer—with about 30 minutes on her hands during the washing cycle—is likely to drop some coins in the vending machine.

With coin-operated dry cleaning shops, it's even better—the cycle last 55 minutes.

Lapham has installed bulk vendors in all three of the first coin

dry cleaning plants here, vending ball gum, capsules, peanuts and mixed candy fill. In each case, volume immediately eclipsed the collections at the best stops formerly operated, primarily because dry cleaning customers, with time on their hands, inevitably begin digging for pennies, as soon as waiting begins to pall on them.

### Children Pacified

One of the most substantial aids toward a profitable volume in coin-operated dry cleaning plants is the fact that nine out of 10 customers arrive with small children in tow, Lapham said. Children, understandably, are difficult to control over long periods of time, particu-

larly when there is no planned entertainment for them. A handful of peanuts and ball gum from the vending machines does the job effectively for the average mother.

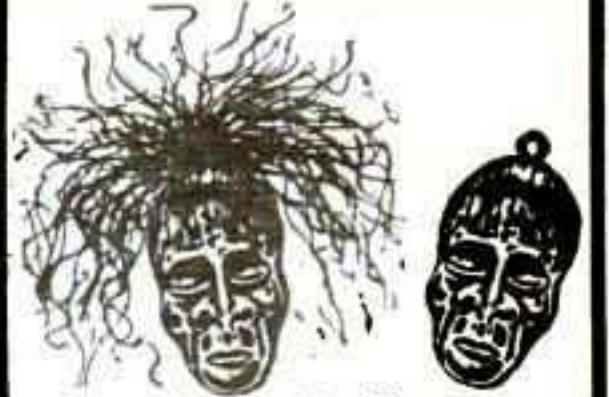
Such new plants are easy to reach through laundry equipment distributors, who are constantly working out the details for coin dry cleaning shops. Usually, because of the relative shortage of the equipment, information on new coin dry cleaning stores can be had months before the plant opens, providing ample opportunity to call the owner, and to arrange for vending machine installation.

In most instances, Lapham has found, owners of such new plants

*(Continued on page 48)*

## PAPCO'S NEW SHRUNKEN HEAD®

Make Slow Machines Come to Life!

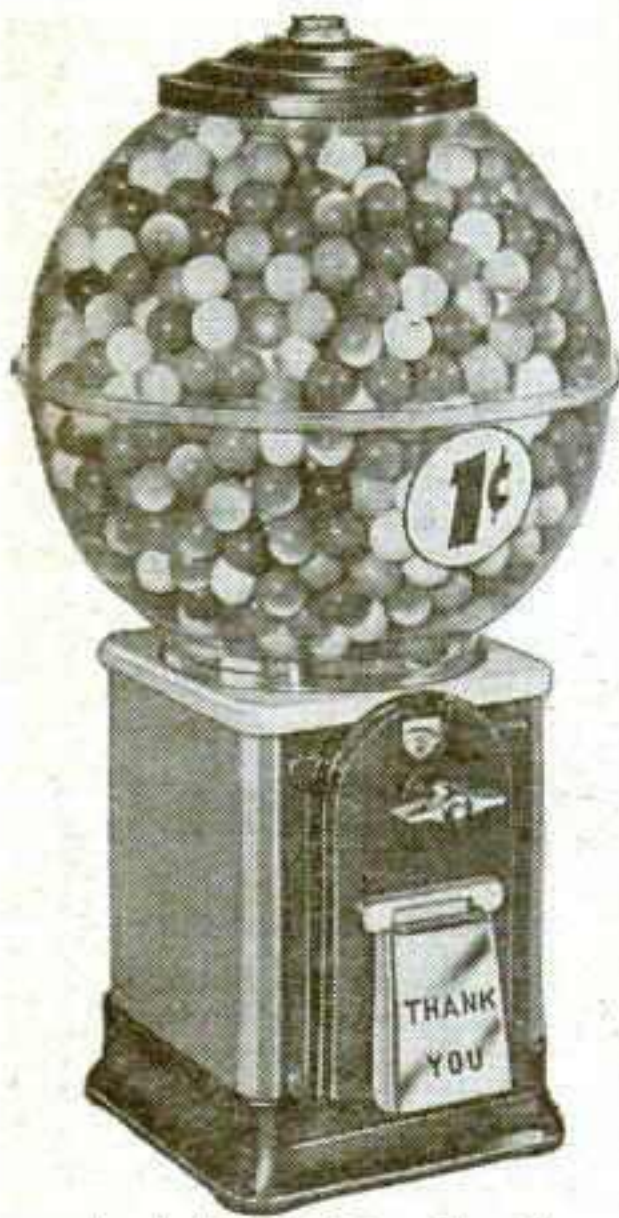


for 10c Vending

Authentic—Lifelike—Frightening. Has eye-appeal and play-appeal. Sticks to forehead, palm of hand, glass and other smooth surfaces. Simulated hair can be made by stringing thread through loops.

ONLY \$65.00 per M Capsuled  
NEW CENTIPEDE (1,000 legs) ..... \$45.00 per M Capsuled  
LARGE FROG (with dangling legs) ..... \$36.00 per M Capsuled  
LARGE CRAWFISH ..... \$36.00 per M Capsuled  
JR. SCARE EMS (TM) ..... \$30.00 per M Capsuled  
LARGE SCARE EMS (TM) ..... \$45.00 per M Capsuled

PAUL A.  
**PRICE CO., INC.**  
55 Leonard Street New York 13, N. Y.  
Cortland 7-5147-8



### Now! VICTOR Brings You the NEW L. C. TOPPER

For Vending 100-Count Gum . . . This New L. C. (Large Capacity) Vendor Holds 1175 Balls of 100-Count Gum.

Write for Circulars and Prices.

**VICTOR VENDING CORP.**

5701-13 W. Grand Ave., Chicago 39, Illinois

**MANDELL GUARANTEED  
USED MACHINES**

N.W. Model 49, 1¢ or 5¢	\$14.50
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. Com- verted for 100 ct. B. G.	6.50
Silver King 1¢ B.G. or Midse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	\$ .44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulle	.62
Pistachio Nuts, Vendor's Mix.	.55
Pistachio Nuts, Shell, Red	.50
Cashew, Whole	.65
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Bio Gum, 72 ct. . . . . \$ .32  
Malt-ette, 100 ct., per 100 . . . . . .35  
Rain-Bio Ball Gum, 140 ct., 170 ct.,  
210 ct. . . . . .32  
Rain-Bio Ball Gum, 100 ct. . . . . .34  
300 lb. minimum prepaid on all  
Rain-Bio 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. . . . .1.30  
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands,  
Globes, Brackets, Charms. Everything  
for the Operator.  
One-Third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY  
on the New  
Northwestern  
GOLDEN 60**

This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

**STAMP FOLDERS, Lowest Prices, Write**

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN  
SALES AND SERVICE CO.**  
MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LOngacre 4-4647

## Sales to Candy Vending Operators Climbed 10% Last Year, Report Says

WASHINGTON—Sales of candy to vending operators by the nation's confectionery manufacturers in 1961 totaled \$35,995,000, an increase of \$3,663,000 over 1960, according to the final confectionery sales and distribution report of the Commerce Department. (Preliminary report, including all confectionery sales data, except the vendor breakout, was reported in Billboard Music Week issue June 2.

Commerce provides no separate breakdowns of the various types of confectionery sold to operators. Also, the total reflects only the candy sold to operators by manufacturer-wholesalers. Figures for sales by manufacturer-retailers were withheld to avoid disclosing amounts for individual companies.

A total of 266 companies, of which 35 are manufacturer-retailers, participated in the survey.

### Vendor Sales

Breakout of vendor sales was given by 215 manufacturer-wholesalers, but 16 of the total wholesaler group did not report vending breakout. The 16 non-reporting firms accounted for total confectionery sales of \$201,067,000 in 1961, as against \$174,501,000 in 1960, Commerce Department reports.

As noted in the preliminary confectionery report, manufacturers' candy sales continued an upward trend for the sixth straight year in 1961, and totaled \$1,231,959,000 for 3,109,023,000 pounds, a 2.2 per cent rise over 1960. Dramatic gains were made by molded chocolate bar goods, up 20 per cent over 1960, and solid chocolate bulk goods, up 15 per cent.

**COLA OR-BITS  
M & M TYPE CANDY**

A delicious cream centered, hard coated candy that won't soften or melt during the hot summer's heat. Repeat, won't soften or melt during the hot summer's heat.

The delicious and distinctive cola flavor is captured in every piece. A real favorite with boys and girls and Moms and Dads alike.

Handsomely designed space-type decal provides the "on-the-spot urge" for small fry to drain the nickels from Dad and Mom.

**COLA OR-BITS at 5c vend OFFER  
NEW PROFIT OPPORTUNITIES TO  
EVERY BULK VENDING OPERATOR IN  
AMERICA. RUSH ORDER TODAY!**

Per lb., 45c.  
Packaged 30 lbs. to the carton.

**Samples on Request**

Decal Free with each carton on original order.  
Extra Decals, Per dozen \$2.00.  
CASH WITH ORDER UNDER 90 LBS.  
One-third deposit on all orders.

All prices F.O.B., Lancaster, Pa.

**COLABAR CANDY COMPANY**  
260 W. Main Street Leola, Pa.  
Phone: EXpress 2-7470 at Lancaster, Pa.

## Kids Chew Gum, Cue Expansion Of Can. Firm

BOSTON — Canadian kiddies, like their American counterparts, are apparently chewing bubble gum in larger quantities than the last generation.

This increased consumption has brought about the letting of contracts for the second addition to the plant of the World Wide Gum Company, Ltd., Granby, Que. The firm is a wholly owned subsidiary of the Cramer Gum Company of Boston, and was acquired by Wellington M. Cramer Jr., president of the parent company.

The Canadian firm is headed by Cramer and supported by a unique board of directors. Among them are the mayor of Granby, Horace P. Boivin, his brother, Marcel Boivin, a member of the Quebec parliament, and Leo F. Spellman, a member of the New York Stock Exchange. Wilfred Cadotte is general manager.

The new addition to the plant will add 11,000 square feet of space, giving a total of 23,320 square feet when the work is completed. Like the existing plant, the new building will be a fully air-conditioned and modern automated factory. The plant produces candy-coated gum, and several candy-coated pieces to offer a well-rounded line of products for Canadian operators.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:  
**KING & COMPANY**  
2700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302

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 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

**JUMBO 5c  
ALL CHARM  
VENDING**

New type vending of rings with capsule inserts and other big value items one for 5c. Send \$9.00 for sample bag of 500 Jumbo Charm Assortment. Atlas has the perfect dispenser for Jumbo Charms. Other vendors use Rocket Wheels.

**SURE LOCK**, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

**The  
PENNY KING  
Company**  
2534 Mission Street, Pittsburgh 3, Pa.  
World's Largest Selection of Miniature Charms

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

## VENDORAMA

The finest all-purpose vendor ever built! 1c, 5c, 10c, 25c.

VENDS: V or V-1 capsules. 1c 100 count gum or 3 for 5c mixed with or without Rocket Charms. 1c 210 gum and charms, nuts or candy @ 1c, 5c or 10c. Rocket Charm vending @ 5c each, 2 for 1c Chickie Treats.

**Vendorama** has extra large capacity. Grosses \$22.00 per fill of 210 gum and charms. Grosses about \$50.00 per fill of Rocket Charms @ 5c.

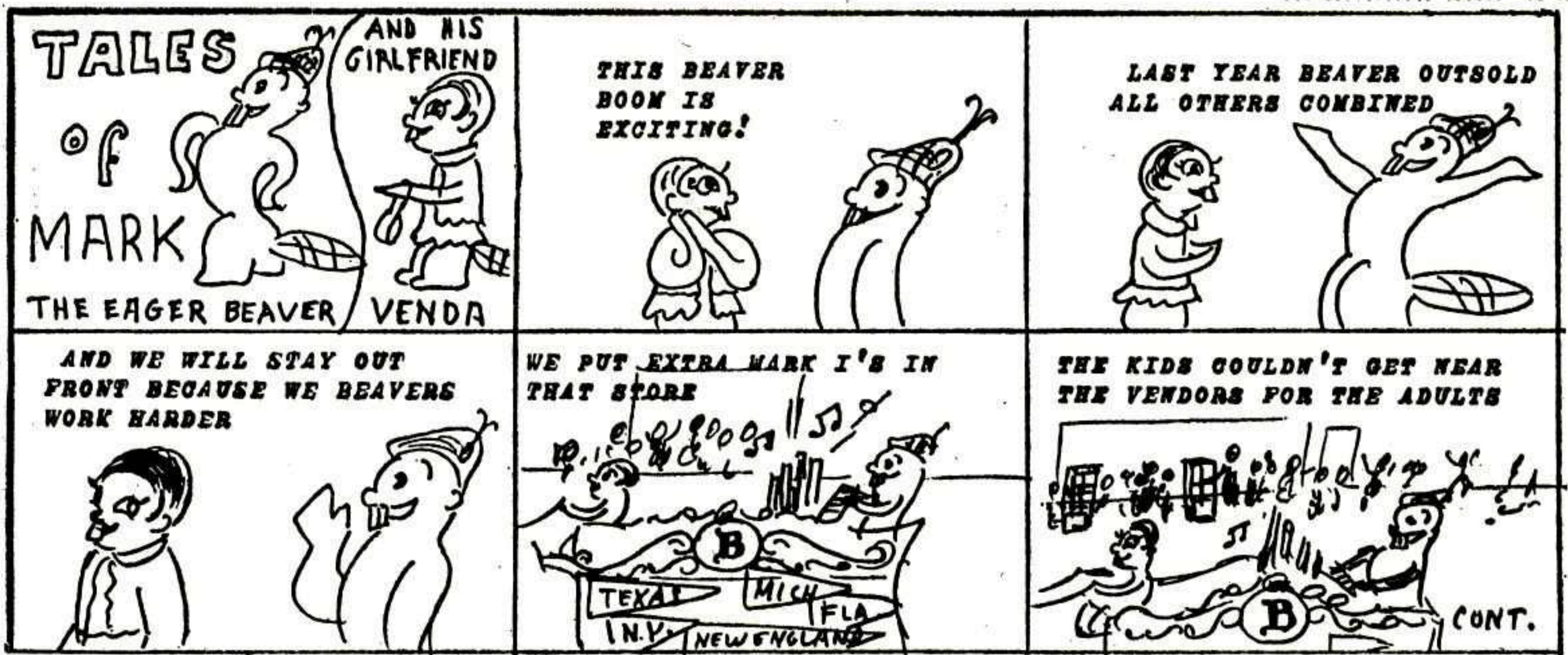
**Vendorama** is a superior vendor, vending widest possible variety of merchandise. Its many features, plus REFILL ASSEMBLY & REMOVABLE CASH DRAWER, make it the easiest of machines to service. Ask the Operators that have them!

Write for beautiful illustrated circular and prices today.

**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N.E.  
Atlanta 7, Ga.  
Phone: DRake 7-4300

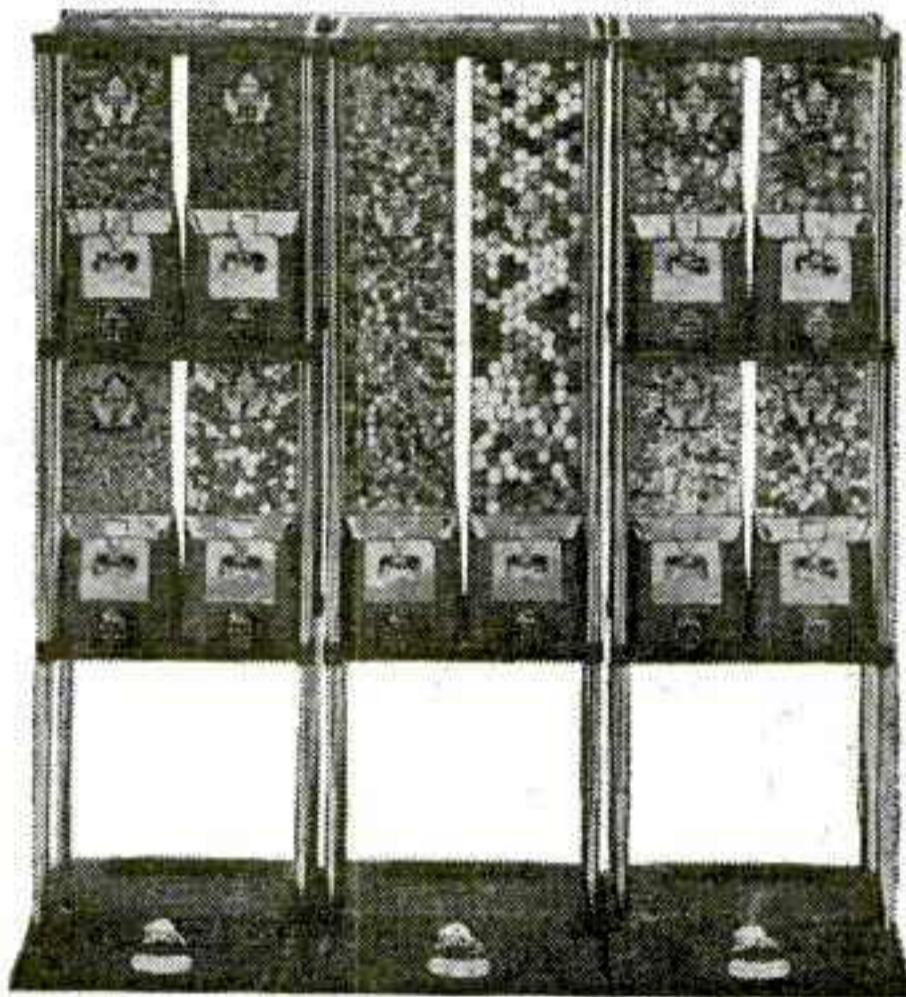
★ ★ ★ ★ ★ ★ ★ ★ ★ ★





**ANSWERS TO THE OPERATOR'S DREAM**

- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE



PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS

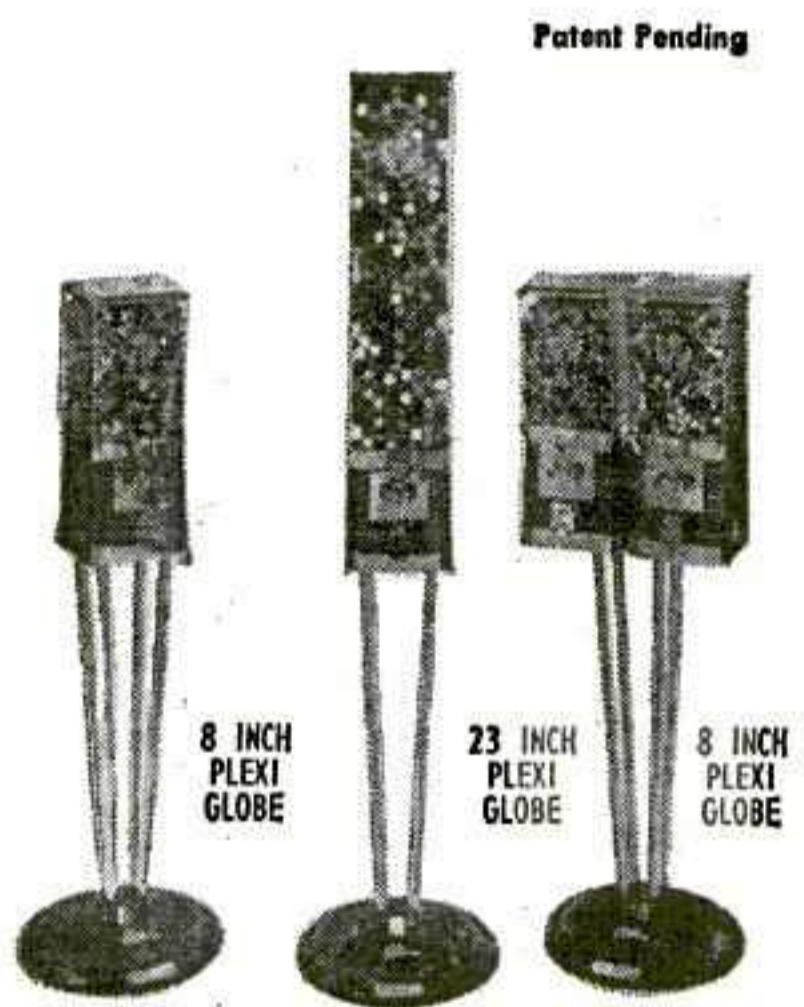
NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

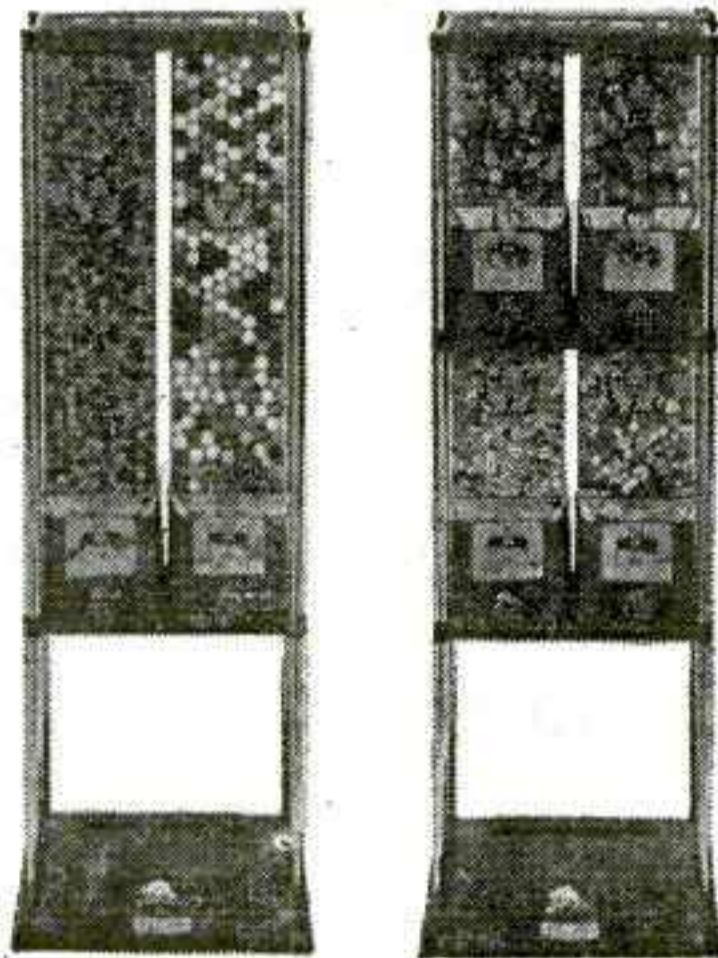
CITY & STATE \_\_\_\_\_

# BEAVER VENDORS



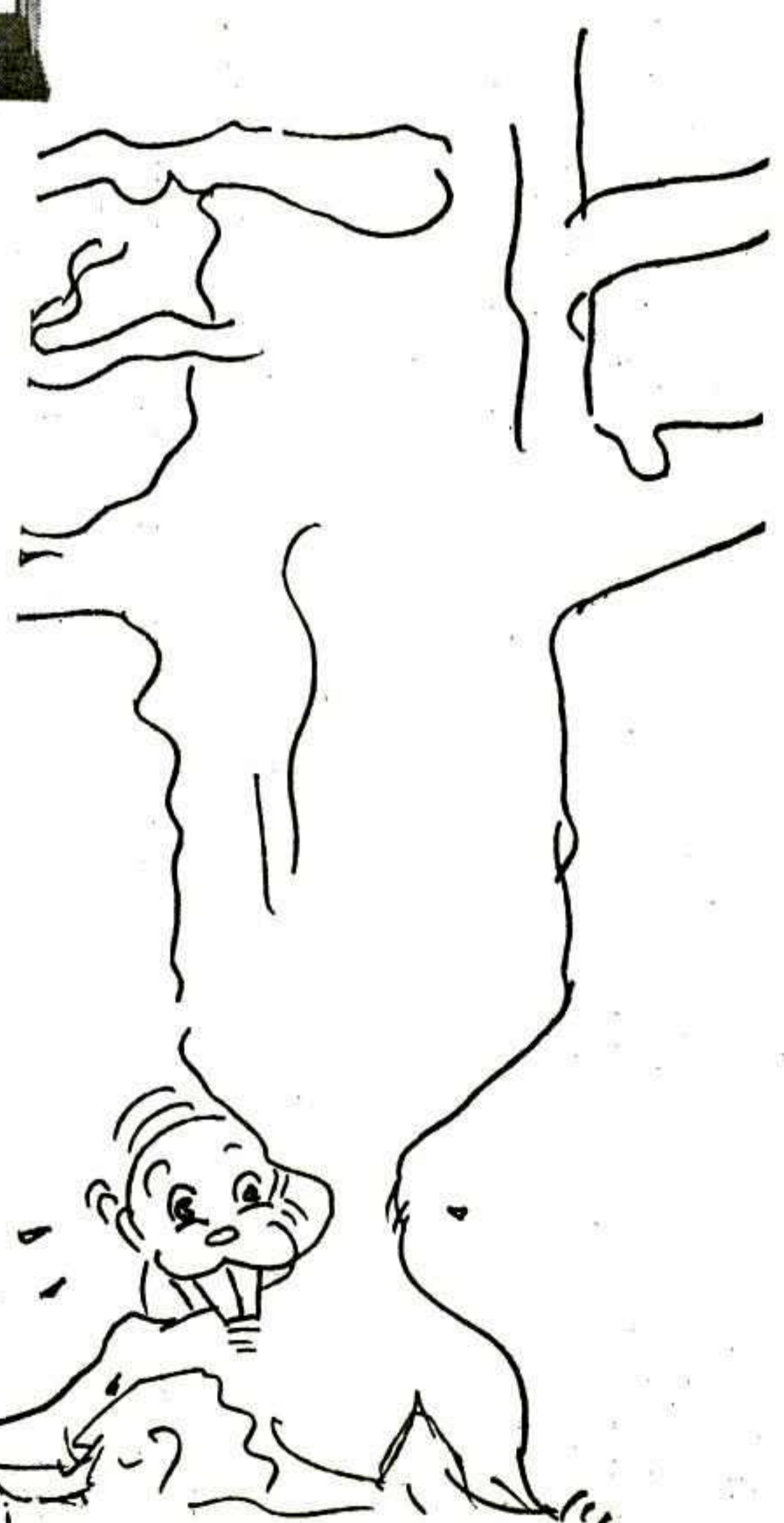
Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

**MARK I DELUXE CONSOLE**  
 Contains 3 Complete Sections, 10 Units  
**BEAVER MARK I (waterproof)**



Contains 2 Units

Contains 4 Units



Support the Mend Fund. Inquiries Invited

**CAMPBELL VENDING, INC.**

541 SENECA STREET, BUFFALO 4, N. Y.

Beaver Vending Service  
 11036 Whittier Ave.  
 Detroit 24, Mich.

Beaver Distributors  
 Dallas, Tex.

Buymore Vending Corp.  
 16 West Atlantic Ave.,  
 Baldwin, N. Y.

King Enterprises, Inc.  
 124 Dodge St.  
 East Providence, R. I.

Beaver Distributing  
 St. Petersburg, Fla.





# Berlin Seeks U. S. Coin Machine Plants

By OMER ANDERSON

WEST BERLIN — The city of West Berlin is inviting American coin machine equipment manufacturers to establish production facilities in this cold war outpost.

The invitation is being extended under the city's general program for attracting American investment in West Berlin. Professor Ernst Schiller, the city's Senator (cabinet minister) for economic affairs, explained:

"We are seeking balanced American industrial and business investment in West Berlin, and I have been very impressed in my travels in America by the American coin machine industry.

"It is the type of highly specialized industry which would fit in particularly well with our economy. West Berlin already has the nucleus of a large, well diversified coin machine industry, and American producers would feel right at home with us."

### Four Firms Interested

Senator Schiller said he is unable to disclose at this stage any details of his negotiations with U. S. manufacturers, since confidential financial considerations are involved. It is understood, however, that at least four U. S. concerns are interested.

Sources here said they include producers of across-the-board coin machine equipment, including phonographs, games and vending machines.

West Berlin has three phonograph producers—Wiegandt (also a major vending machine manufacturer); Beromat (which produces the Harmonie compact box and distributes Seeburg), and Eltec (also an economy box producer).

### Labor Pool

The existence of a strong coin machine industry here provides the opportunity for U. S. firms to establish working agreements and joint manufacturing facilities. Aside from these possibilities, the local industry provides a labor pool for U. S. concerns locating here.

Electrical equipment and electronics is the city's major industry, and this is a major inducement to U. S. coin machine producers to locate here.

The major inducement — which Senator Schiller and his staff are not at all shy about discussing—is West Berlin's status as a tax haven. To attract industry from West Germany and abroad, the city has established the lowest tax rate for any industrial city in the world.

### Low Taxes

Berlin is one of the world's major industrial cities, but the tax rates average about 20 per cent of the rates for comparable U. S. centers. Labor costs average about 40 per cent of the U. S. level.

West Berlin, moreover, is prepared to grant U. S. concerns locating here extensive assistance in finding plant sites, producing equipment, and hiring labor.

Senator Schiller said, "I can assure any American coin machine producers locating in our city the utmost in the way of hospitality. They will find it a real pleasure to do business with us."

It is understood that some of the American coin concerns interested in locating here have in mind the manufacture of components for their U. S.-based production.

West Berlin is especially suited to firms requiring relatively small area and work force, which, in Senator Schiller's view, makes coin machine manufacturing an ideal industry for the city.

## Abby Vending Firm Makes Own Cards

BROOKLYN—The Abby Vending Company, local bulk machine manufacturer, has launched an intensive trading card program. Abby makes a trading card vending machine, and the card program was conceived to complement machine sales.

According to Leon Calderon, vending sales manager, the company has its own art and production staff, capable of turning out four-color cards. The actual presswork, of course, is farmed out.

First in the Abby card series are comic pasteboards called "Loonies." Distribution is set for this week.

## Superman Action Rings Are HOT!

ONLY \$14.00 PER 1,000 FOB FACTORY OR YOUR WAREHOUSE



National Periodical Publications, Inc.

- Birmingham Vending 540 2nd Ave., No. Birmingham 4, Ala.
- King & Co. 2700-2 West Lake Street Chicago, Ill.
- West Vending Supply Co., Inc. 2517 West Dixie Dallas, Tex.
- Star Vending Supply Co. 4327 Colburn Rd. Houston, Tex.
- Northwestern Sales & Service Co. 446 West 36th St. New York 18, N. Y.
- Standard Specialties 1028 44th Ave. Oakland, Calif.
- Rake Coin Machine Exchange 609 Spring Garden St. Philadelphia 23, Pa.
- Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
- Operators Vending Machine Supply Co. 1022 South Gray Ave. Los Angeles 15, Calif.
- Oak Sales of Florida 1151 71st Miami Beach 41, Fla.
- Oak Sales 2032 Fifth Ave. Pittsburgh 19, Pa.
- Ridge Gum Corp. 4224 Ridge Rd. Cleveland 9, Ohio

### EPHY-GUGGENHEIM, INC.

91-15 144th Pl., Jamaica, N. Y. Ph. AX 7-2900

## Buy OAK for your PROFIT LINE!



MANUFACTURING COMPANY, INC.

11411 Knightsbridge Ave., Culver City, California

## USED VICTOR GLOBES FOR SALE

Large 7-8-lb. globes. All perfect and clean. \$1.00 each. Shipped from W. Va., or Kansas City.

Order from **PORTMAN**

Box 96, Oak Hill, W. Va.

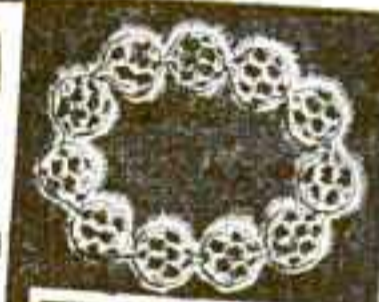
## NEW! for 5¢ VENDOR

CRYSTAL, FACETED POPPIT BEADS! CLEAR and COLORED

Sparkling MONEY-MAKER!

OPERATES WITH ROCKET WHEEL  
BULK FILL—NO CAPSULE  
PURPLE VELOUR-COATED DISPLAY  
CARD—3 1/2" x 5" (approx.)

PLASTIC PROCESSES INC., 83 HANSE AVE., FREEPORT, N.Y.



SAVE MONEY!  
THREE BEAUTIFUL POPPIT BEADS WILL VEND APPROXIMATELY 3 for 5¢  
Makes beautiful bracelets and necklaces

## it's RAKE for the OAK PROFIT LINE!

### 5c, 10c, 25c CAPSULE VENDOR

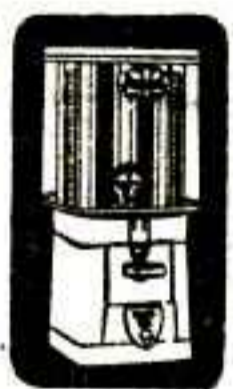
**Capsule Vendor**  
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.



\$17.95

### "GOLD MINE"

**Tab Gum Selector**  
Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!



\$22.95

### BIG LEAGUE

**Ball Gum Vendor**  
The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.



\$18.95

### "ACORN"

**All Purpose Vendor**  
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.



\$15.95

Time payments available. Liberal trade-ins. Prices F.O.B. factory.

We invite inquiries from Pennsylvania operators about our sponsored RETARDED CHILDREN'S PROGRAM.

Send for new catalog.

1/2 deposit on all orders, balance C.O.D. Send payment in full on all orders under \$20.00.

## RAKE COIN MACHINE EXCHANGE

609-A Spring Garden Street, Philadelphia 23, Pa. WALnut 5-2676

**GOLIATH SPECIALTIES, INC.**  
146-55 HORACE HARDING EXPRESSWAY  
FLUSHING 67, N.Y.  
AMERICAN MADE  
ALL METAL—ADJUSTABLE—RINGS



NEW—NEW  
RING-A-DING  
BOYS' ASSORTMENT  
INDIAN—COWBOY  
HORSESHOE

SCRATCH—U. S. EMBLEM \$22.50 PER 1,000



75% GIRLS' AND  
25% BOYS'  
63 STYLES & DESIGNS  
\$28.25  
PER 1,000

GIRLS—25 Styles  
Colored and Crystal Stones



\$26.50 PER 1,000

TERMS: 2% 10 DAYS F.O.B.  
FLUSHING, N. Y.

Order 1,000 Rings for inspection and write for new low quantity prices and samples. Foam pads and boxes available.

## LONG ESTABLISHED BALL GUM ROUTES FOR SALE

Eight weekly routes in So. part of W. Virginia, Ohio, Indiana and Pontiac, Flint, Saginaw, Michigan. Adv. all top locations. Sell all or part as is. Sale price at bargain based on earnings from income tax return. Owner retiring. Indeed opportunity for top paying route. If truly interested in top paying routes and with cash, write:

BOX 169

Billboard Music Week  
188 W. Randolph, Chicago, Ill.

## 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.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

## Northwestern

CORPORATION

2624 E. Armstrong St. Morris, Ill. Phone: WHitney 2-1300

## AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1 1/2" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

## J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

## VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

← L. C. TOPPER, \$15.00 ea.

Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT!

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

LOGAN DISTRIBUTING CO., 1850 W. Division St., Chicago 22, Ill.

## Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

CLEVELAND COIN MACHINE EXCHANGE, INC.  
2029 Prospect Ave. Cleveland 15, Ohio  
Phone: TOWER 1-6713

## Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

BIRMINGHAM VENDING CO.  
520 Second Avenue, North Birmingham, Alabama  
Phone: FAirfax 4-7526





EDGAR BLANKENBECKLER, right, Seeburg sales manager for the Southern United States, is greeted on his arrival in Sydney by Jim McKeon, Seeburg Australia. Blankenbeckler is touring Australia to scout Australian recording talent and records. He feels that many Australian folk songs will go over on U. S. juke boxes.

# Juke Box Pictures Let Patrons See Selves as Others See Them

By HAL REVES

FLINT, Mich.—Adding sight to sound for juke box patrons has proved a profitable investment for Jerry Gillespie, operator of the Ace Music Company here. He has created a novel variety of visual advertising for his locations, building good will and profits at the same time.

Customers are entertained by a sequence of pictures of themselves, their friends, and recording artists as well, while the juke box is playing—something like a return to the personalized old-time illustrated song technique which proved popular in early movie theaters.

Gillespie mounts a specially designed projector for 35-mm. slides in his selected locations. It may be placed on top of the juke box or on a wall bracket, according to the layout of the location. The 17 by 17-inch screen and the projector are united in a single self-contained unit. A polarized glass screen is used to eliminate hot spots.

### 15-Slide Magazine

Each projector is equipped with a magazine of 15 slides, to be later increased to 50 to give a broader variety of programming. The mechanism is tied in with the juke box in such a way that the pictures are shown only while the machine is playing.

When the machine ends a play period, the screen goes dark. The timing device keeps each successive picture on the screen for one minute. Then the next one succeeds it. This gives three to four pictures for each record selection.

Gillespie does his own photography for this extra

promotional touch. Standard 35-mm. color slide film is used, and the pictures are mounted between glass for slide use. He has built up a library of pictures he has taken of artists. Sometimes he uses a picture of the artist from promotional material, such as a record sleeve. Then he regularly takes flash pictures of customers in the specific location.

Sometimes this will be an individual; sometimes, a group. All such personal pictures must be taken, of course, with the approval of the subject. Gillespie has found that pictures can be humorous or serious, according to the situation.

Customer reaction has been favorable—in fact, often the customers ask about having an enlargement made for themselves.

"The mostly widely used word in the American language is I or me. Next to conversation comes the picture," Gillespie says, in explaining customer interest.

"People bring their friends and want to show themselves off. So they play the machine till their picture comes up."

### Physical Problem

Gillespie leaves pictures in a location for a reasonable number of weeks, changing a few every month. The physical problem that repeated projection will tend to bleed out a transparency after a time is one reason for continual change. But a revival can also be used, and proves effective—Gillespie says,

"You can also bring back pictures you took six or eight months ago—just as you bring back an old record," he explained.

# Says Selling Sight Unseen Hurts Industry

By CAMERON DEWAR

BOSTON — The so-called "exporter-broker" of games and music machines has for some time been giving the industry a hard time. This was underscored this week when several European buyers paid calls on Redd Distributing Company here to inspect just what they were buying. The broker, who ships without seeing the merchandise, apparently has been operating to the detriment of the legitimate American exporters of games and music.

Bob Jones, general manager of Redd's, pointed out that the broker with his tiny office works a real hardship on the distributors who must maintain large establishments and who know their equipment.

"The shipping of inferior merchandise," says Jones, "does not allow the legitimate distributor to get a fair price for machines that he feels duty-bound to put in proper working order before shipping abroad. It is impossible to compete against this type of trading."

### Confidence Destroyed

The problem, according to Jones,

is that foreign buyers expect to be able to purchase good merchandise at the prices offered by the brokers—and when the purchase is made and the goods found to be inferior, the European buyers' confidence is destroyed in all American distributors. Under such a system it becomes difficult to explain to an operator why he cannot get more money for his used equipment.

The prime purpose of the legitimate distributor, Jones feels, is to assist the foreign buyer in obtaining good merchandise at a fair price and still allow the domestic customer to receive a fair allowance for his good used merchandise.

He feels the legitimate distributor desires to ship good quality merchandise in order to maintain good customer relations and promote future business.

"This is virtually impossible if he must compete in price with those so-called broker-exporters," says Jones. "We as distributors, in

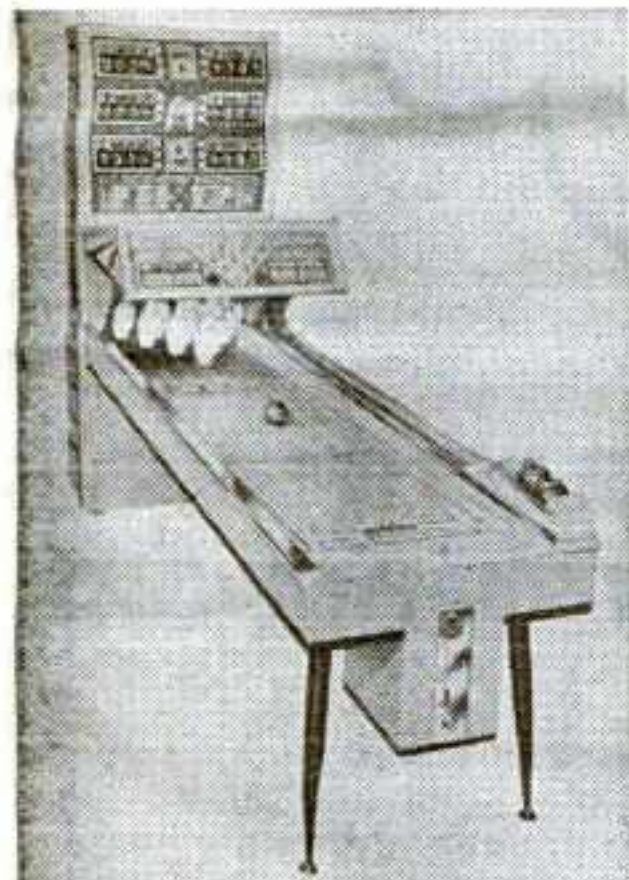
an attempt to assist properly our foreign customers, have invested heavily in equipment to handle export shipments."

In addition to this, Redd has a representative, Marinus Van der Weyde of Ingleheim, Rhine, Germany, who travels throughout Europe to assist customers in obtaining equipment at as fair a price as possible.

### Visits a Help

Van der Weyde's other function is to keep Redd informed of the needs of the firm's customers. Jones advocates that all foreign buyers visit their American distributors to see for themselves exactly the kind of establishments they run.

Only then, he feels, will it be possible for the legitimate distributor to obtain dependable merchandise for the European market at a fair price, and at the same time benefit the local operator by being in a position to offer him a reasonable price for his used equipment.



SILVER ROLL-DOWN

## Bowling Game Plays Quietly

CHICAGO—The Silver Roll-Down Bowling Alley, which may be played by from one to six persons, was released last week by the United Manufacturing Company.

Three-inch, cork-centered bowling balls keep down the noise level while the game is being played, according to Billy DeSelm, United sales vice-president.

Scores in the nine-foot bowler are made in five ways—Line-Up, Strikes, Spares, Bonus and Regulation.

## Automatic Board Approves O'Malley As Company Head

CHICAGO—Patrick L. O'Malley's appointment as chief executive officer of the Automatic Canteen Company of America was approved this week by the company's board of directors. He succeeds Frederick L. Schuster, who stays on as chairman of the board.

O'Malley was elected president of the company in December, 1961. He was formerly vice-president and general sales manager of the Coca-Cola Company.

The announcement is the result of a management development program instituted by Schuster at the time of his appointment as board chairman and chief executive officer.

"The purpose of the program," said Schuster, "is to develop a strong management team with a view to relinquishing the role of chief executive officer as soon as I have accomplished these objectives, which will enable me to devote my time to the duties of the board and to return to my other financial interests and activities."



PATRICK L. O'MALLEY

## Op Groups Meet To Plan Outing

NEW YORK — Representatives of the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild met here last week to plan for the joint outing the three groups will hold at the Laurels Country Club, Sackett Lake, New York, September 21-23.

Chairman George Holtzman of the Music Operators of New York presided, with Al Denver and Nash Gordon, also representing MONY. The Westchester group was represented by Carl Pavesi and Malcolm Wein, while Mike Mulqueen, Mrs. Gertrude Brown and Jack Wilson represented the New York State Operators Guild.

No formal business agenda is planned for the outing, though informal discussion groups will cover various operating problems.

The outing is expected to attract operators from throughout the Northeast, with most manufacturers sending representatives.



ARIZONA JUKE BOX OPERATORS helped finance the trip of the Orpheus Male Chorus of Phoenix to Essen, Germany, where the group represented the United States at the International Music Festival. Members of the Arizona Music Guild, representing most of the juke boxes in the State, played a specially pressed single from the OMC's album to promote album sales. Profits from album sales were enough to send the group to Germany. Discussing the fund drive are, left to right, Dale Foster, AMG president; Michael Mikol, chorus president, and Alden W. Phelps, public relations chairman for the chorus.

# DON'T MOVE

until you send Postal Form 3573 to  
Billboard Music Week  
2160 Patterson St., Cincinnati 14, O.,  
and you won't miss a single  
issue of your subscription!



# BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-Tv Programming • Juke Box-Game Operating



THE WORLD'S FOREMOST BUSINESS PUBLICATION  
REPORTING ALL INTERNATIONAL ACTIVITIES IN MUSIC-  
RECORDS, GRAMOPHONES AND THE AUTOMATICS INDUSTRY.

Now comes to  
**BRITAIN**  
every Week!



VIA JETMAIL  
DELIVERY

**EXTRA!**

With Your Subscription at No Additional Cost  
**1962-1963**  
**International Music Industry**  
**BUYERS' GUIDE**  
and Market Analysis Directory

ALSO—A Copy of the Big Illustrated  
"1963 WHO'S WHO in the WORLD OF MUSIC"

- ★ NEW IDEAS AND METHODS TO INCREASE SALES OF RECORDS—GRAMOPHONES—RADIO—TV SETS—COIN MACHINES
- ★ NEW SOURCES OF SUPPLY!
- ★ NEW WORLD MARKET OUTLETS!
- ★ SALES & ANALYSES OF MUSIC-RECORDS & GRAMOPHONES
- ★ NEW DESIGNS AND USES OF AMUSEMENT COIN MACHINES!

All this valuable information now can be right at your fingertips . . . at the same time United States subscribers receive Billboard Music Week—at the same low subscription cost!

**52 Fact-Packed Issues**  
**only £5-10's**

Start Getting Your Copy of BILLBOARD MUSIC WEEK Regularly Each Week!  
**FILL OUT AND MAIL THIS COUPON TODAY!**

Billboard Music Week  
1564 Broadway  
New York 36, N. Y., U. S. A.

Enter my subscription to Billboard Music Week for 1 year (52 weekly issues) at the low cost of £5-10's, including fast Jet-Mail delivery.

Name \_\_\_\_\_  
(print)

Address \_\_\_\_\_

Nature of Business \_\_\_\_\_ Title \_\_\_\_\_

Payment can be made at: Lloyds Bank Ltd., 6 Eastcheap, London OR . . .  
attached.  Bank Draft  International Postal Money Order  Bill Me



Operate  
**Williams**  
1962  
**WORLD SERIES**

ready to score  
more money  
for you...

**Williams**

ELECTRONIC Mfg. Corp.  
4242 W. Fillmore St., Chicago 24, Ill.

**PLAY UP WHEN EATERY  
ADVERTISES THE JUKE BOX**

COLORADO SPRINGS, Colo.—If a juke box operator will take the time to ask for mention in a restaurant's newspaper advertising, he can give phonograph play a considerable boost, according to Pete Vandenberg, veteran operator who formerly headed Modern Music Company here.

Vandenberg asks the restaurant owner to insert a small notation on the stereophonic twin-channel music, which his juke box presents, and this usually attracts attention and produces better play.

An example is The Golden Dragon, Colorado Springs' leading Chinese restaurant which, for more than a year, has incorporated the line "Enjoy stereophonic music while you dine" in its advertising.

It cost the restaurant owner nothing extra to incorporate this line in a daily newspaper advertisement, but the difference in play on the juke box was marked. Actually, collections nearly doubled during the first three months that the advertisement was used, and they have continued to hold well above normal ever since.

GIVE TO DAMON RUNYON CANCER FUND

**ALL DAVIS—GUARANTEED**

Reconditioned—Refinished Phonographs

**SEEBURG**

M100B	\$135
HF100G	285
VL200	295
201DH	575
220S	595
222S	669
AQ160SH	869

**WURLITZER**

1650	\$ 89
2000	195
2250	295
2300	425
2300 Stereo	495

SEEBURG WALLBOX,  
3W1, 100 Sel. .... **\$35**

**AMI**

E120	\$ 95
H200	339
I200	425

Terms:  
1/3 deposit required.

**WORLD EXPORT**

**WESTERN EXPORT**

DISTRIBUTING

**Corp.**

Exclusive Seeburg Distributors  
738 East Erie Blvd.  
Syracuse 3, N. Y., U. S. A.  
Phone: GRanite 5-1621  
Area Code 315

**Dallas Firm Merges  
With Interstate**

DALLAS—B&B Vending Company here, the Southwest's largest full-line vending operation, has merged with Interstate Vending Company, Chicago. B&B is an outgrowth of a major juke box and amusement machine distributorship here.

B. H. Williams, president of B&B, said expansion of the Dallas area operation is anticipated. He remains head of B&B and will keep his present staff of about 60 intact.

**FOR SALE**

Keeney Diamond	\$ 50.00	Bally Spelling Bee	\$100.00
Bally Jet	50.00	Bally Cross-words	100.00
Bally Rocket	50.00	Bally U.S.A.	50.00
Bally Victory	75.00	Bumper Pool	50.00
Used Shuffle Alley	.....	Write	.....
Send one-half deposit.			

**GUERRINI**

1211 W. 4th St. Lewistown, Pa.

**Nahum on Tour  
Through Europe**

NEW YORK — Morris B. Nahum, sales manager for R. H. Belam and the Belamex Vending International Corporation, is on a four-month tour of Europe. Nahum will set up headquarters in several European cities to service the firm's coin machine customers.

Belam and Belamex are leading exporters of juke boxes, amusement machines and vending machines.

During his European stay, Nahum will confer with several U. S. vending machine manufacturers, who will be on the Continent in the next few months. He will attempt to set up distribution machinery for their products.

On Nahum's itinerary are Belgium, France, Holland, Luxembourg, Germany, Austria, Switzerland, Italy, Greece and Denmark.

**Nutmeg Ops Elect  
Jerry Lambert  
New President**

HARTFORD, Conn. — Jerry Lambert was elected president of the Music Operators of Connecticut at a recent meeting here. Other officers named were Phil Tolisano, vice-president; Frank Marks, secretary; Tony Wilkas, treasurer; Irving Mackler, sergeant at arms, and Joe Ficca and Isadore Resnick, delegates at large.

Abe Fish, MOC manager, warned operators about using suggestive records on juke boxes. He also advised operators to patronize their local distributors, pointing out that the more business these distributors do, the better service job they will be able to perform.

Some 35 operators attended the meeting, including several new members from the Hartford and New London areas.

Guests included Irving Kempner, Runyon Sales; Meyer Parkoff, Atlantic-New York, and Mac Perlman, Atlantic-Connecticut.

Joe Burns, MOC attorney, reported on licensing ordinances and assessment problems.

**Pinball Game Has  
Dog Race Theme**



**SKILL RACE**

CHICAGO—Games, Inc., last week unveiled its new pinball game, Skill Race. The game features fast play.

Playing theme features a dog race with win, place and show pockets. The game utilizes three-ball play.

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

**MECHANIC  
WANTED**

to service coin-operated machines. Must be experienced in AMI, Rock-Ola, Wurlitzer and Seeburg phonos.

Also several Game Mechanics wanted full time. Permanent position. Room for advancement; fringe benefits. Only experienced men considered.

Work is in the Midwest area. Give full details in first letter.

Write

**BOX 171**

**BILLBOARD MUSIC WEEK**

188 West Randolph Chicago, Illinois

**BARGAINS  
FOR THE WEEK  
GAMES GAMES**

**350 OF THEM  
BIG WAREHOUSE  
CLEARANCE SALE**

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

**WHAT DO YOU NEED?  
SPECIALS FOR THE WEEK**

22 Column Du Grenier Cigarette Vender ..... \$225.00  
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above, Also on Used Drink Venders.

Write or Call Us Collect.  
**MAin 1-3511**

Write for Our Price List on Full Line of Coin-Operated Machines.

**Central**

DISTRIBUTORS, Inc.

2315 Olive Street, St. Louis 3, Mo.  
Phone: MAin 1-3511; Cable: Cendist

**Memo to: Manufacturers, Suppliers & Distributors  
of New & Used Coin-Operated Equip-  
ment & Related Products.**

Get Your Share of Inquiries and Sales From Both  
U. S. and Foreign Customers.

**SCHEDULE YOUR FIRM'S AD TODAY  
IN THE ALL-INCLUSIVE  
1962-1963**

**BUYERS' GUIDE & MARKET DATA  
DIRECTORY**

**Printed:**  
Offset, 7" x 10" page size

**Dated:**  
August 4, 1962

**Distributed:**  
Monday, July 30

**Deadline:**  
June 25 (earlier if possible)

It's easy and economical to achieve thousands of dollars in extra sales during the coming year. Your ad will act as a direct pipeline from customers everywhere.

**Here's All You Need Do**  
Send ad copy directly to the office shown below.

**BILLBOARD MUSIC WEEK**

188 WEST RANDOLPH

Phone: Central 6-9818

CHICAGO 1, ILLINOIS

Call Collect Should You Have Any Questions on This  
Coin Machine Directory Issue of the Year

America's Largest and Oldest  
**ONE-STOP  
RECORD SERVICE!**

**45 RPM 60c**

All LP's—Regular Dis-  
tributor. Wholesale—  
Nothing Over.

**SAME DAY SERVICE**

**THE  
MUSICAL SALES CO.**

The Musical Sales Bldg.  
Baltimore 1, Maryland

when answering ads . . .

Say You Saw It in Billboard Music Week



# The World's Greatest Juke Box

## ROWE-AMI 3 IN 1

Now Ready For Delivery  
 WIRE—PHONE—WRITE TODAY  
 Send for Complete Lists  
 ARCADE—GAMES—BINGOS  
 RIDES—MUSIC—etc.

**DAVID ROSEN**  
 Exclusive A M I Dist. Ea. Pa.  
 855 N. BROAD STREET, PHILA. 23, PA.  
 PHONE: CENTER 2-2903

**ABP** MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

### Arlene Holzman Wed

NEW YORK—Arlene Holzman, daughter of Irving Holzman, United East Coast Distributors, and Alan Cookler were married Saturday evening (9) at the Hotel Plaza here. The couple is honeymooning on the S.S. Victoria, cruising to Bermuda and Nassau. Mr. and Mrs. Cookler will make their home in Trenton, N. J., where they both attend Rider College.

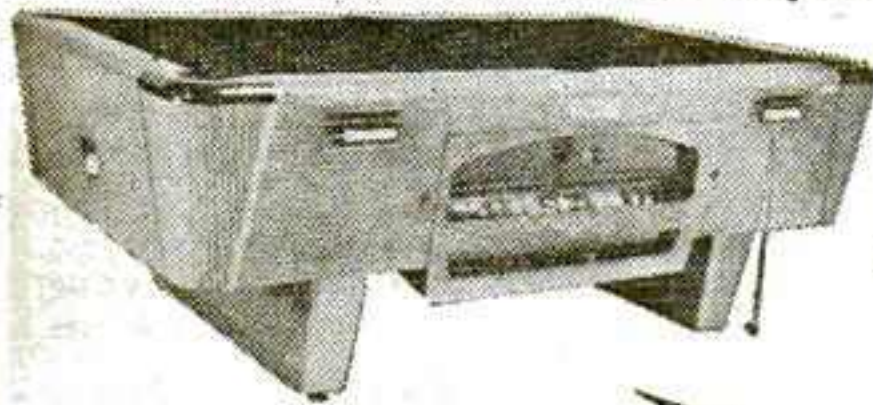
NEW YORK—Art Seglin, Rowe AMI factory field engineer, spent last week at Runyon Sales here, AMI distributor for the New York metropolitan area. During his New York stay, Seglin discussed service problems with local operators.

**NEW for '62!**  
**DELUXE and SPECIAL 6-POCKETS**  
**POOL TABLES by VALLEY**  
 BUMPER POOL



NEW DESIGN! NEW MECHANISMS!  
 At your distributor or write—  
**VALLEY SALES CO.**  
 333 Morton St. Bay City, Michigan

### the Original ELDORADO Imitated but never duplicated



MARK I 77"x45"  
 MARK III 92"x52"  
 MARK II 82"x46"  
 MARK IV 106"x58"

Why settle for less than the best? Buy a proven product . . . at all leading distributors

**IRVING KAYE CO., INC.**  
 363 Prospect Place Brooklyn 38, N. Y.

STERling 3-1200

### SPECIALS

Lotta Fun .....\$340.00  
 Barrel-O-Fun ..... 450.00  
 Barrel-O-Fun's 61 ..... 475.00

### BOWLERS (13' & 16' Lengths)

Jumbo, A-1 condition .....\$325.00  
 Play Time ..... 350.00  
 Bonus ..... 325.00

### UPRIGHTS

Wildcats .....\$65.00  
 Super Twin Wildcats .....\$300.00

### MUSIC

AMI-F, G, H, I & J Seeburg 201, 222, Q100, Q160

### MISCELLANEOUS

Midway Shooting Gallery .....\$200.00  
 Bally Sharp Shooter ..... 250.00

SPECIAL NOTE: Operators in Columbus, Ohio, area, watch for the grand opening of our new showroom on July 9.

CALL COLLECT—ASK FOR CLINT OR HAROLD

2070 SEYMOUR AVENUE  
 CINCINNATI 37, OHIO  
 Phone: ELmhurst 1-7400

**ROYAL**

## UPRIGHTS FULLY RECONDITIONED

KEENEY: Sweet Shawnees ...\$550.00  
 Flash Backs ..... 450.00  
 Twin Red Arrows .. 350.00  
 Red Arrows ..... 200.00

Shawnees .....\$150.00  
 Big Round Ups .... 75.00  
 Touchdowns ..... 75.00  
 Criss Cross Diamonds 75.00

GAMES INC. Twin Super Wild Cats.\$400.00  
 Trail Blazers ..... 300.00  
 Wild Cats .....\$125.00

Super Wild Cats...\$250.00  
 Twin Wild Cats..... 200.00

BALLY: Sportsmans .....\$125.00

1/3 deposit required on all orders, balance either C.O.D. of Sight Draft.

**D & L DISTRIBUTORS** AREA CODE 301  
 739-4402  
 24 E. Franklyn Street Hagerstown, Maryland

You will find the best for less at D & L

# Burden of Proof

Continued from page 41

is gambling and what is not, is not in keeping with our system of due process of law.

From a practical standpoint, we recognize that many of the devices which come under the \$250 gaming stamp provision actually are used for gambling. And we also point out that some are not.

An in-line game may be used for gambling, or it may be used for amusement. We will not set out to determine the ratio by use.

An arbitrary ban of machines which may be used for gambling presumes guilt before it has been established. It places the burden of proof on the accused.

### Catskill Phonos

Continued from page 41

of the same. Every time the family stops for a meal, the juke box swings. And if the menage contains a teen-ager, it swings twice as much.

#### Summer Locations

Installations for summer locations are pretty near complete in the Catskills, as well as on the Long Island and New Jersey shores, two other favorite escape spots for New Yorkers.

The trend this year seems to be placing new or fairly new equipment on these seasonal stops and switching them to year-round locations come Labor Day. Operators reason that top equipment will bring in quick coin in summer play spots, and the equipment will still be new enough to create excitement on 12-month locations in September.

Not too long ago, an operator would place second-rate equipment on three-month locations, feeling that these stops did not warrant expensive juke boxes and games.

### Automatic Cleaners

Continued from page 42

are dry cleaners who counter competition from coin-operated plants by setting up facilities of their own.

Few have had any experience with vending machines, but most are quick to agree that these machines are assets to their business.

Lapham, a part-time operator, who is an aeronautical engineer as well, has eight machines in one location, and six each in the other two. He puts the emphasis on candy and gum in all three, though each battery contains capsules as well.

In one location, which has been doing anywhere from 85 to 115 loads of dry cleaning per day, a standard peanut machine sold out in less than three days, with only slightly slower movement in gum and confections.

"I learned right away that servicing the machines often was an absolute essential," Lapham said. "Since the coin-operated laundry and dry cleaning plants are usually operated on a 24-hour basis, they can be serviced at night without cutting into operating time."

## Appoint Rooen Davis PR Head

SYRACUSE—Wildred E. Rooen has been named director of advertising and public relations for the Davis-Distributing Corporation, New York State Seeburg outlet, with offices in Syracuse, Albany, Buffalo and Rochester.

Rooen has worked for the Detroit News and the Associated Press. He also had been editor and advertising manager of a women's fraternal magazine and a Detroit suburban newspaper. Prior to joining Davis, Rooen was senior public relations writer for Conklin, Labs and Bebee, (cq) a Syracuse advertising and public relations firm.

He replaces the late Ted Kisil, who had been in charge of the firm's public relations for nearly a decade. Kisil died at the age of 40, a year ago.

### Miss Rood Weds A. Warner

NEWARK, N. J.—Miss Joyce Rood, daughter of Morris Rood, sales manager of the Runyon Sales Company, and Arthur Warner were married Saturday (9) at the Hotel Essex House here. The couple is honeymooning at the Nevele in the Catskill Mountains. The groom works for the Bank of Commerce, Newark.

## MACHINES PAY OFF: GUS WILL GO TO COLLEGE

DENVER—When Gus Brown Jr. registers at college this fall he may give the bursar the tuition money in dimes. Brown, a 17-year-old high school senior, operates a full-sized juke box and amusement machine route in West Denver. Profits from the operation are expected to see the youngster through college. Brown's father, Gus Brown, is a salesman for the Draco Sales Company, local Wurlitzer outlet. Young Brown will arrange his college schedule to allow him time to cover his route.

## 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.

I CAN'T STOP LOVING YOU  
 AND  
 BORN TO LOSE

RAY CHARLES  
 ABC-Paramount  
 10330

HAVING A PARTY  
 AND  
 BRING IT ON HOME TO ME

SAM COOKE  
 RCA Victor  
 8036

HAVE A GOOD TIME  
 AND  
 IF THE BOY ONLY KNEW

SUE THOMPSON  
 Hickory  
 1174

the NEW feature for 1962

# SEEBURG Directional Stereo

the true magnificence of 33 1/3 stereo right at the phonograph!

## MECHANIC WANTED

Well-known Chicago Distributor Has Opening for a Competent Mechanic Fully Experienced on Pins and Music.

- INSIDE WORK
- 40-HOUR WEEK
- FULL COMPANY BENEFITS

NO DRIFTERS. TOP REFERENCES REQUIRED.

NATIONAL COIN MACHINE EXCH.  
 1411-13 Diversey Chicago 14, Ill.  
 Phone: BUckingham 1-8211

## FOR SALE GAMES

CC Star Rocket .....\$85.00  
 CC 14' Bowling League. 75.00  
 CC Rocket Shuffle ..... 35.00

## PHONOGRAPHS

Seeburg Wall Boxes,  
 3W1 .....\$33.50  
 AMI Wall Boxes, 200 Sec. 47.50  
 AMI 120 Sel. Wall Boxes 25.00

Call, Write or Cable Cable: LEWJO

We are now distributors for Smokeshoppe and Gottlieb.

## Lew Jones Distributing Co

Exclusive Wurlitzer Distributor  
 1301 N. Capitol Ave. 329 W. Ninth St.  
 Indianapolis, Ind. Covington, Ky.  
 Greater Cincinnati  
 Tel.: MElrose 5-1593 Tel.: AX 1-6969

## WE HAVE IT—YOU NEED IT

Let us send it to you: Send us your order with a small down payment and what you need will be on its way.

### Children's Rides

1 Dopey Duck .....\$100.00  
 1 Lazy Bones Dog ..... 110.00  
 1 Capitol Palomino ..... 110.00  
 4 Berl Lane Merry-Go-Rounds 175.00  
 4 Lee Merry-Go-Rounds ... 175.00  
 3 Berl Lane Lancers ..... 225.00  
 1 Exhibit Rudolph the Reindeer ..... 100.00  
 1 Exhibit Trigger ..... 200.00  
 20 Exhibit Big Broncos..... 200.00

## Modern Dist'g Co.

3222 Tejon Street, Denver 11, Colo.  
 Phone: GRand 7-8834



## EUROPEAN NEWS BRIEFS

• Continued from page 40

Trade authorities here say that around 150 machines are now in operation in camps and related refugee facilities. In addition, there is an enormously increased demand for juke boxes throughout the colony as a result of the refugee influx.

### Operators Elect Officials

DUESSELDORF — Hasso Loeffler has been re-elected chairman of the Deutscher Automaten-Verband (DAV), the operators' association in North Rhine-Westphalia. Loeffler is also chairman of the Central Operators Association (ZOA). Elected with Loeffler to head the Ruhr operators' group are: Willi Wesberg, vice-chairman; Karl Heinz Delil, treasurer, and Otto Klask and Heinrich Rosenberg, secretaries. Elected to the board of directors were Kurt Rosenfeldt, Wilhelm Elspass, Hugo Petig, Guenter Hiltgens, Fritz Fortmann and Hermann Truckenbrodt.

### Young Rockola Wins Degree

MUNICH—David Rockola Jr., son of the chief of Rock-Ola Company, has been awarded a doctor of philosophy degree by the University of Munich. Rockola has attended the universities of Frankfurt and Munich for several years. He received his doctorate on the basis of a dissertation on "Management Development," dealing with the development of business leadership in the U. S. The importance of this problem, his dissertation noted, is established by the fact that the number of business enterprises in the U. S. increased between 1930 and 1950 by 51 per cent while the population gained 22 per cent.

### Greek Operators Ride Boom

ATHENS—Greek coin machine operators are enjoying a boom. A general expansion of phonograph operation is under way. The number of phonographs in operation in this country is expected to rise this year from approximately 3,500 machines to 5,000. Nearly all the new machines are being imported from West Germany and Continental production of U. S. manufacturers. It is reported, however, that one or more companies will be formed in Greece to produce phonographs for the domestic market. It is understood that an American machine will be produced under license. Greece is in the midst of an economic boom, and the coin machine trade, heretofore negligible, is riding the boom.

### Swiss Bid for Skilled Labor

ZURICH—Switzerland is competing with West Germany for Spanish and Italian skilled labor for coin machine production and maintenance. Switzerland's labor shortage has forced the importation of 50,000 foreign workers. However, the coin machine trade, one of the hardest hit Swiss trades, is having great difficulty getting properly trained and adequately skilled labor, particularly electronics technicians. Therefore, some hard-pressed Swiss firms have been recruiting among foreign labor employed in West German coin machine enterprises, offering these workers special inducements to work in Switzerland. The Swiss firms are offering Spanish and Italian skilled labor expense-paid trips home twice annually and low-cost housing for their families.

### It Didn't Work in Indiana

• Continued from page 40

ure before the end of the year. The tribunal ruled that the law offended the State constitution in granting exemptions to fraternal, charitable, veterans and religious organizations.

A somewhat similar act, but with the provisions removed, was passed by the Assembly in the 1955 session. Not until the day after its adjournment was it discovered that a last-minute amendment legalized free plays.

For two years more, therefore, enforcement was held in abeyance even though the law was on the books.

While the "free play" provision was removed from the statute in the 1957 session, other aspects of

### Western to Handle Rock-Ola in NW Ore.

CHICAGO—David C. Rockola, president of the Rock-Ola Manufacturing Corporation, last week announced the appointment of Western Distributors, 1226 S.W. 16th Avenue, Portland, Ore., as Northwest Oregon distributor.

Western will carry a full line of parts for Rock-Ola. Its staff has been factory trained to service all Rock-Ola models.

the law were questioned in courts from one end of the State to the other.

Not until recent months, for instance, did the high court settle the issue of "accessibility."

The anti-pin law provides that gaming devices may not be placed on locations "accessible" to the public.

In appealing the police seizure of his equipment, a Fort Wayne operator contended that the law was unconstitutional in that in stipulating "accessibility" it exempted, by implication, premises "inaccessible" to the public—such as clubs.

The court ruled against him.

#### Ark. Case Studied

A recommendation to outlaw all pinball machines, an action now contemplated in Arkansas, has been explored by the Indiana Prosecutors' Association.

A committee, headed by Marion County (Indianapolis) Prosecuting Attorney Phillip Bayt—a former mayor of Indianapolis—was appointed to draft the "all-out, death-to-pinball machines" bill for introduction in the 1961 session of the Legislature.

But it wasn't done. It couldn't be done, confessed a committee member.

OPERATE  
UNITED  
Shuffle Alleys  
and  
Bowling Alleys  
WELCOME EVERYWHERE

★  
UNITED MANUFACTURING CO.  
3401 N. California Ave., Chicago 18, Ill.

## Mechanic

We are seeking a man with diversified experience in repairing amusement and music machines. For a qualified person we can offer an excellent weekly salary commensurate with past experience and ability. Five-day week. Liberal employee benefits. Write or phone Ed Stern or Alan Bruck at:

AMUSE-A-MAT  
CORPORATION

1213 North 5th Street  
Philadelphia 22, Pa.  
POplar 3-9600



WRITE  
FOR LATEST  
1962 CATALOG

#### SPECIALS

- Indian Scout
  - Musical Ferris Wheel
  - Keeney Two Gun Fun
- Write, wire, call for special low prices

MIKE MUNVES CORP.

577 Tenth Ave., New York 36, N. Y.  
BRyant 9-6677

## BARGAINS

- 1 KEENEY OLD PLANTATIONS ... \$395.00
- 2 Keeney Birdland ... 465.00
- 1 Keeney Startime ... 495.00
- 4 Keeney Touchdowns ... 95.00
- 1 Keeney Big Roundup ... 95.00
- 1 Auto Bell DeLuxe HiLoah ... 95.00
- 5 Auto Bell Galloping Dominos ... 45.00
- 5 Bally Beauty Contest ... 45.00
- 3 Bally Beach Queens ... 65.00
- 2 Bally Lucky Alleys, 14' ... 245.00
- 1 Bally Pan American Bowler, 14' ... 445.00
- 1 Bally Whiz Shuffle Bowler, 8 1/2' ... 195.00
- 1 United Regular Shuffle Alley, 9' ... 145.00
- 1 Keeney Hi-Straight ... 95.00
- 1 Gottlieb Roto-Pool ... 145.00
- 1 Gottlieb Straight Shooter ... 195.00
- 1 Rock-Ola 1495 ... 695.00
- 1 AMI F 120 ... 195.00
- 1 AMI E 120 ... 95.00
- 2 Wurlitzer 1650 ... 95.00

Rush deposit to:



## ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARVARD



METAL TYPER  
Packed in rolls of 100 • Available with special Imprint  
Call our PARTS & SERVICE Dept. for all your Typer needs

STANDARD HARVARD METAL TYPER, Inc.  
1318 N. WESTERN AVE.  
CHICAGO 22, ILL. • EV 4-3120

Joe Ash says . . .  
CONTACT ACTIVE FOR PINBALLS  
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!  
Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.  
666 N. Broad St., Phila. 30, Pa.  
POplar 9-4495  
Write or wire for prices

You can ALWAYS depend on ACTIVE ALL WAYS

"Profit-Makers" From  
chicago coin  
• GOLD CROWN • STARLITE  
• VARIETY ROLL DOWN BOWLER  
CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

Exclusive Chicago Area Distributor for  
WURLITZER PHONOGRAPHS and PARTS  
IMPORTERS SEND FOR FREE 1962 CATALOG  
64 Pages—Fully Illustrated.  
COIN MACHINE EXCHANGE  
Joe Kline & Wally Finke  
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

ANOTHER REASON WHY THE ROCK-OLA Princess PHONOGRAPH IS YOUR BEST BUY  
look to ROCK-OLA for advanced products for profit

PERSONALIZED TITLE BAR

NO SUBSTITUTE FOR QUALITY  
WANT TO BUY GOTTIEB VENDORS  
Hebel Coffee & Choc. \$175  
Avenco Coffee & Choc. 175  
Apco Jr. Coffee & Choc. 295  
Stoner 80 Pastry, 4  
Stoner 92 Pastry, 5  
Stoner 92 Pastry, 5  
N.W. 16 col. Candy, 195  
Shipman 6 col. Candy, 125  
Stoner 6 col. Candy, 110  
Stoner 8 col. Candy, 145  
Vendo 210 Milk, 395  
Vendo 210 Ice Cream, 395  
Pop-Sex Popcorn, 95  
Gold Model Popcorn, 225  
Automatic Popcorn, 175  
Nat'l 9 col. Cigt., 175  
Smokeshop V-18, 175  
Corsair 30 col., 210  
Lehigh 11 col., 145  
Eastern 22 col., 125  
Rowe 20 2700 Cigt., 245  
Drink 2000 4 sel. Cold  
Cola T. M.'s sel., 250

Colespa Special ..... \$345  
Cole 2 sel. Magnaflow 225  
Cole 4 sel. Model 1400 ..... 275  
Vendo Hot Food 6 sel. 195

AUTOMATIC BASEBALL PITCHING MACHINES  
Prompt delivery now available on three models—THE CHAMP—for all Youth Leagues, THE OLYMPIC—for Schools and Professional Use, THE DUDLEY, coin operated—for Resorts, Amusement Parks, Miniature Golf Courses, etc. COMPLETELY AUTOMATIC PITCHING. Write for brochure and special prices.

Distributors for WURLITZER, UNITED, GOTTIEB & MIDWAY.

CLEVELAND COIN MACHINE EXCHANGE  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715

M. S. GISSER Sales Manager



# JUNE 30 END OF OUR FISCAL YEAR

ALL PRICES SLASHED CALL—WRITE—WIRE

VENDORS—All Complete, Off Location—Add Avg. \$50.00 for Shopping

### COFFEE

3 IVI Bonanza .....	\$395	2 Bally 583 .....	\$295
6 Apco Sr. ....	200	2 Apco SC6SL .....	275
1 Vendo HB900 .....	395	8 Stoner D500 .....	150
1 Cole Fireball .....	75	5 Stoner D1 .....	150
5 Cole Hot Spa .....	85	1 Apco Jr. 500 .....	95

### CIGARETTE & MISC.

Keeney, 22 Col. ....	\$150	Rowe, 8 Col., Canoy.....	\$245
Continental 20 .....	150	DVG, 4 Col., Pastry.....	75
Rowe Sandwich.....	\$150		

### YOUR BEST OFFERS ON THE FOLLOWING

Wurlitzer 2150	Red Ball	Ba.—Speed
AMI H200	Sportsman	CC Long Range
Seeb. LU 200	CC Continental,	Rifle
Seeb. 220S	13 ft.	CC Pro Hockey
Super Wildcat	CC Red Dot	CC All Star Goalee
Big Three	Ba.—Whizz	CC Steam Shovel

### PLUS COMPLETE LINE OF . . . .

Bowlers, Shuffles, Kiddie Rides, Arcade, Bingos, Music

## SPECIAL 1 Pokerino Set Up Complete

### WILL TRADE OR PAY CASH

Seeburg 100 A (78 only)  
Late Gottlieb—Williams 5 Balls  
Rock-Ola 1468-1478-1485-1488-1495  
Bally Lucky & Trophy Bowler, 14 ft.

"CALL BOB JONES"

**REDD DISTRIBUTING CO., INC.** Cable Address: REDDING

126 Lincoln Street, Boston (Brighton) 35, Mass. PHONE: ALgonquin 4-4040.  
SEEBURG DIST. IN 3 STATES—BALLY DISTRIBUTORS—CHICOIN FACTORY REPS.  
European Representative—Mr. Marinus van der Welde, Ingelheim-Rhein-Nord,  
Rheinstrasse 212, Western Germany, tel. Ingelheim/Rhein 2658.

## MOVING? . . .

Get Form 3573 from your Postman or at local Postoffice (it's free) fill it in completely and mail to: Billboard Music Week, 2160 Patterson St., Cincinnati 14, Ohio.

Do It Now . . . Avoid Loss of Issues!

# Memo to: Manufacturers, Suppliers & Distributors of New & Used Coin-Operated Equipment & Related Products.

Get Your Share of Inquiries and Sales From Both U. S. and Foreign Customers.

**SCHEDULE YOUR FIRM'S AD TODAY IN THE ALL-INCLUSIVE 1962-1963**

# BUYERS' GUIDE & MARKET DATA DIRECTORY

Printed: Offset, 7" x 10" page size

Dated: August 4, 1962

Distributed: Monday, July 30

Deadline: June 25 (earlier if possible)

It's easy and economical to achieve thousands of dollars in extra sales during the coming year. Your ad will act as a direct pipeline from customers everywhere.

Here's All You Need Do Send ad copy directly to the office shown below.

## BILLBOARD MUSIC WEEK

188 WEST RANDOLPH

Phone: Central 6-9818

CHICAGO 1, ILLINOIS

Call Collect Should You Have Any Questions on This Coin Machine Directory Issue of the Year

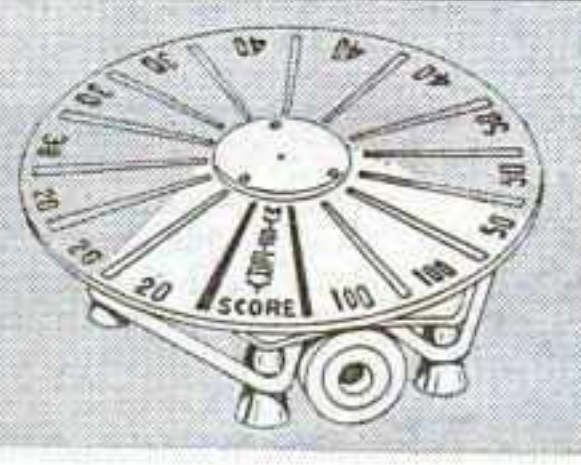


**GOTTLIEB'S  
2  
PLAYER**

**Fashion**

**Show**

**NEW!**  
Advancing Value  
Bonus with Super  
Mystery Score  
Section!



- Five Places to get bonus and mystery score
- Making bonus advances target value disc
- Top rollovers score up to 50 points
- Side rollovers score target values
- 3-pop bumpers for high score

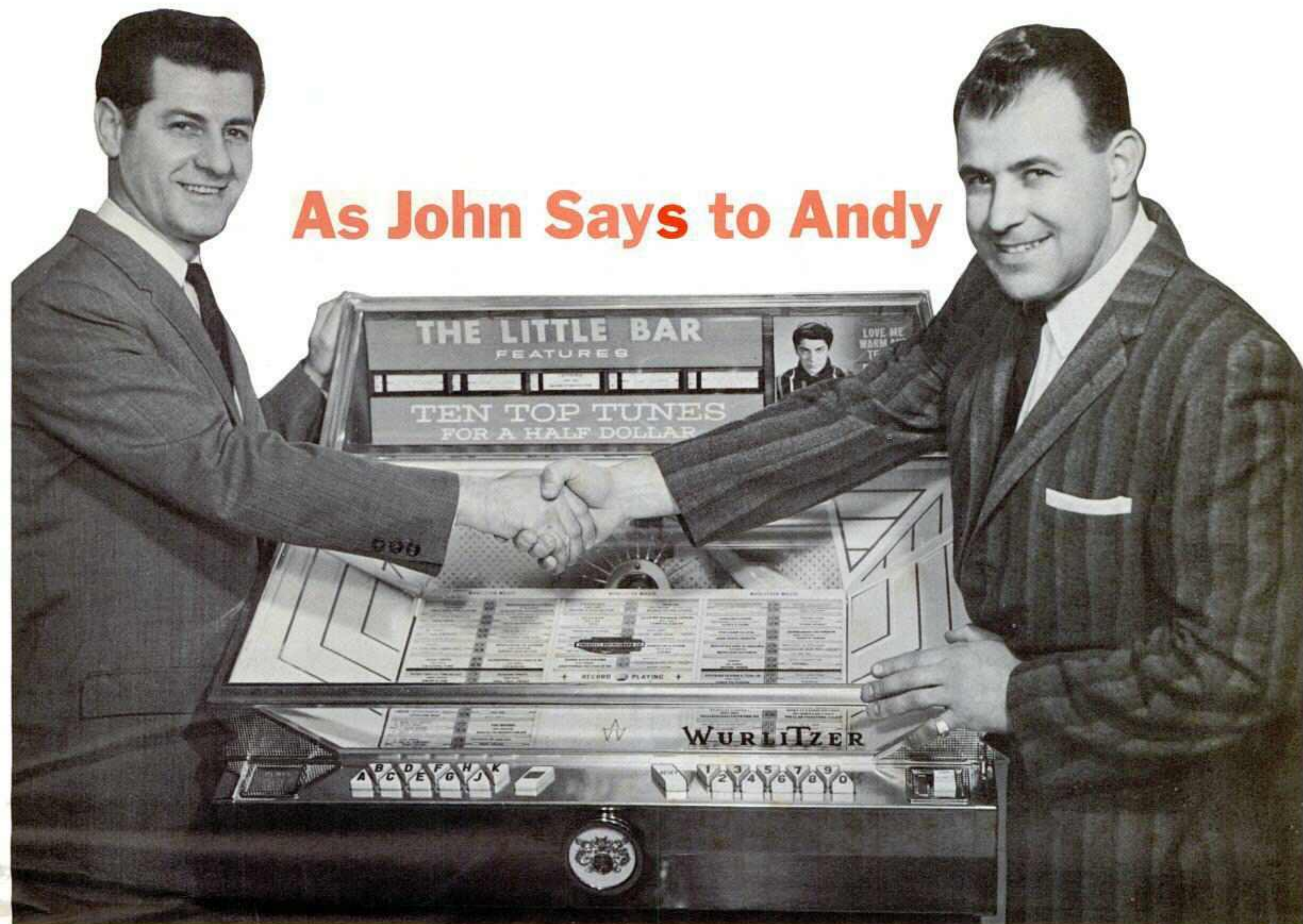
**D. Gottlieb & Co.**

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!



**As John Says to Andy**



John Manis, owner of Cleveland, Ohio's "Little Bar" and Wurlitzer Operator Andrew Zollos, owner of Cleveland City Vending Co.

# **Wurlitzer With Its Ten Top Tunes Has Really Got It Made**



The phonograph in The Little Bar at 1874 East 9th Street, Cleveland, Ohio used to take in \$7 a week. Then they installed a Wurlitzer 2600 with Ten Top Tunes for 50 cents at the press of a single button.

What happened is hard to believe, but collections proved it! Earnings took off like a moon rocket from its pad. Last weekly report as

this went to print, patrons had poured \$92 into this phonograph.

More positive proof that a Wurlitzer 2600 with the exclusive Ten Top Tunes feature is the industry's unchallenged leader. It's paying off the operator and the location owner as no phonograph ever did in history.

## *Wurlitzer 2600*

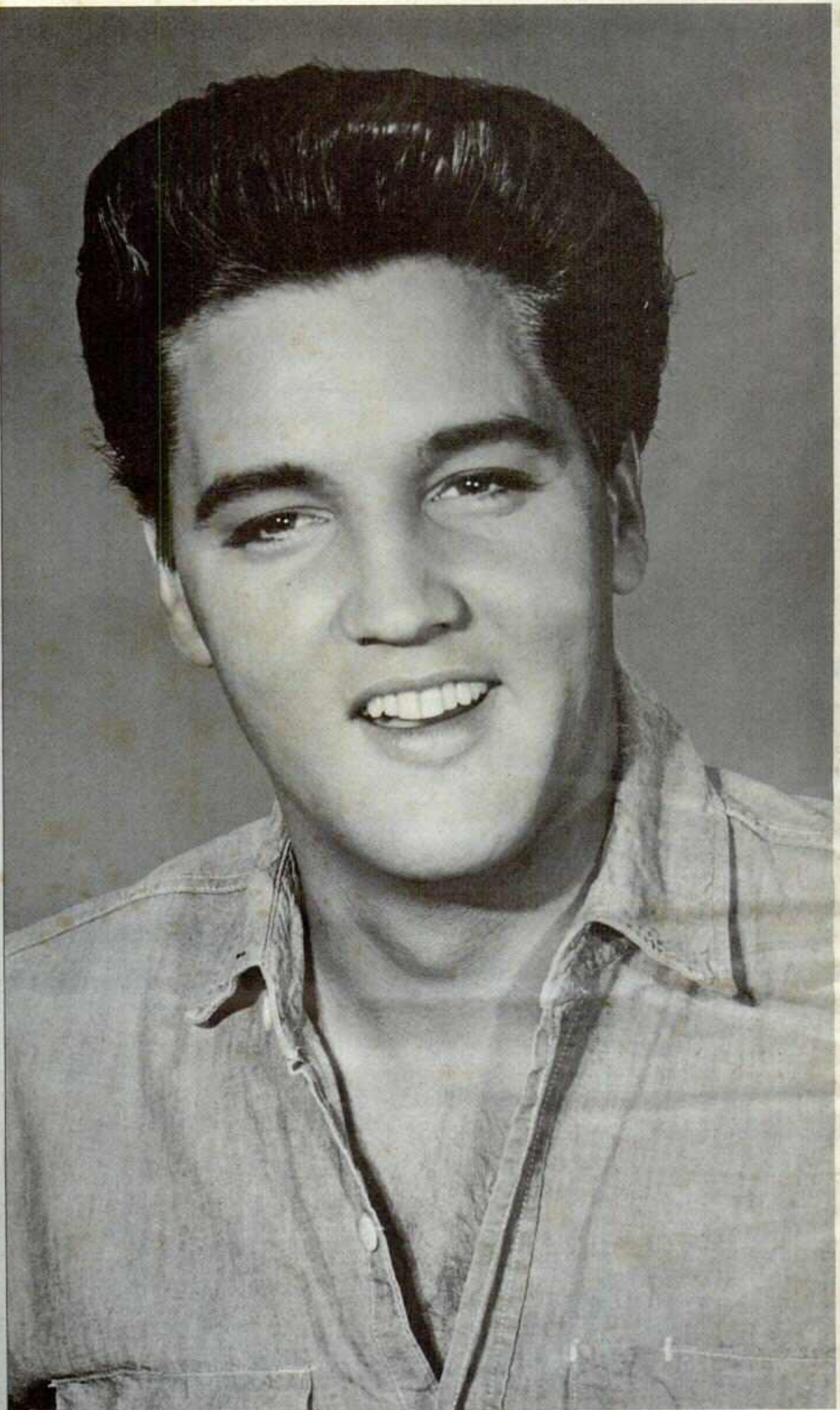




WITH

# ELVIS

KISS ME QUICK • JUST FOR OLD TIME SAKE  
GONNA GET BACK HOME SOMEHOW  
(SUCH AN) EASY QUESTION • STEPPIN' OUT OF LINE  
I'M YOURS • SOMETHING BLUE • SUSPICION  
I FEEL THAT I'VE KNOWN YOU FOREVER  
NIGHT RIDER • FOUNTAIN OF LOVE  
THAT'S SOMEONE YOU NEVER FORGET




LPM/LSP-2523

ANOTHER GREAT ALBUM FROM RCA VICTOR BY

# ELVIS!

ORDER BIG...NOW!

RCA VICTOR 

 The Most Trusted Name in Sound