

June 2, 1962

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS

BILLBOARD  
MUSIC WEEK  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

NO BREAKOUTS THIS WEEK

#### ★ 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.

##### WHAT DID DADDY DO . . .

Shep and the Limelites, Hull 751 (Keel, BMI) (New York, Baltimore)

##### ROSES ARE RED . . .

Bobby Vinton, Epic 9509 (Lyle, ASCAP) (Pittsburgh)

##### DANCIN' THE STRAND . . .

Mauraen Gray, Landa 689 (Ponderosa, BMI) (New York)

##### GLORIA . . .

Vito and the Salutations, Rayna 5009 (Benell, BMI) (New York)

##### I'M MOVIN' ON . . .

Jerry Reed and the Hully Girlies, Columbia 42417 (Hill & Range, BMI) (Memphis-Nashville)

##### HEY BOY . . .

Illusions, Mali 104 (Deb-Ann, BMI) (Miami)

##### BABY DON'T POUT . . .

Norris Wilson, Monument 459 (Acuff-Rose, BMI) (Minneapolis-St. Paul)

##### KEEP YOUR LOVE LOCKED (Deep in Your Heart) . . .

Paul Petersen, Colpix 623 (Aldon, BMI) (Boston)

##### WORRIED MIND . . .

Ray Anthony, Capitol 4742 (Peer Int'l, BMI) (Memphis-Nashville)

### NEW ON THE HOT 100

72. **THEME FROM DOCTOR KILDARE . . .**  
Richard Chamberlain, MGM 13075

84. **TWIST AND SHOUT . . .**  
Isley Brothers, Wand 124

85. **THE CROWD . . .**  
Roy Orbison, Monument 461

86. **I'LL NEVER DANCE AGAIN . . .**  
Bobby Rydell, Cameo 217

93. **ROUTE 66 THEME . . .**  
Nelson Riddle, Capitol 4741

95. **GREEN LEAVES OF SUMMER . . .**  
Kenny Ball, Kapp 460

97. **THAT HAPPY FEELING . . .**  
Bert Kaempfert, Decca 31388

98. **SCOTCH AND SODA . . .**  
Kingston Trio, Capitol 4740

100. **I NEED YOUR LOVING . . .**  
Don Gardner and Dee Dee Ford, Fire 508

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

**BASHIN'—THE UNPREDICTABLE JIMMY SMITH, Verve V 8474**

STEREO

**MOON RIVER & OTHER GREAT MOVIE THEMES, Andy Williams, Columbia CS 8609**

#### ★ NEW ACTION LP'S

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

MONO

##### LOVE LETTERS . . .

Ketty Lester, Era EL 108

##### IT'S MASHED POTATO TIME . . .

Dee Dee Sharp, Cameo C 1018

##### FAMILY SING ALONG WITH MITCH . . .

Mitch Miller and the Gang, Columbia CL 1773

##### THROUGH CHILDREN'S EYES . . .

Limelites, RCA Victor LPM 2512

##### COUNTDOWN TIME IN OUTER SPACE . . .

Dave Brubeck Quartet, Columbia CL 1775

##### ONCE UPON A TIME . . .

Lettermen, Capitol T 1711

##### BEST OF THE KINGSTON TRIO . . .

Capitol T 1705

##### A TOUCH OF VELVET . . .

Jim Reeves, RCA Victor LPM 2487

##### LOVE LETTERS . . .

Julie London, Liberty LRP 3231

##### BACK AT THE PEPPERMINT LOUNGE TWIST- IN' WITH JOEY DEE & THE STAR- LITERS . . .

Roulette R 25173

##### COME ON IN . . .

Santo and Johnny, Canadian-American CALP 1006

##### DINAH '62 . . .

Dinah Washington, Roulette R 25170

##### DON'T KNOCK THE TWIST . . .

Chubby Checker and Various Artists, Parkway P 7011

##### OLD RIVERS . . .

Walter Brennan, Liberty LRP 3233

##### DUET . . .

Doris Day-Andre Previn, Columbia CL 1752

STEREO

##### YOUNG WORLD . . .

Lawrence Welk, Dot DLP 25428

##### ROMAN GUITAR, VOL. II . . .

Tony Mottola, Command RS 836 5D

##### VENTURES' TWIST PARTY, VOL. II . . .

Dolton BST 8014

##### AMERICAN WALTZES . . .

Mantovani, London PS 248

##### GEORGE MAHARIS SINGS! . . .

Epic BN 26001

#### NEW ON THE TOP LP'S

MONO

118. **BASHIN'—THE UNPREDICTABLE JIMMY SMITH . . .**  
Verve V 8474

131. **IT'S JUST MY FUNNY WAY OF LAUGHIN' . . .**  
Burl Ives, Decca DL 4279

135. **GEORGE MAHARIS SINGS! . . .**  
Epic LN 24001

138. **CHAPEL BY THE SEA . . .**  
Billy Vaughn, Dot DLP 3424

140. **EXPERIMENT IN TERROR . . .**  
Henry Mancini, RCA Victor LPM 2442

STEREO

38. **MOON RIVER & OTHER GREAT MOVIE THEMES . . .**  
Andy Williams, Columbia CS 8609

## New Smith Hit Stirs Album Mart

Strong new albums by Jimmy Smith and the sound track from the flick, "Rome Adventure," brightened the album scene last week in many cities, while the Ray Charles "Modern Sounds in Country and Western Music" continued its steady sales pace. The Smith album, "Bashin'—the Unpredictable Jimmy Smith," on Verve, looked like a follow-up best-seller to the organist's Blue Note smash LP, "Midnight Special."

The sound track, "Rome Adventure," on the Warner Bros. label, already has sprung a hit single, "Al Di La," with Emilio Pericoli, which is now moving its way up BMW's "Hot 100" chart. Sales action on the LP is just beginning, according to dealers checked across the country last week.

Business was spotty from coast to coast, a normal situation for late May. In some cities the summer slump had already set in, in others business was still holding up, and in a few cases even increased over the week before. Most active markets last week were Boston, Washington, Baltimore and Atlanta.

A single record, "Wolverton Mountain" by Claude King on Columbia, is shaping up as a hit. A real sleeper, it broke out in Minneapolis in April, broke through in Los Angeles a month later, and is now a smash seller in Chicago, Boston, Atlanta and Houston as well. Sales are close to the 250,000 mark. The disk is No. 77 on the BMW "Hot 100" chart this week. And now it looks as if it's headed for top honors as it spreads to the East Coast and Middle Atlantic States. Already it's getting action in Philadelphia, Pittsburgh and Hartford.

## Presley Flick Spurs S. F. Sales

SAN FRANCISCO—Opening of the new Elvis Presley movie, "Girls, Girls, Girls," home-town deejay enthusiasm and two local records pumped life into the disk market here which was termed by dealers and distributors as slow. The discounting picture was returning to normal, too, with the end of the Capitol and RCA Victor 18 per cent special sales. These sales had promoted a wide variety of discounts ranging from 25 to 50 per cent.

The opening of the new Presley movie caused a spurt in sales of his latest EP, which is composed of tunes he sings in the flick including "Follow That Dream." The new Limelites' album, "Through Children's Eyes," also was scoring well here. David Rose's "The Stripper" a hot one in many areas over the last few weeks gained momentum in the market and Buddy Greco's "Let's Fall in Love" was getting some action.

Trade sources credited KSFO's Jim Lang and Don Sherwood for stirring up excitement for new disks in this town.

Influences from outside the industry putting the pinch on the record business here were labor troubles in the construction trade which put a halt to building in 47 counties in the San Francisco area and idled many workers in allied fields.

## 'Boom Boom' Off Winging in Chi

CHICAGO—Despite a generally static sales situation in this city, a number of newer disks were moving, including one r.&b. record that appears to have gone pop. This was blues singer John Lee Hooker's waxing of "Boom Boom" on Veejay, which peaked in as No. 99 on BMW's "Hot 100" chart this week. Other records getting action included Toni Fisher's "West of the Wall," Little Joey and the Flips' "Bongo Stomp" on Joy and Ray Adams' "Violetta" on Laurie.

Assets of the J. & C. One-Stop are being sold at public auction on Monday (28); firm which had been active in locations on the South and West sides of Chicago, went bankrupt recently.

## New Outlet Piques Cleve. Distributions

CLEVELAND — The Zayre discount chain of Boston recently opened a new store in this city. Though the store has a large record department, distributors weren't too happy about the new outlet because it purchases its LP's (but not its singles) from its Boston headquarters. This situation, by the way, is true of many other chain operation managements which buy their LP's through their main office. Distributors in some cities have managed to wean discount houses away from out-of-town buying by offering faster service and guarantees.

Ray Charles continued to be the biggest thing in both the album and singles field here, in spite of a soft record market. Don Rothenberg of the Key Northern one-stop, reported that among the newer records there was some action on Toni Fisher's "West of the Wall," Bobby Vinton's "Roses Are Red" and

(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	1	WEST SIDE STORY Sound Track, Columbia OL 5670	32
2	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	34
3	3	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	32
4	5	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	7
5	7	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	25
6	4	COLLEGE CONCERT Kingston Trio, Capitol T 1658	13
7	6	WEST SIDE STORY Original Cast, Columbia OL 5230	86
8	11	TIME OUT Dave Brubeck, Columbia CL 1397	74
9	12	THE TWIST Chubby Checker, Parkway P 7001	73
10	8	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & The Starliners, Roulette R 25166	25
11	13	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	128
12	20	NO STRINGS Original Cast, Capitol O 1695	7
13	10	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	44
14	14	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	12
15	9	A SONG FOR YOUNG LOVE Letterman, Capitol T 1649	15
16	18	SING OUT! Limekilns, RCA Victor LPM 2445	18
17	15	CAMELOT Original Cast, Columbia KOL 5620	71
18	22	MILK AND HONEY Original Cast, RCA Victor LOC 1065	28
19	16	DO THE TWIST Ray Charles, Atlantic 8054	24
20	23	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	12
21	25	TONIGHT Ferrante & Teicher, United Artists UAL 3171	12
22	21	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	82
23	29	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	26
24	24	MY FAIR LADY Original Cast, Columbia OL 5090	321
25	32	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	40
26	33	HEY, LET'S TWIST Sound Track, Roulette R 25168	16
27	19	MOON RIVER Lawrence Walk, Dot DLP 3412	22
28	26	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	16
29	36	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	8
30	37	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	20
31	17	JOAN BAEZ, VOL. II Vanguard VRS 9094	27
32	31	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	100
33	27	LIVE IT UP Johnny Mathis, Columbia CL 1711	15
34	35	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	10
35	28	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	27
36	47	PETER, PAUL AND MARY Warner Bros. W 1449	6
37	44	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	8
38	38	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 9901	139
39	42	MIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1262	11
40	56	STATE FAIR Sound Track, Dot DLP 9011	4
41	40	YELLOW BIRD Lawrence Walk, Dot DLP 3389	42
42	34	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	10
43	48	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	7
44	49	CRYING Roy Orbison, Monument M 4007	9
45	51	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	30
46	45	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	14
47	50	DO THE TWIST Cennie Francis, MGM E 4022	8
48	83	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 529	5
49	57	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	36
50	62	NAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol W 1678	5
51	59	HYMNS Tennessee Ernie Ford, Capitol T 756	245
52	64	MUSIC MAN Original Cast, Capitol WAD 990	206

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	53	RHYTHM SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1727	13
54	68	TWISTIN' ROUND THE WORLD Chubby Checker, Parkway P 7008	6
55	55	MARIA Roger Williams, Kapp KL 1266	12
56	39	FLOWER DRUM SONG Sound Track, Decca DL 9098	23
57	46	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	15
58	30	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	213
59	70	BABY IT'S YOU Shirley, Scepter SLP 504	5
60	58	CAMPUS ENCORE Four Preps, Capitol T 1647	11
61	41	TWIST WITH THE VENTURES Delton BLP 2010	20
62	78	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	23
63	43	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	218
64	52	WHAT'D I SAY Ray Charles, Atlantic 8029	40
65	67	CARNIVAL Original Cast, MGM E 3946	53
66	54	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	28
67	60	SINCERELY BRENDA LEE Decca DL 4216	11
68	69	HEAVENLY Johnny Mathis, Columbia CL 1351	141
69	76	VERSATILE BURL IVES Decca DL 4152	16
70	87	ORIGINAL MOTION PICTURE HIT THEMES Various Artists, United Artists UAL 3197	3
71	79	CONNIE'S GREATEST HITS Cennie Francis, MGM E 3793	89
72	85	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CL 1776	5
73	81	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	70
74	66	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	5
75	72	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	16
76	61	YOUNG, ALIVE & IN LOVE Paul Anka, RCA Victor LPM 2502	8
77	89	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	134
78	100	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	4
79	86	THE KINGSTON TRIO CLOSE UP Capitol T 1642	34
80	75	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	116
81	103	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	4
82	88	RUMAROUND SUE Dion, Laurie LLP 2009	27
83	93	ALL AMERICAN Original Cast, Columbia KOL 5760	4
84	91	KINGSTON TRIO Capitol T 996	184
85	97	NEVER ON SUNDAY Connie Francis, MGM E 3945	31
86	96	DINO—ITALIAN LOVE SONGS Dean Martin, Capitol T 1659	4
87	63	SOUTH PACIFIC Original Cast, Columbia OL 4180	416
88	65	GLORIA LYNNE AT BASIN STREET EAST Everest LPBR 5127	9
89	71	JOAN BAEZ, VOL. I Vanguard VRS 9078	14
90	73	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	26
91	95	BUDDY HOLLY STORY Coral CRL 57326	73
92	106	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	83
93	74	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	21
94	80	DOWN HOME Chet Atkins, RCA Victor LPM 2450	12
95	84	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 1E2	27
96	104	JUSTY WARREN BOUNCES BACK Jubilee JGM 2039	24
97	115	THE VENTURES' TWIST PARTY, VOL. II Delton BLP 2014	3
98	90	OLDIES BUT GOODIES, VOL. II Various Artists, Original Sound 5004	42
99	113	"TUFF" SAX Ace Cannon, Hi HL 12007	3
100	108	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	46

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	110	KING & I Sound Track, Capitol W 740	255
102	77	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	17
103	121	TWISTIN' 'W' TWANGIN' Dwain Eddy, RCA Victor LPM 2555	2
104	119	BOBBY DARIN SINGS RAY CHARLES Atco 140	4
105	82	AFRIKAAN BEAT & OTHER FAVORITES Bert Kaempfert, Decca DL 4273	7
106	92	EXODUS Sound Track, RCA Victor LOC 1058	72
107	99	FLOWER DRUM SONG Original Cast, Columbia OL 5350	138
108	123	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PMS 1	3
109	101	CHUBBY CHECKER/BOBBY RYDELL Atco 1013	24
110	102	THE BICKERSONS Don Ameche & Francis Langford, Columbia CL 1692	9
111	98	TWIST WITH BOBBY DARIN Atco 138	19
112	131	BEYOND THE BEEF Earl Grant, Decca DL 4231	3
113	122	GOLDEN PIANO HITS Ferrante & Teicher, United Artists UAR 3505	17
114	118	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	53
115	144	YOUNG WORLD Lawrence Walk, Dot DLP 3428	2
116	117	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	12
117	127	HEY! BABY & 11 OTHER SONGS ABOUT YOUR BABY Bruce Channel, Smash MGS 27008	3
118	—	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve 8474	1
119	125	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	18
120	126	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	29
121	124	ANDY WILLIAMS' BEST Cadence CLP 3054	9
122	138	FLOYD CRAMER GETS ORGANIZED RCA Victor LPM 2488	2
123	94	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	14
124	140	HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT Capitol T 1684	2
125	105	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	37
126	107	SUBWAYS ARE FOR SLEEPING Original Cast, Columbia KOL 5730	9
127	111	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	71
128	114	MOMS MABLEY AT THE UN Chess LP 1452	57
129	128	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	32
130	129	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal-Popular) Various Artists, RCA Victor LSP 1509	39
131	—	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	1
132	137	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1568	64
133	136	PATSY CLINE SHOWCASE Decca DL 4202	10
134	109	SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1160	202
135	—	GEORGE MARAIS SINGS! Epic LN 24001	1
136	142	WOODY WOODBURY'S SALOONATICS Stereoditties MW 4	20
137	143	ALWAYS YOU Robert Goulet, Columbia CL 1676	12
138	—	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 3424	1
139	146	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	18
140	—	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LPM 2442	1
141	149	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	35
142	112	HONKY-TONK MAN Johnny Horton, Columbia CL 1721	6
143	116	STANDING ROOM ONLY Highwaymen, United Artists UAL 3168	11
144	120	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1671	37
145	130	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	19
146	132	LENA ON THE BLUE SIDE Lena Horne, RCA Victor LPM 2465	8
147	134	UP A LAZY RIVER Si Zentner, Liberty LRP 7216	12
148	135	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1457	99
149	141	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	40
150	150	TWISTIN' IN HIGH SOCIETY Lester Lanin & His Ork, Epic LN 3825	18

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	29
2	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	32
3	3	CAMELOT Original Cast, Columbia KOS 2031	71
4	4	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	31
5	5	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	34
6	9	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	116
7	8	TIME OUT Dave Brubeck, Columbia CS 8192	43
8	6	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	12
9	11	NO STRINGS Original Cast, Capitol SO 1695	7
10	18	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	16
11	7	MOON RIVER Lawrence Walk, Dot DLP 25412	21
12	13	SOUTH PACIFIC Sound Track, RCA Victor LSO 1092	22
13	10	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWB 1569	44
14	14	MARIA Roger Williams, Kapp RS 3266	11
15	15	OKLAHOMA! Sound Track, Capitol SWAO 595	102
16	23	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	4
17	22	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	5
18	21	FLOWER DRUM SONG Sound Track, Decca DL 79098	19
19	28	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	3
20	17	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8820	16
21	31	STATE FAIR Sound Track, Dot DLP 29011	4
22	19	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	5
23	24	TONIGHT Ferrante & Teicher, United Artists UAS 6171	10
24	25	PERSUASIVE PERCUSSION, VOL. I Terry Snyder & the All Stars, Command RS 800 SD	115
25	32	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	19
26	12	WEST SIDE STORY Original Cast, Columbia OS 2001	48
27	30	NAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol SW 1675	5
28	40	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PMS 1	3
29	20	SING OUT! Limekilns, RCA Victor LSP 2445	16
30	29	YELLOW BIRD Lawrence Walk, Dot DLP 25389	43
31	16	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	12
32	44	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	2
33	35	GREAT THEMES FROM HIT FILMS Enoch Light & His Ork, Command RS 835 SD	6
34	34	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	9
35	39	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	39
36	27	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	18
37	26	A SONG FOR YOUNG LOVE Letterman, Capitol ST 1669	10
38	—	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	1
39	42	DOWN HOME Chet Atkins, RCA Victor LSP 2450	6
40	37	GREATEST STRING BAND HITS Billy Vaughn, Dot DLP 25409	11
41	43	MELODY AND PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His Two Pianos, London SP 44007	32
42	48	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp RS 3276	6
43	46	LIVE IT UP Johnny Mathis, Columbia CS 8811	12
44	38	ROMAN GUITAR Tony Martin, Command RS 816 SD	9
45	45	COMBO! Henry Mancini, RCA Victor LSP 2358	14
46	36	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	24
47	33	ALL AMERICAN Original Cast, Columbia KOS 2160	7
48	47	BRAMMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LSC 2581	13
49	49	NIGHTFALL Capitol Symphony Orch. (Dragon), SP 8575	8
50	50	ROGER WILLIAMS' GREATEST HITS Kapp RS 3266	7

# COMING NEXT WEEK

## TV'S MOST TALKED-ABOUT PERSONALITY

EXCLUSIVELY ON

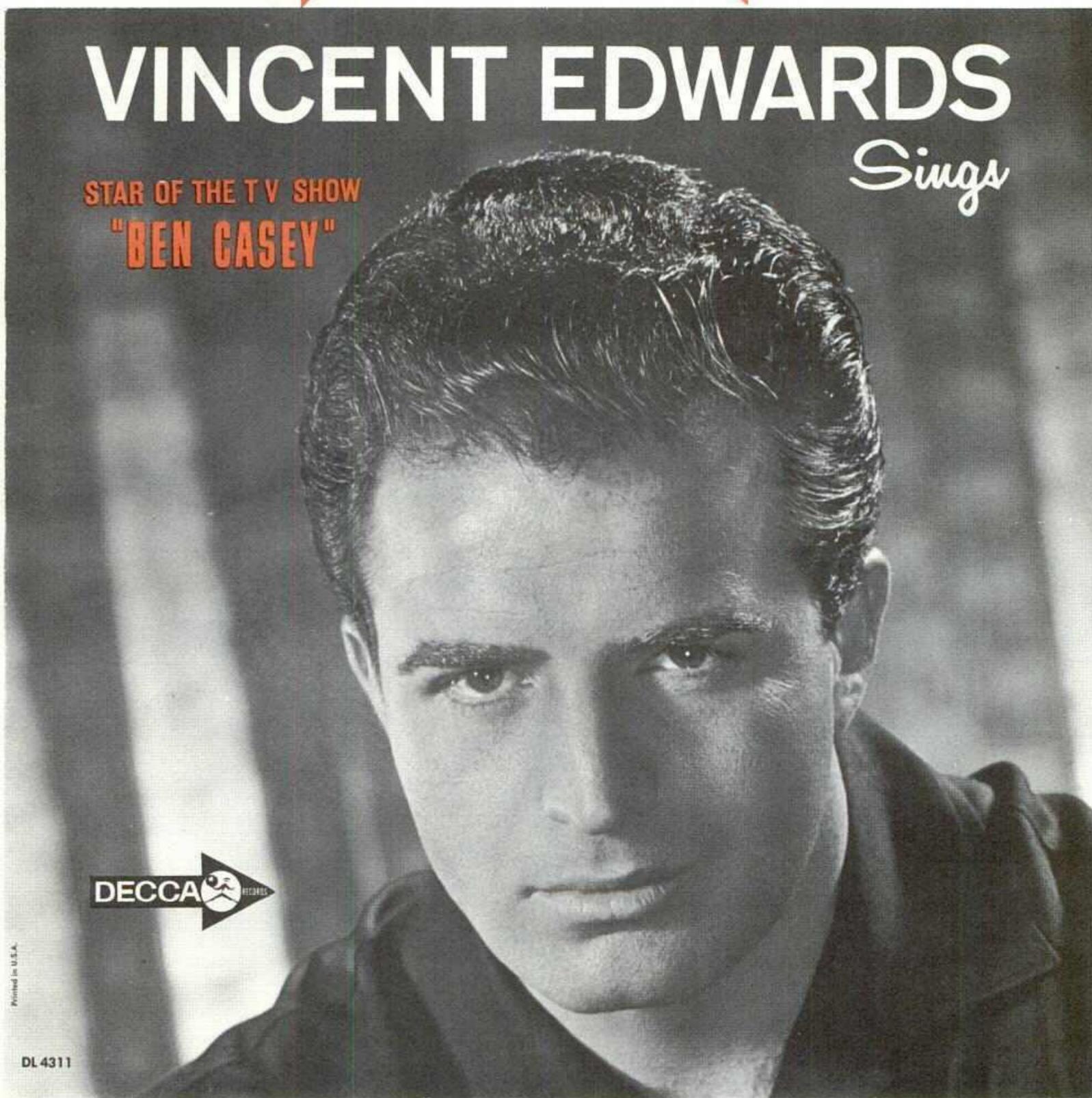
**DECCA**  
RECORDS

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STAR OF THE TV SHOW  
"BEN CASEY"

*Sings*



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DL 4311

**DL-4311 monaural**

**DL-74311 stereo**



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Produced by Abby Greshler

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★ STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	4	21	53	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	5
2	1	2	3	STRANGER ON THE SHORE	Mr. Acker Bilk, A&O 6217	12
3	2	1	1	SOLDIER BOY	Shirley, Scepter 1228	11
★	10	13	19	LOVERS WHO WANDER	Dion, Laurie 3123	7
5	3	3	2	MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	14
6	6	8	12	EVERYBODY LOVES ME BUT YOU	Brenda Lee, Decca 31379	8
7	11	6	8	SHOUT! SHOUT! (Knock Yourself Out)	Ernie Maresca, Seville 117	10
8	5	7	7	OLD RIVERS	Walter Brennan, Liberty 55436	9
9	12	14	17	THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024	11
★	21	32	35	THE MAN WHO SHOT LIBERTY VALANCE	Gene Pitney, Musicor 1020	6
11	15	15	16	CONSCIENCE	James Darren, Colpix 630	8
★	18	34	64	IT KEEPS RIGHT ON A-HURTIN'	Johnny Tillotson, Cadence 1418	4
13	13	18	20	UPTOWN	Crystals, Phillies 102	10
14	7	5	6	SHE CRIED	Jay & the Americans, United Artists 415	12
★	20	24	30	I SOLD MY HEART TO THE JUNKMAN	Blue Belles, Newtown 5000	7
★	24	40	75	SECOND HAND LOVE	Connie Francis, MGM 13074	4
★	28	42	69	PALISADES PARK	Freddy Cannon, Swan 4106	4
★	25	33	43	DON'T PLAY THAT SONG	Ben E. King, A&O 6222	7
★	33	46	56	PLAYBOY	Marvelettes, Tamla 54060	5
20	8	9	11	P. T. 109	Jimmy Dean, Columbia 42338	△ 10
21	9	4	4	JOHNNY ANGEL	Shelley Fabares, Colpix 621	14
22	22	25	28	TWISTIN' MATILDA	Jimmy Soul, SPQR 3300	10
23	16	17	18	I WISH THAT WE WERE MARRIED	Ronnie and the Hi-Lites, Joy 260	9
24	30	38	58	FOLLOW THAT DREAM	Elvis Presley, RCA Victor EPA 4368 (Extended Play)	4
25	14	10	14	FUNNY WAY OF LAUGHIN'	Burl Ives, Decca 31371	9
26	17	11	5	GOOD LUCK CHARM	Elvis Presley, RCA Victor 7992	△ 12
27	26	22	29	TELL ME	Dick & Dee Dee, Liberty 55412	12
★	62	87	90	THE STRIPPER	David Rose & His Orchestra, MGM 12064	4
★	40	44	54	SO THIS IS LOVE	Castells, Era 3073	8
30	27	23	25	CATERINA	Perry Como, RCA Victor 8004	△ 9
31	38	47	61	TEACH ME TONIGHT	George Maharis, Epic 9504	7
32	36	43	63	VILLAGE OF LOVE	Nathaniel Mayer, Fortune/United Artists 449	6
33	41	56	71	THAT'S OLD FASHIONED	Everly Brothers, Warner Bros. 5273	4
34	23	16	9	TWIST, TWIST, SENORA	Gary (U. S.) Bonds, LeGrand 1018	10

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
35	29	27	35	MOST PEOPLE GET MARRIED	Patti Page, Mercury 71950	7
36	35	39	46	NIGHT TRAIN	James Brown, King 5614	8
★	51	65	89	CINDY'S BIRTHDAY	Johnny Crawford, Del Fi 4178	4
★	54	76	—	SNAP YOUR FINGERS	Joe Henderson, Todd 1072	3
★	49	62	70	I LOVE YOU	Volumes, Chess 1002	6
40	46	61	72	ANY DAY NOW	Chuck Jackson, Wand 122	6
41	19	12	10	SHOUT	Joey Dee & the Starliners, Roulette 4416	11
42	44	69	84	WALK ON THE WILD SIDE	Jimmy Smith, Verve 10255	4
43	31	26	27	YOU ARE MINE	Frankie Avalon, Chancellor 1107	11
44	32	37	50	MOON RIVER	Henry Mancini, RCA Victor 7916	△ 25
45	48	60	76	HIT RECORD	Brook Benton, Mercury 71962	5
★	57	74	—	SHARING YOU	Bobby Vee, Liberty 55451	3
47	34	20	15	LOVER, PLEASE	Clyde McPhatter, Mercury 71941	14
48	45	41	49	COUNT EVERY STAR	Linda Scott, Canadian-American 133	9
49	37	19	13	SLOW TWISTIN'	Chubby Checker, Parkway 835	14
★	61	70	88	BORN TO LOSE	Ray Charles, ABC-Paramount 10330	4
51	42	49	52	(I WAS) BORN TO CRY	Dion, Laurie 3123	7
52	55	57	62	NUMBER ONE MAN	Bruce Channel, Smash 1752	6
★	76	84	—	THEME FROM BEN CASEY	Valjean, Carlton 573	3
★	70	73	86	HOW IS JULIE!	Lettermen, Capitol 4746	4
55	39	28	23	SOUL TWIST	King Curtis, Enjoy 1000	13
56	59	63	68	LEMON TREE	Peter, Paul & Mary, Warner Bros. 5274	5
57	50	51	41	ITTY BITTY PIECES	James Ray, Caprice 114	9
58	60	66	79	BALBOA BLUE	Marketta, Liberty 55443	6
59	68	79	94	MY REAL NAME	Fats Domino, Imperial 5833	4
★	73	85	—	WHEN I GET THROUGH WITH YOU	Patsy Cline, Decca 31377	3
61	58	59	67	IF I CRIED EVERY TIME YOU HURT ME	Wanda Jackson, Capitol 4723	7
★	81	100	—	AL DI LA'	Emilio Pericoli, Warner Bros. 5259	3
63	66	72	—	WHERE ARE YOU	Dinah Washington, Roulette 4424	3
64	65	58	60	HEARTS	Jackie Wilson, Brunswick 55225	6

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
65	74	77	93	FORTUNETELLER	Bobby Curtola, Del Fi 4177	5
66	77	82	—	DOCTOR FEEL GOOD	Dr. Feelgood & the Interns, Okeh 7144	6
67	63	64	66	MEET ME AT THE TWISTIN' PLACE	Johnnie Morletto, Sar 126	8
★	88	—	—	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka, RCA Victor 8030	△ 2
69	71	75	83	THAT'S MY DESIRE	Yvonne Baker & the Sensations, Argo 5412	5
70	78	81	91	OH, MY ANGEL	Bertha Tullman, Brent 7029	5
71	85	97	—	BRISTOL TWISTIN' ANNIE	Dovella, Parkway 838	3
★	—	—	—	THEME FROM DOCTOR KILDARE	Richard Chamberlain, MGM 13075	1
73	83	67	78	DRUMMIN' UP A STORM	Sandy Nelson, Imperial 5829	6
★	89	—	—	SWINGIN' GENTLY	Earl Grant, Decca 35560	2
★	91	—	—	HAVING A PARTY	Sam Cooke, RCA Victor 8036	△ 2
76	79	83	85	WHY'D YOU WANNA MAKE ME CRY	Connie Stevens, Warner Bros. 5265	5
77	80	—	—	WOLVERTON MOUNTAIN	Claude King, Columbia 42352	△ 2
78	82	94	99	I'LL TRY SOMETHING NEW	Miracles, Tamla 54059	4
79	72	68	80	I'LL TAKE YOU HOME	Corsairs, Tuff 1818	8
80	94	—	96	LIPSTICK TRACES	Benny Spellman, Minit 644	4
81	84	86	—	WOMAN IS A MAN'S BEST FRIEND	Teddy & the Twilighters, Swan 4102	3
82	75	80	82	I FOUND A LOVE	Falcons, LuPine 1003	9
83	69	71	74	LOVE CAN'T WAIT	Marty Robbins, Columbia 42375	△ 6
★	—	—	—	TWIST AND SHOUT	Isley Brothers, Wand 124	1
★	—	—	—	THE CROWD	Roy Orbison, Monument 461	1
★	—	—	—	I'LL NEVER DANCE AGAIN	Bobby Rydell, Cameo 317	1
87	99	—	—	WEST OF THE WALL	Toni Fisher, Big Top 3097	2
88	95	—	—	JOHNNY GETS ANGRY	Joanne Sommers, Warner Bros. 5275	2
89	98	—	—	LIMBO ROCK	Champs, Challenge 9131	2
90	90	—	95	ADIOS AMIGO	Jim Reeves, RCA Victor 8019	△ 4
91	92	—	—	DOWN IN THE VALLEY	Solomon Burke, Atlantic 2147	2
92	93	—	—	WHERE HAVE YOU BEEN ALL MY LIFE	Arthur Alexander, Dot 16357	2
93	—	—	—	ROUTE 66 THEME	Nelson Riddle, Capitol 4741	1
94	87	91	97	LET ME BE THE ONE	Paris Sisters, Gregmark 12	4
95	—	—	—	GREEN LEAVES OF SUMMER	Kenay Ball, Kapp 460	1
96	97	—	—	TENNESSEE	Jan and Dean, Liberty 55454	2
97	—	98	—	THAT HAPPY FEELING	Bert Kaempfert, Decca 31388	2
98	—	—	88	SCOTCH AND SODA	Kingston Trio, Capitol 4740	4
99	100	—	—	BOOM BOOM	John Lee Hooker, Vee Jay 438	2
100	—	—	—	I NEED YOUR LOVING	Don Gardner and Dee Dee Ford, Fire 508	1

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

Adios Amigo (Randy-Smith, ASCAP) .....	90	I'll Take You Home (Sunflower & Annie-Earl, ASCAP) .....	79	Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP) .....	7
Al Di La' (Whitmark, ASCAP) .....	62	I'll Try Something New (Jobete, BMI) .....	78	Slow Twistin' (Woodcrest, BMI) .....	49
Any Day Now (Plan Two, ASCAP) .....	40	If I Cried Every Time You Hurt Me (Central, BMI) .....	61	So This Is Love (Patterson, ASCAP) .....	29
Balboa Blue (Lock-E.D.M., ASCAP) .....	58	It Keeps Right on A-Hurtin' (Tanridge, BMI) .....	12	So This Is Love (Patterson, ASCAP) .....	29
Boom Boom (Conrad, BMI) .....	99	Itty Bitty Pieces (Good Songs, BMI) .....	57	Soldier Boy (Lodix, BMI) .....	3
Born to Lose (Peer Int'l, BMI) .....	50	Johnny Angel (Post, ASCAP) .....	21	Soul Twist (Dan-Kely, BMI) .....	55
Bristol Twistin' Annie (Schulman, BMI) .....	71	Johnny Gets Angry (Tod, ASCAP) .....	88	Steel Guitar and a Glass of Wine, A (Sparks, BMI) .....	68
Caterina (Rancom, ASCAP) .....	30	Lemon Tree (Beaulier, ASCAP) .....	56	Stranger on the Shore (Mellin, BMI) .....	2
Cindy's Birthday (Maraville, BMI) .....	37	Let Me Be the One (Aldon, BMI) .....	94	Stripper, The (David Rose, ASCAP) .....	28
Conscience (Aldon, BMI) .....	11	Limbo Rock (Four Star, BMI) .....	89	Swingin' Gently (Maraville, BMI) .....	74
Count Every Star (Paxton, ASCAP) .....	48	Lipstick Traces (Minit, BMI) .....	80	Teach Me Tonight (Hub-Leads, ASCAP) .....	31
Crowd, The (Acuff-Rose, BMI) .....	85	Love Can't Wait (Marty's, BMI) .....	83	Tell Me (Odin, ASCAP) .....	27
Doctor Feel Good (Cigma, BMI) .....	66	Lover, Please (Lyn-Lou, BMI) .....	47	Tennessee (Wander-Achles, BMI) .....	96
Don't Play That Song (Progressive, BMI) .....	14	Lovers Who Wander (Disal, ASCAP) .....	4	That Happy Feeling (Northern, ASCAP) .....	97
Down in the Valley (Progressive, BMI) .....	19	Man Who Shot Liberty Valance, The (Famous, ASCAP) .....	10	That's My Desire (Mills, ASCAP) .....	69
Drummin' Up a Storm (Travis, BMI) .....	73	Mashed Potato Time (Rica-Mill, BMI) .....	5	That's Old Fashioned (Aberbach, BMI) .....	33
Everybody Loves Me But You (Champion, BMI) .....	4	Meet Me at the Twistin' Place (Kags, BMI) .....	67	Theme From Ben Casey (Marfran, ASCAP) .....	53
Funny Way of Laughin' (Pamper, BMI) .....	25	Moon River (Famous, ASCAP) .....	44	Theme From Doctor Kildare (Hastings, BMI) .....	72
Follow That Dream (Gladys, ASCAP) .....	24	Most People Get Married (Famous, ASCAP) .....	35	Twist and Shout (Rusker, BMI) .....	84
Fortuneteller (Kemo, BMI) .....	65	My Real Name (Travis, BMI) .....	59	Twist, Twist Senora (Rockmasters, BMI) .....	24
Good Luck Charm (Gladys, ASCAP) .....	26	Night Train (Famous, BMI) .....	36	Twistin' Matilda (General-Pickwick, ASCAP) .....	22
Green Leaves of Summer (Feist, ASCAP) .....	95	Number One Man (Lodix, BMI) .....	52	Uptown (Aldon, BMI) .....	13
Having a Party (Kags, BMI) .....	73	Oh, My Angel (Clifton, BMI) .....	70	Village of Love (Trinon, BMI) .....	32
Hearts (East-West, ASCAP) .....	64	Old Rivers (Glo-Mac & Metric, BMI) .....	8	Walk on the Wild Side (Columbia Pictures, ASCAP) .....	42
Hit Record (Luristan-Dreyer, ASCAP) .....	85	One Who Really Loves You, The (Jobete, BMI) .....	9	West of the Wall (Music Productions, ASCAP) .....	87
How Is Julie? (Sherman-DeVorzon, BMI) .....	45	P. T. 109 (Cedarwood, BMI) .....	20	When I Get Through With You (Pamper, BMI) .....	60
I Can't Stop Loving You (Acuff-Rose, BMI) .....	1	Palisades Park (Claridge, ASCAP) .....	17	Where Are You (Feist, ASCAP) .....	63
I Found a Love (LuPine-Progressive-Ailberl, BMI) .....	82	Playboy (Jobete, BMI) .....	19	Where Have You Been All My Life (Aldon, BMI) .....	92
I Love You (Cris, BMI) .....	29	Route 66 Theme (Gower, BMI) .....	93	Why'd You Wanna Make Me Cry (Aldon, BMI) .....	76
I Need Your Loving (Fast-Fels, BMI) .....	100	Scotch and Soda (Bonchwood, BMI) .....	98	Wolverton Mountain (Painted Desert, BMI) .....	77
I Sold My Heart to the Junkman (Mills, ASCAP) .....	15	Second Hand Love (Merma, BMI) .....	16	Woman Is a Man's Best Friend, A (Claridge, ASCAP) .....	81
I Was Born to Cry (Disal, BMI) .....	51	Sharing You (Aldon, BMI) .....	46	You Are Mine (Debmur, BMI) .....	43
I Wish That We Were Married (Joy, ASCAP) .....	23	She Cried (Trio, BMI) .....	14		
I'll Never Dance Again (Aldon, BMI) .....	86	Shout (Wemar-Nom, BMI) .....	41		

## BUBBLING UNDER THE HOT 100

101. DREAM .....	Dinah Washington, Mercury 71958
102. ROSES ARE RED .....	Bobby Vinton, Epic 9509
103. ONE O'CLOCK JUMP .....	Jimmy Smith, Blue Note 1820
104. QUEEN OF MY HEART .....	Rene and Ray, Donna 1360
105. JOHN BIRCH SOCIETY .....	Chad Mitchell Trio, Kapp 457
106. WHAT DID DADDY DO .....	Shep and the Limelites, Hull 751
107. NA-NE-NO .....	Troy Shondell, Liberty 55445
108. HOW CAN I MEET HER? .....	Everly Brothers, Warner Bros. 5273
109. EVERYBODY LOVES A LOVER .....	Angels, Caprice 116
110. DANCIN' THE STRAND .....	Maureen Gray, Landa 649
111. STRANGER ON THE SHORE .....	Drifters, Atlantic 2143
112. WORK OUT, PART I .....	Ricky Dee and the Embers, Newtown 5001
113. AIR TRAVEL .....	Ray and Bob, Leda 1150
114. GEE, IT'S WONDERFUL .....	Bobby Rydell, Cameo 217
115. LISA .....	Ferrante and Teicher, United Artists 470
116. TURN AROUND, LOOK AT ME .....	Lettermen, Capitol 4746
117. BABY ELEPHANT WALK .....	Miniature Men, Dolton 57
118. STRANGER ON THE SHORE .....	Andy Williams, Columbia 42451
119. BABY ELEPHANT WALK .....	Lawrence Walk, Dot 16364
120. WORRIED MIND .....	Ray Anthony, Capitol 4742



# "THE NATION'S BEST SELLING RECORDS"

## BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16364	Baby Elephant Walk	LAWRENCE WELK	<input type="checkbox"/> 16351	Where Is The Boy Tonight/On The Wagon	THE CHARMAINES
<input type="checkbox"/> 16359	Theme From The Brothers Grimm	LAWRENCE WELK	<input type="checkbox"/> 16336	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16357	Continental Melody/Born To Be With You	BILLY VAUGHN	<input type="checkbox"/> 16333	Cinderella	JACK ROSS
<input type="checkbox"/> 16348	Where Have You Been/Soldiers Of Love	ARTHUR ALEXANDER	<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN
<input type="checkbox"/> 16366	Tribute To A Dog/Life Gits Tee-Jus, Don't It?	WALTER BRENNAN	<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16349	Foggin' Up The Windows	ROBERTA SHORE and ROBIN LUKE	<input type="checkbox"/> 16365	The Girl That I Love/Lenore	DINO MATTHEWS
<input type="checkbox"/> 16355	A Wound Time Can't Erase	PAT BOONE	<input type="checkbox"/> 16361	In Other Words/The Rest Of My Days	TONY MARTIN
<input type="checkbox"/> 16349	Willing And Eager/Quando, Quando, Quando	PAT BOONE	<input type="checkbox"/> 16360	Queen Of The Senior Prom	THE MILLS BROS.
<input type="checkbox"/> 16355	I Can't Stop Loving You/Born To Lose	TAB HUNTER		I Found The Only Girl For Me	

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# THE FOUR LADS HITS OF THE '60s

DLP 3438 (mono), 25438 (stereo)



## BEST SELLING ALBUMS

MONO	STEREO	ARTIST	MONO	STEREO	ARTIST
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO • Eddie Peabody	<input type="checkbox"/> 3308	<input type="checkbox"/> 25308	THE MILLS BROS. GREAT HITS, VOL. 2
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn	<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn	<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track	<input type="checkbox"/> 3315	<input type="checkbox"/> 25315	ACCORDION CONCERT • Myron Floren
<input type="checkbox"/> 3057	<input type="checkbox"/> 25057	LURE OF THE ISLANDS • Hal Aloma	<input type="checkbox"/> 3317	<input type="checkbox"/> 25317	LAWRENCE IN DIXIELAND • Lawrence Welk
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn	<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone	<input type="checkbox"/> 3321	<input type="checkbox"/> 25321	THE WORLD'S GREATEST
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone	<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	PIANO ROLLS • Johnny Maddox
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn	<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	YELLOW BIRD • The Mills Bros.
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm	<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	THEME FROM THE SUNDOWNERS • Billy Vaughn
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn	<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone	<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS	<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS	<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE • The Mills Bros.
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn	<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody	<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Bros.
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROS. GREAT HITS	<input type="checkbox"/> 3374	<input type="checkbox"/> 25374	GREAT HITS IN BOOGIE WOOGIE • Jack Finn
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk	<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn	<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3199	<input type="checkbox"/> 25199	SIDE BY SIDE • Pat And Shirley Boone	<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn	<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn	<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Bros.	<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith	<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith	<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle	<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters	<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk	<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • The Lennon Sisters
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone	<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates
<input type="checkbox"/> 3275	<input type="checkbox"/> 25275	LINGER AWHILE • Billy Vaughn	<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn	<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Billy Vaughn
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn	<input type="checkbox"/> 3425		MILLION \$ MUSIC • Various Artists
<input type="checkbox"/> 3284	<input type="checkbox"/> 25284	TO MOTHER • Lawrence Welk	<input type="checkbox"/> 3428	<input type="checkbox"/> 25428	YOUNG WORLD • Lawrence Welk
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn	<input type="checkbox"/> 3429		CINDERELLA • Jack Ross
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox	<input type="checkbox"/> 3431	<input type="checkbox"/> 25431	VAUGHN MONROE—HIS GREATEST HITS
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS	<input type="checkbox"/> 3433	<input type="checkbox"/> 25433	12 GREAT HITS IN RAGTIME • Jo Ann Castle
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds	<input type="checkbox"/> 3434	<input type="checkbox"/> 25434	YOU BETTER MOVE ON • Arthur Alexander
			<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR • Sound Track

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## THEATER MUSIC YEAR A ROUGH ONE; ONLY THREE SMASH ALBUMS EMERGE

'Strings,' 'Succeed,' Milk & Honey' Pass 200,000 Mark;  
Other Broadway Disk Gambles May Not Pay Off as Well

By BOB ROLONTZ

NEW YORK — The Broadway musical season drew to a close last week with the opening of "Bravo Giovanni," last show of the musical year. Out of the 15 musicals that opened on Broadway between last fall and this spring, there were three strong disk sellers, "No Strings," "How to Succeed in Business Without Really Trying" and "Milk and Honey." All of these have passed the 200,000 mark. The returns are not yet in on the two late openers, "A Funny Thing Happened on the Way to the Forum" and "Bravo Giovanni."

Victor has had the strongest original cast package this season with "Succeed" and "Milk and Honey." Capitol is next with its "No Strings" cast, now over the 260,000 mark. The firm is hoping that "Forum," on which it has shipped 66,000, will turn out to be another "No Strings."

Columbia, usually the leader in the original cast waxing fields, has had a rough time so far this year. Firm's best package of the season has been "Kean," which is reported to have sold over 100,000 to date, and is still selling. Next was "Subways Are for Sleeping," which the firm says is close to the 100,000 sales figure. "I Can Get It for You Wholesale" is reported to be close to 75,000, and "All American" (which closed Saturday, May 26) has moved about 70,000 copies. Firm expects to ship orders on "Bravo Giovanni" of close to 70,000 disks.

Philly Fold

Columbia had the rights to another musical this past season,

"We Take the Town." Show closed in Philadelphia in March, after Columbia had put up \$390,000 as its share of the backing. Show is supposed to go back into rehearsal in the fall and open in New York by winter.

Capitol Records also had five Broadway shows the past season. They included "Sail Away," on which it has sold 71,000 disks; "Kwamina," with a 21,000 sale, and "Gay Life," which has sold 51,000 copies, in addition to its hit "No Strings" and "Forum."

Victor Records had only one other show that opened on Broadway in addition to "Succeed" and "Milk and Honey." This was "Let It Ride" which had a short Broadway run and weak cast sales.

Some other Broadway musicals were waxed last season. "Donny-

brook" was recorded by Kapp Records. Kapp also put up most of the backing for the show. Show had a short run and unimpressive disk sales. United Artists cut "A Family Affair" with Shelley Berman, also a short-run item.

The moneys put up by the record companies for Broadway musicals appears to be ever on the increase. Columbia is reported to have come up with close to \$1,400,000 to back its six Broadway musicals. Capitol angled \$200,000 for "Gay Life."

Gold Mine If Hit

Though these figures seem high, what the diskeries, mainly Columbia, Victor and Capitol, are looking for is the big, big seller that original cast albums can turn into when they are solid hits. They not

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## One-Stop Firm Alleges Distributors' Discrimination

Files Lawsuits Asserting Discounts  
Were Shut Off and Disk Prices Fixed

NEW YORK — Leslie Distributors, a one-stop firm, filed three separate suits in U. S. District Court here last week. Two of the suits, against Mercury Records—Mercury Distributors, and against Portem Distributors, make charges of price discrimination. The third, filed against Audio Fidelity Records, alleges that that company en-

gaged in a conspiracy to fix and maintain prices in violation of the anti-trust laws.

In the suits against Mercury and Portem, it is alleged that these firms, during the pendency in 1961 of Leslie's Chapter 11 bankruptcy action (a settlement with creditors was reached last February), refused to extend to Leslie normal discounts being offered to other firms at the one-stop level of the business. It is claimed that this constitutes a violation of the Robinson-Patman Act. Treble damages are being sought in addition to counsel fees.

Charges Price Fixing

The action against Audio Fidelity was filed on behalf of Leslie One-Stop in Pennsylvania, Inc., doing business as a record distributor in Pittsburgh. Named in this action were Audio Fidelity Records, Dauntless International and Sydney Frey.

It is alleged that Audio Fidelity fixed prices on both the wholesale and retail levels and prohibited the advertising of its products at prices

and/or sweethearts of the outlet's deejays will take over the microphones and turntables June 1. The station also has a "What Is a Winsnick?" contest. Deejay Bob Lewis has asked listeners to define the term in 25 words or less. Prizes include, among other things, "a complete Winsnick outfit."

Though WINS recently aban-

(Continued on page 33)

## ACADEMY DISK \$ TO GO FOR SCHOLARSHIPS

NEW YORK — NARAS is planning to issue a special premium LP to help raise money for its scholarship fund. Record, which is still in the planning stage, will be handled by Chevrolet as a premium to lure people into its showrooms. Disk will contain best selling sides by artists from four to 12 different labels. It will be pressed by the Columbia custom department.

## Alden to Start Own Disk Label

NEW YORK — The Nevins-Kirshner producing organization, which has racked up a solid string of hits over the past three years through Alden Music, is starting its own record labels. Labels will be used as an outlet for material and artists. Publishing will remain the firm's top interest.

One label, to be called Dimension, will be distributed through Al Massler's Amy-Mala firm. The other label, not yet named, will be handled by Bernie Lowe's Cameo set-up.

lower than those fixed by the defendants and the firm also conspired to cut off supplies of product to any distributor who transhipped product into territories of other distributors.

It is claimed that because Audio Fidelity suspected that Leslie in Pittsburgh was transshipping to New York, Leslie's distributorship of A-F records was terminated and cancelled May 1, 1958, following plaintiff's original appointment April 27, 1956.

Price Lowered

It is also charged that while defendants were selling products to plaintiffs, they were selling the product to other purchasers at prices lower than those charged plaintiffs.

In an earlier corollary action, A-F was engaged in a litigation with the government, on the grounds that its practice of price maintenance and explicit definition of wholesale territories were in violation of the Robinson-Patman Act. The company signed a consent decree at the time. In the current suit, Leslie seeks treble damages.

Actions were prepared by Leslie's attorney, Sam Kaufman, in conjunction with the firm of Greenfield, Rothstein, Klein and Yarnel.

## Distributors Put Weight Behind Heilicher Bloc

See New Leaders In  
By End of Convention

NEW YORK—Distributor members of ARMADA intent on taking over the organization are of the opinion that their campaign is succeeding. Distributors around the country are giving the drive staunch support, and the odds now are that ARMADA will be distributed by the end of the June convention.

The sparks behind the drive to turn ARMADA over to the distributor wing are Amos Heilicher of Minneapolis, Bob Chatton of San Francisco, Harry Schwartz of Washington, Bill Shockett of New York, Nelson Verbit of Philadelphia, and Harry Apostoleris of New York. All of these men are on the ARMADA executive board. The letter advocating an ARMADA run by distributors was sent out by Heilicher two weeks ago.

It is believed that he will be the distributor put up for the presidency of the organization at the forthcoming convention. As one of the most respected distributor executives in ARMADA, with a deep and abiding interest in the record business (he is a Columbia Record distributor and also has a separate distributor firm to handle indie lines), Heilicher looks like a solid choice to be elected to the top spot.

Distributor leaders are also discussing names for the post of executive secretary to be hired if they win the elections at the group meet. Feelers have reportedly gone out to a number of these men so that leaders will be ready to announce their choice for executive secretary even before the convention closes in Miami in June.

## Big Names to Deal Awards

NEW YORK—Big name recording stars will present the Grammys at the annual NARAS Award Dinners to be held Tuesday (29) at the Waldorf-Astoria here and in Los Angeles at the Beverly Hilton. The Chicago NARAS chapter will hold a cocktail party at the Sheraton Tower the same evening.

Grammy presenters in New York will be Mort Sahl, Burl Ives, Steve Lawrence, Jimmy Dean, Tony Bennett, George Shearing, Leslie Uggams, Morton Gould and Bill Dana. Bennett and Sahl will also head up the entertainment bill with the Si Zentner ork and WNEW, New York, deejay William B. Williams as emcee. Station WNEW will also carry a major portion of the awards presentations.

Grammy presenters in Los Angeles will be Lena Horne, Andy Williams, Ann-Margret, Jo Stafford, Elmer Bernstein, Connie Stevens, Roger Wagner, Soupy Sales, Jackie Cooper, Andre Previn, Dory Langdon (Mrs. Previn), Spike Jones, Helen Graco, Gordon and Sheila MacRae. Music will be provided by the Dave Pell ork with Carl Reiner as emcee.

## GIMMICKING IT UP

### Stations Shoot the Works, Even Give 3-Bedroom House

NEW YORK—In a variety of moves aimed at attracting more listeners in this increasingly competitive local radio area, New York stations are staging a flock of special programming features, contests and giveaway promotions this month.

Station WNEW, for example, has been running a "What Radio Means to Me" contest for the past three weeks. First prize is described as the "Richest ever awarded by a New York station." It's a three-bedroom, split-level home in New Jersey, plus a motor boat. Runner-up prizes, for listeners submitting best entries, include an automobile and radios. Winners will be announced Wednesday (30).

In the special programming field, WNEW started a weekly "Let's Dance" live-music series Saturday (26), which will originate from Freedomland, an amusement center. Phil McLean emcees the series, which will spotlight live performances by such band greats as Gene Krupa, Harry James, Stan Kenton, Benny Goodman and Les Elgart.

Wives Take Over

Station WINS here has several promotions going, including "Wives' Day," on which wives

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## Open Season For Signing Disk Artists

NEW YORK—A flock of artist signings took place last week. Atlantic Records signed Betty Carter; Capitol inked Louis Prima's new girl singer, Gia Maione; Phillips Records pacted TV-movie star Polly Bergen; Okeh landed Ted Taylor and Mercury signed Merv Griffin and the Eligibles.

It was also reported that Tony Bennett, after more than a decade with Columbia Records, had signed with Reprise. Columbia, meanwhile, signed the Randy Sparks group, who have been with the Verve label as the Randy Sparks Trio. The group's first Columbia LP has been cut with a large chorus and is due soon for release.

Another facet of the Adam Wade Epic deal was also brought to light last week. The Wade disks originally released on the Coed label will go to Epic as part of the signing deal, and will be reissued on the singer's new label.

Noted on the Atlantic signing was the fact that jazz singer Betty Carter recently completed a tour with the Ray Charles troupe and will appear with the ABC-Paramount star again on an upcoming tour. Charles, of course, formerly recorded for Atlantic. He and Miss Carter had a best selling album together a few months ago on ABC-Paramount's jazz label, Impulse.

Prima's discovery of Miss Maione (18-year-old hostess at a Howard Johnson restaurant in New Jersey) called off a joint promotion planned by the ork leader, Capitol Records and the Sahara nitery in Las Vegas, Nev., to find a girl singer for his band. Capitol will record an album with Prima and Miss Maione during the band leader's five-week engagement at the Sahara, starting May 30.

Polly Bergen, currently appearing at the Dunes in Las Vegas, Nev., will cut her first Phillips sides shortly. Ted Taylor is a rhythm and blues vocalist formerly associated with Duke and Top Rank Records. His first Okeh disk will be released within the next week.

# Suddenly It's Summer Jazz Time

By JACK MAHER

NEW YORK — This summer is shaping up as one of the biggest years for jazz festivals since the troubles at Newport. More than 11 full-fledged fetes are either set or in the planning stage. What's more, a number of all-encompassing musical events will have jazz as an integral part of their programs.

Newport, the granddaddy of all jazz festivals, produced once again by George Wein, will run July 6-8. (See separate story for artists and program.) The first International Jazz Festival gets under way May 31 and runs through June 3 in Washington. Talents from England, France, Germany, Poland, and other nations will be presented at the Capitol, along with top-flight American talent. Proceeds from this one will go to the President's Music Committee.

The University of Indiana is holding its outdoor jazz bash August 17-19. This event has been called the Midwest Jazz Festival and replaces the Evanston, Ill., and French Lick, Ind., festivals, which have been discontinued. The Stan Kenton ork, the Four Freshmen, Cannonball Adderley, the Franz Jackson traditional group, Johnny Smith, Donald Byrd and Johnny Richards are among those slated to appear. All the participants will be on nightly. Proceeds will go into a scholarship fund for young musicians attending the fourth annual Stan Kenton clinic held on the Indiana campus.

### Weekends in N. Y.

New York City's Randall's Island Jazz meet will be held this year on weekends only from June 30 through Labor Day. Top jazz recording talents are promised, and it is presumed that the event will once more tie in the city's Summer Festival promotions.

The Museum of Modern Art also will hold its weekly Jazz in the Garden Series. The sessions will run for 10 weeks starting June 21. Jazz will also play a prominent role in Philadelphia's Annual Music Festival which is sponsored by the city council.

Jazz at Virginia Beach is the name given to one of the two festivals in that resort town July 13. Another festival is being considered

in that area which will be called the Virginia Beach Jazz Festival.

### Even Cabots Do It

The Berkshire Music Barn, Lenox, Mass., will feature many big name jazz performers this year, as in years past, among its single night

attractions July 8 through September 2. Also in New England, the Boston Arts Festival plans to have a number of jazz artists represented on its programs.

In addition to these events, full-scale outdoor affairs have been

## STARS WILL BE SINGING— & BLOWING—AT NEWPORT

The Newport Jazz Festival, entirely redesigned under the title "Newport '62," has set its program for the three-day event, July 6-8.

### Scheduled program:

Friday, 8:30 p.m.—Dave Brubeck, Gerry Mulligan, Harry Edison, Coleman Hawkins, Joe Williams, Carmen McRae, Paul Desmond and Bob Brookmeyer.

Saturday, 2:30 p.m.—Marshall Stearns will present "A History of the Tap Dance and Its Relationship to Jazz." Featured will be four top tap dancers—Baby Lawrence, Bunny Briggs, Pete Nugent and Honi Coles.

Saturday, 8:30 p.m.—Louis Armstrong, the Newport Rebels, Charles Mingus, Max Roach, Teddy Charles, Jo Jones, Toshiko and others, Bunny Briggs and Baby Lawrence, Carol Sloane, Yank Lawson and Coleman Hawkins, Trummy Young. Narrator—Father Norman O'Connor.

Sunday, 2:30 p.m.—Count Basie and his orchestra, the Clara Ward Gospel Singers, the Sonny Rollins Quartet, Oscar Peters Trio, Jimmy Rushing and Aretha Franklin. Narrator—Duke Ellington.

Sunday, 8:30 p.m.—Duke Ellington and his orchestra, the Thelonius Monk Quartet, the Newport Jazz Festival All-Stars, with Jo Jones, Pee Wee Russell, Bud Freeman, Ruby Braff, Marshall Brown and George Wein, Johnny Hodges and Charles Rouse. Narrator—Willis Conover.

Ticket prices for the Sunday afternoon and three evening concerts were scaled at \$3.20, \$4.30 and \$5.40, all seats reserved. There will be a general admission charge of \$1.50 for the Saturday afternoon program.

## WITH A FLOURISH

# Korvette Shows Class With 5th Ave. Address

By REN GREVATT

NEW YORK—A new era in retail merchandising commenced here last week when E. J. Korvette, granddaddy of the discounting fraternity, moved into a classy new Fifth Avenue address. The new Fifth Avenue Korvette is a full-fledged department store with clothing, jewelry, appliance, phonograph, etc., departments.

Some months ago, preparations were begun on the seven-story location at Fifth Avenue and 45th Street, formerly occupied by the W. & J. Sloane furniture department store. The months of efforts culminated in a champagne pre-opening party for the press and suppliers Wednesday (23).

A feature of the new Korvette layout is one of the most modern looking record departments in the entire New York area, with close to 5,000 square feet given over to the section. Chief Korvette disk buyer Dave Rothfeld, who was as proud of the new department as a mother hen preening her feathers over her new brood, explained some of the newest features.

"I'm particularly excited," said Rothfeld, "about a terrific new way of exposing new releases that we've come up with. We're using a special new Eastman Kodak slide projector which permits synchronized sound. Each month we

will take 40 or 50 of the best new releases and build a production around them.

"On a giant screen in one corner of the department, we'll show the covers in sequence of that month's selection of new albums. Each album will appear on the screen for 30 to 40 seconds. An announcer will do a synchronized sales pitch and we'll play just a small bit from each album shown. This will be going on like a continuous show and the sound will be full stereo. We think it's going to work out beautifully."

Rothfeld said that the section will feature a heavy inventory of catalog items in every field—"just as we do in our other stores"—but that the Fifth Avenue store offers considerably more browsing space in the aisles between racks or merchandise than most other stores.

The department offers the best features of self-service merchandising, but in addition, a sales staff of six experts in every field of repertoire will also be on hand. Between them, they speak six languages, according to Rothfeld.

The store was promoted to the hilt with a special seven-page ad appearing in the New York Times of Wednesday (23). In the ad, a record offer of 50 to 70 per cent off on all merchandise appeared for opening day only. Following this the prices will revert to Korvette's more normal discount range of 30 to 35 per cent off list.

Present at the pre-opening bash were Nancy Sinatra Sands, Neil Sedaka and a number of distributors and other prominent disk industry figures. On the following day, Thursday (24), after the grand opening, an observer noted that lines were still extending halfway around the block of people eager to get a look. Some reportedly waited for an hour or more before being admitted.

NEW YORK—Atlantic Records has purchased a master, "That's for Me to Know" with Tommy Manno, from Sid Prosen. The disk—formerly on the Flippin' label—will be released this week on Atlantic.

The record is said to have stirred up local action in Milwaukee, Wilmington, Del., and in Ohio areas. Manno, a 16-year-old New Jersey boy, is currently on a promotion tour plugging the platter.

lined up in Detroit, Buffalo and San Francisco. One of the most popular of all jazz bashes, the Monterey Jazz Festival in California, will be held again this year.

Looking far to the future, it is reported on good authority that the New York World's Fair Committee is seeking ways and means to hold a series of jazz festivals at the fair in 1964. The committee would like to induce jazz stars from around the world to perform, and to have record firms foot the bill.

## Presley Racks Up 30th Gold One

NEW YORK — Elvis Presley chalked up his 30th Gold Record last week when his "Blue Hawaii" album passed the million sales mark.

The RCA Victor LP has sold an additional 500,000 copies throughout the rest of the world. It was released in October, 1961, and had sold 600,000 copies by December of that year, making it one of the fastest selling LP's in disk history.

Meanwhile Presley's "Follow That Dream" EP has sold almost 500,000 copies in the U. S. alone since it was released April 10. RCA Victor has another Presley album set for release in June. It is tagged "Pot Luck." The new LP features all new material—rhythm, blues, and ballads.

## Cap Cuts Price On 'Music Man'

NEW YORK — Capitol Records is re-releasing its original-cast album of "The Music Man" and has sliced the price by \$1. Mono LP is now \$4.98; stereo \$5.98.

The new album, featuring "updated sound," is in a single jacket. The label is offering one free album for every 10 purchased on a one-shot initial order to launch the Broadway package. Offer runs through June 15.

The re-release, of course, is timed to coincide with the national debut of the new "Music Man" movie. Warner Bros. is releasing the sound-track version album, also starring Robert Preston, who plays the title role in Capitol's original-cast LP.

## Caedmon Focuses On Retailers

NEW YORK — Caedmon Records will henceforth devote primary attention on "the forgotten man of the disk business," the record retailer, according to executives Marianne Mantell and Barbara Holdridge. They said last week that product of Caedmon could best be handled by knowledgeable retailers.

At the same time, it was noted that merchandising will be a byword at the firm, rather than the "worn-out and dubious inducement of deals." In line with the new policy, Bob O'Brien, newly named national sales chief, will work closely with dealers and distributors.

In a policy statement to more than 30 distributors, the firm stated that "effective immediately, Caedmon is discontinuing servicing of all record store house accounts," and turning them over to distributors. All national and regional chains will also be serviced through regular distributors.

## Emphasize Public View Of Industry at Chi Fair

CHICAGO—The World's Fair of Music and Sound, to be held August 31 through September 9 in Chicago's McCormick Place, held a press preview Thursday (24) for more than 100 members of the Fourth Estate. Patrick Hoy, chairman of the Fair's Civic Advisory committee, told the gathering that an estimated 20,000 industry dealers from throughout the country are expected to attend the 10-day affair.

Speaking at the press preview luncheon were Al Preskill, vice-president, Allied Radio Corporation; Irwin Steinberg, executive vice-president, Mercury Record Corporation; Charles Ford, advertising manager, LeBlanc Corporation, and Ted Leitzell, public relations director, Zenith Radio Corporation.

Each of the industry spokesmen emphasized the importance of the fair as the first opportunity ever provided the music and sound industry to display its products to the general public as well as the trade.

### Trade Leaders Comment

Preskill, in his address, pointed

out that the music clinics, under Dick Schory, the fair's special events director, will provide retailers with an unprecedented opportunity to see demonstrations of the latest in hi-fi and stereo equipment.

Steinberg commented on the value of a serious exchange of ideas on a wide variety of subjects in business seminars scheduled during the fair for retailers and distributors.

The fair's president, Aaron D. Cushman, said the event already has commitments for more than 50 per cent of the space available. Cushman gave the assembled newsmen a run-down on the diverse elements of the fair, broken down as follows:

- 1—Product and scientific exhibits for trade and consumer.
- 2—Business seminars—industry-wide.
- 3—Music clinics—with demonstrations for trade and consumers.
- 4—A cultural symposia.
- 5—Performances of international music groups.
- 6—An entertainment spectacle to perform three times daily in the 5,000-seat auditorium.

# Price Seen New UA Sales Chief As Jerry Raker Resigns Post

By SAM CHASE

NEW YORK—Jerry Raker resigned this week as national sales manager of United Artists Records. His replacement has not been selected, but tradesters believe the finger points at Morris Price, currently director of UA's regional operations. Vice-President Chet Woods also is one of the label's strongmen in the sales area, but speculation has it that his current activity on behalf of the Musicor and Ascot labels is too urgent for the company's future to permit direct involvement in the parent label.

## Chipetz to Cameo; Cambridge, Chips Merge in Philly

PHILADELPHIA — Negotiations were all but complete last week for Harry Chipetz, operator of Chips Distributors, to leave that firm to take an executive post with Cameo Records. Under the new arrangement, Chipetz would become general manager of the Cameo-Parkway operation as chief lieutenant to Bernie Lowe.

How this would affect the future ownership picture with Chips was uncertain. It is known, however, that Lowe currently owns a 50 per cent interest in the firm.

Chips Distributors, if the Chipetz-Cameo deal goes through, will be operated by Al Rosenthal, head of Cambridge Distributors here. Cambridge and Chips will be merged with the Chips name retained as the firm name. This will make the new Chips Distributors one of the strongest in the city, since Chips has always carried strong lines, and Cambridge has had a string of hot r.&b. type labels. Cambridge just added the Tamla label.

## 300,000 BOOTLEG DISKS PASSED ANNUALLY IN P. I.

MANILA—More than 300,000 bootleg disks are "pushed" in record bars here every year, according to an article in a recent edition of the Philippines weekly magazine, "Graphic." The author is Jose P. Abletez.

The article was inspired by the bootleg problem involving the American recording by Linda Scott of "I've Told Every Little Star," which first appeared in the United States-based record label, Canadian-American.

Enrique P. Syquia, attorney for the Record Industry Association of the Philippines (RIAP), noted that the Linda Scott recording was "sporting another label and sold at low prices in Manila's record bars and stores." The Syquia statement was first prompted by a letter received from American attorney, Walter Hofer, lawyer for Canadian-American, who had protested the appearance in the Philippine market of the Scott recording since C-A has no authorized representatives anywhere here.

**Pirates Duck Taxes**  
Eusebio Contreras, general manager of Mico Records, who made the statement about the annual total of 300,000 pirated disks in the Philippine market each year, in the "Graphic" article noted that, "pirated records can be sold at a very low price because their smart makers don't pay a cent to our government for taxes, let alone royalties and other fees."

Manuel Villar, general manager of the Mabuhey Recording Company, added: "Even long playing records are not spared. To attract more sales, bootleggers sometimes combine the hit songs of, say, Nat Cole, Frank Sinatra and Perry Como in one long-playing plate—of course, without legal permit."

The RIAP members, according to the report, "haven't taken these piracies sitting down." They appealed to the Radio Control Board, not to abet piracy, by playing only records from legitimate sources. The reply: "No can do." The matter is not under the board's jurisdiction, the article says its spokesmen claim.

**No Arrests**  
There have been a number of raids on pirate factories, but, says Syquia, "we still have to see one bootlegger clamped in jail."

To offset the advantage of the pirating disk firms, the RIAP has decided to reduce prices. In line with this, the government also has been asked to reduce disk taxes from 25 to 15 per cent. It is noted that the government is losing about 350,000 pesos a year in taxes because of the bootleg activities.

In leaving UA after three years of association, Raker indicated he would undertake a new assignment in the record industry but at deadline was not yet prepared to say with which company.

The realignment of sales responsibilities is expected to complete the building of an executive team which has been assembled by label president Art Talmadge since his arrival at the firm less than two years ago to develop the record wing of the world's largest motion picture distributor. In that brief time, billings have leaped from \$1,500,000 to the present sum of \$7,000,000, a rise of some 450 per cent.

**Jazz, Kiddies, Too**

On the a.&r. side, the team is

## Wexler to Leave As Head of Colpix

NEW YORK—Paul Wexler, head of Colpix Records, is leaving the firm as of July 1. No successor has yet been named, but it is understood that Jerry Raker, former national sales chief for United Artists Records is being considered.

Wexler has been with Colpix, a subsidiary of Columbia Pictures, since shortly after the label was founded by the film firm. Joni Taps, who heads the operation for the picture company hired Wexler originally.

Under Wexler's aegis, the firm has come up with hot acts like Nina Simone, the Marceles, Paul Peterson and Shelley Fabares. And the label has brought in a strong line of kidisks, led by Huckleberry Hound.

Wexler said he would disclose his future plans late in June. It is believed he will join a new firm as a partner that will be closely allied to the disk field.

headed by Nick Perito, who produces the highly successful Ferrante and Teicher albums. Alan Douglas has now been brought in to build a new jazz line to be called United Artists Jazz. A new new LP kiddie line also is being added. The label's entry into the c.&w. arena has just got off to a highly auspicious start when the first George Jones disk, for UA, "She Thinks I Still Care," climbed to the No. 1 position on the *Hot C.&W. Sides* chart. The label has just signed its first female c.&w. artist, singer Judy Lynn.

In solidifying the internal organization, Talmadge recently gave VP stripes to Si Mael and Norman Weiser. He has but a single philosophy for further development of UA: to build volume.

Talmadge bemoans the catalog problem and the fact that product can hardly be turned out fast enough to meet the expanding needs of the company. However, its ties to the film firm enable it to encourage the use of music in films which can ultimately lead to disk fare as well. Talmadge also works closely with indie disk producers such as Barry Gordy, Ken Greengrass, and Lieber and Stoller.

Talmadge stressed that he is always open for the purchase of masters, and buys as many singles as he can find in which he can repose confidence. The new UA subsidiary, Ascot, is now taking some of the burden of releases from the parent firm, so that the heavy flow can be diverted through new channels. Some 75 per cent of Ascot's distribution is different from UA's.

### Florida Unveiling

The new UA fall releases will be unveiled at the company's annual sales meeting in Miami Beach on June 27, a day before the opening session of ARMADA, of which Talmadge also is president. The label's promotion men will be brought in to Miami for special briefing, but the basic pitch will be made to the distributors. UA is itself in the distributing end, of course, via the Big Town operation which it owns outright in New York. The Big Town distrib outlets in Chicago and Cleveland are franchises. In addition to UA, Big Town also handles the Vee Jay label. UA itself also distributed Aaron Schroeder's Musicor label.

Talmadge plans to give increasing attention to the growing international market. UA was one of the first indies to achieve worldwide distribution under its own label in deals with such organizations as EMI in Britain, Deutsche Grammophon in Germany, and Barclay in France, from whom Talmadge has been obtaining greatly increased guarantees as the label's stature has grown.

Most of the new affiliates signed by Talmadge are now entering the second year of their contracts, and without exception all have met or surpassed guarantees ranging from 50 to 500 per cent higher than pre-existing pacts.

In the near future, it is Talmadge's intention to begin signing European artists to record for UA, for distribution first in their own nations. Releases that merit wider distribution would be put out in other countries, including the U. S. First move in this direction was the pacting of Charlie Drake, whose "Boomerang" disk was first released in Britain, prior to its distribution here.

## INDUSTRY BRIEFS

### Stocke Moves Up

MILWAUKEE — Pete Stocke has been appointed head of the RCA Victor phonograph record sales department at Taylor Electric Company. He replaces Ed Hoffman, former assistant to phonograph record division manager Harold Rietz. Hoffman has joined the Taylor Electric Company instrument division.

### Supplement to Index

NEW YORK—Official Religious Record Index, the guide to religious records, is issuing its first supplement. The supplement will update information on the 15 labels in the original publication and will add more than 35 new labels. The Index lists performances by artist and title. The Religious Record Index is compiled by A. Hess and A. G. Brubaker, who are ordained ministers in the Brethren In Christ Church. Tentative publication date is June 20.

### Dr. Klein to Europe

NEW YORK — Spoken Arts prexy Dr. Arthur Luce Klein left for Europe May 27 to record and survey the European scene. He will meet with the company's distributors in France, England, Ireland and Germany. Klein is briefing his overseas distributors on the forthcoming fall line of Spoken Arts product which will include a 10-record set of major American poets, four Spanish language disks and a Michael Redgrave reading of three Chekhov stories. The inaugural addresses of Presidents Roosevelt, Truman, Eisenhower and Kennedy will also be made available by the firm shortly on a three-record album.

### Allison Firms Adds 2 Men

NEW YORK — Allison Records has added Bill Seabrook (formerly of Hawk) and Mac McKinney to its staff. McKinney will handle promotion for the firm while Seabrook will concentrate on a.&r. work.

### Riverside Sets Deal

LP Sales Corporation, national distributor for the Riverside, Jazzland, Washington and Offbeat labels, is offering a special summer deal on the album product that will run through June 27. Distributors handling the lines will receive two free albums for every 10 ordered with deferred billing for all

## Texas Sees Many Distrib Switches

DALLAS—A good many distrib changes are taking place in this area, sparked by the long-expected opening of a new distributorship in this city. Sometime in June or July it is expected that Bob Marquiss and Bill Caldwell, of Oklahoma Record Sales of Oklahoma City, will open a Dallas branch. Firm handles Mercury in Oklahoma City, as well as many other lines.

Columbia Records has set up its own distributor branch here, ending its relationship with the Strauss-Frank Company, a long-time Columbia distrib. And in San Antonio, the Perry Shankle Company has taken on the distribution of the Liberty label there. Shankle, which has a branch in Houston, is a vet RCA Victor distrib. Over the past few months, almost a dozen independent Victor distributors in various sections of the country have added outside lines.

who take advantage of the deal. Special promotion kits, including display material, order forms and artist bio material, are also available.

### Philips Names Beta Distrib

NEW YORK — Philips Records has named Johnny Halanka's Beta Record Distributing firm as New York outlet for the label. Beta replaces Portem as Philips distrib here.

### Davis Joins Col. in Chi

CHICAGO — Carl Davis has been named artist and repertoire producer in Chicago for Columbia Records. Davis will report directly to Columbia a.&r. director Dave Kapralik. He will cut sides for the parent label and its subsidi Okeh and Epic. Among his credits are productions of "Night Owl" and "The Duke of Earl."

### Cohen Cotton Promo Mgr.

PHILADELPHIA — Bob Cohen, former promotion man for Cameo Records, has taken the post of national promotion manager of Cotton Records, the Bobby Gregg label. Label has been handled through Cameo here.

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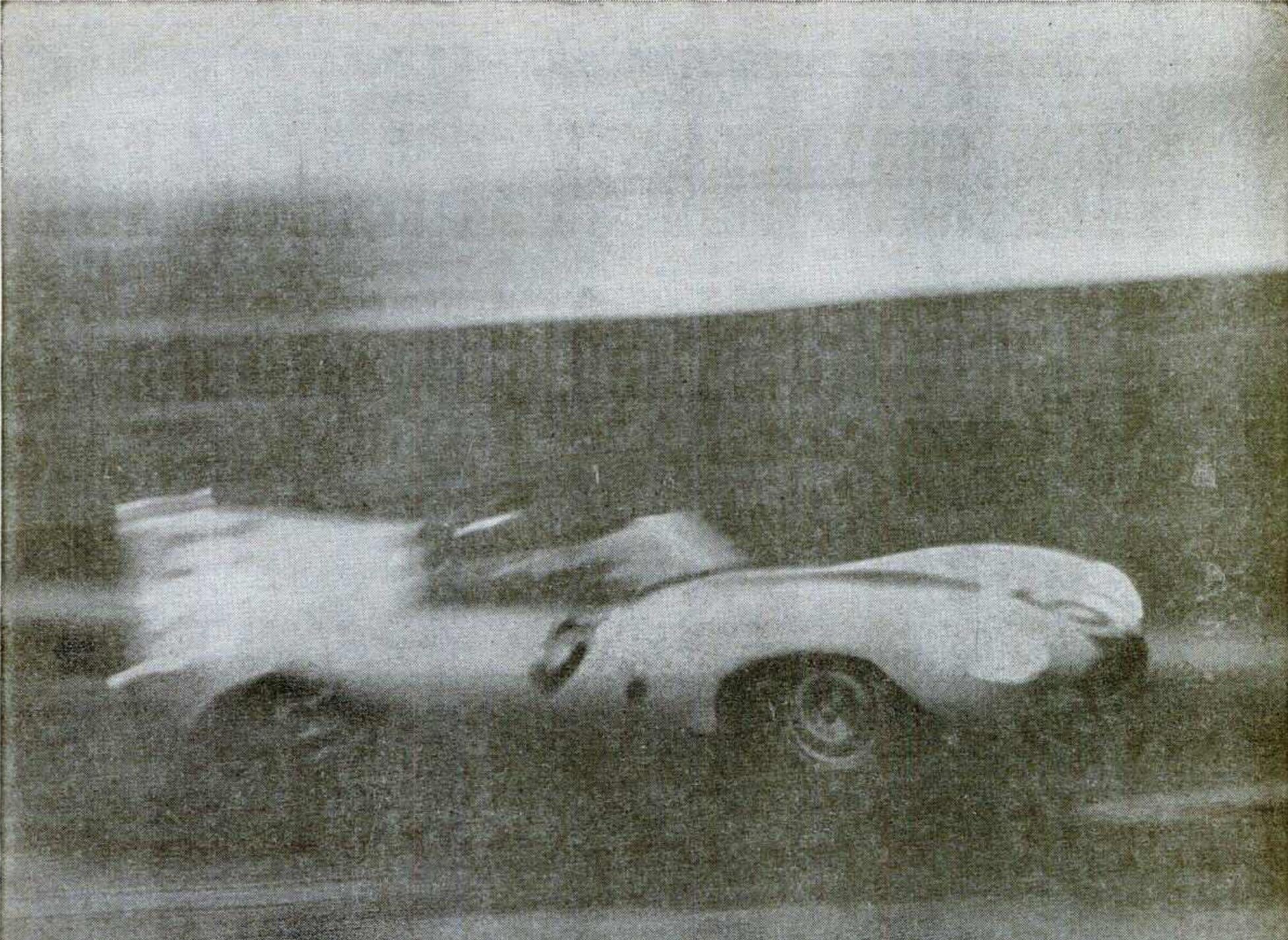
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## TOP LP'S BY CATEGORY\*

### 1 VOCAL LP's

Big Bad John—Jimmy Dean—CL 1735/CS 8535\*  
Danny Boy & Other Songs I Love to Sing—Andy Williams—  
CL 1751/CS 8551\*  
Heavenly—Johnny Mathis—CL 1351/CS 8152\*  
Hell Bent for Leather—Frankie Laine—CL 1615/CS 8415\*  
Honky-Tonk Man—Johnny Horton—CL 1721  
Johnny's Greatest Hits—Johnny Mathis—CL 1133  
Live It Up—Johnny Mathis—CL 1711/CS 8511\*  
Moon River & Other Great Movie Themes—Andy Williams—  
CL 1809/CS 8609\*  
Portrait of Johnny—Johnny Mathis—CL 1644/CS 8444\*

### 2 CHORUSES

Happy Times Sing Along With Mitch—CL 1568/CS 8368\*  
Rhythm Sing Along With Mitch—CL 1727/CS 8527\*  
Sentimental Sing Along With Mitch—CL 1457/CS 8251\*  
Sing Along With Mitch—CL 1160/CS 8004\*  
Your Request Sing Along With Mitch—CL 1671/CS 8471\*

### 3 CLASSICAL & SEMI CLASSICAL LP's

The Magnificent Sound of The Philadelphia Orchestra—  
Eugene Ormandy—PHM 1/PHS 1\*

### 4 INSTRUMENTAL LP's

'S Continental—Ray Conniff—CL 1776/CS 8576\*  
So Much in Love—Ray Conniff—CL 1720/CS 8520\*

### 5 JAZZ

Someday My Prince Will Come—Miles Davis—  
CL 1656/CS 8456\*  
Time Further Out—Dave Brubeck—CL 1690/CS 8490\*  
Time Out—Dave Brubeck—CL 1397/CS 8192\*

### 6 ORIGINAL CAST

All American—CL 1791/CS 8591\*  
Camelot—KOL 5620/KOS 2031\*  
Flower Drum Song—OL 5350/OS 2009\*  
My Fair Lady—OL 5090/OS 2015\*  
Sound of Music—KOL 5450/KOS 2020\*  
South Pacific—OL 4180  
Subways Are for Sleeping—KOL 5730/KOS 2130\*  
West Side Story—OL 5230/OS 2001\*

### 7 SOUND TRACK

West Side Story—OL 5670/OS 2070\*

### 8 COMEDY LP's

The Bickersons—Don Ameche, Frances Langford—  
CL 1692/CS 8492\*

\*Stereo

\*May 26, 1962

# COLUMBIA RECORDS



Copyrighted material

# Rock and Roll Stations Still Ones to Beat, Survey Shows

By JUNE BUNDY

NEW YORK—Rock and roll programming is paying off in increased audience ratings for stations WINS and WABC here, according to the most recent Hooper survey of local radio station listenership.

The WINS outlet, which beat a hasty retreat back to rock and roll after a short-lived promotional flurry with "better music" this spring, was the No. 1 local music station (highest average quarter-hour share of audience), according to the latest Hooper, and almost tied long-time top-rated "talk" station WOR for first place over-all.

The ABC flagship here, WABC, which maintained its "Top 40" format steadily throughout the rash of programming changes by other outlets this year, was rated third by Hooper.

### Surveys Concur

At the same time, WABC was rated the No. 3 station in New York between 6 a.m. and midnight (Monday through Friday, average quarter-hour rating) by the March Pulse study; while the March-April Nielsen gave it a 47 per cent increase between 6 a.m. and midnight (Monday through Friday, average quarter-hour) over the preceding Nielsen report.

A comparison of Pulse ratings for March, 1962,

against March, 1959, shows that WABC was one of the only three New York stations to increase their audiences substantially over the past three years. The other two outlets are WOR, which emphasizes "talk" programs, and WMCA, which recently "moderated" its musical programming by eliminating what it called "more raucous" r.&r. sides. Station WMCA also emphasizes "talk" programming to some extent, through its hard-hitting policy of editorializing on local community issues.

### Did Public Balk

Though WINS didn't fare as well in the new Pulse study (which doesn't list the outlet among the four top-rated stations here), its strength on the Hooper study is enough to cause some traders to wonder if the recently ballyhooed "swing-to-better-music" programming in New York City has laid an egg as far as the public is concerned. At any rate, WHN (formerly WMGM), which switched from "Top 40" to "pretty music" a couple of months ago, was far down on the new Hooper list.

It's interesting to note that Murray Kaufman's "Swingin' Soiree" on WINS (7-11 p.m.) pulled the heaviest share of audience on the Hooper survey, in view of the fact that Kaufman's program is an out-and-out rock and roll seg aimed directly at teen-agers.

(Continued on page 26)

## HOUSE VOTE SEEN SOON

# Celler Bill Climbs Out of Basement

WASHINGTON — The Celler bill for extension of copyright duration to 1965 for works soon due to fall into public domain has been reportedly favorably out of the full House Judiciary Committee. It stands a good chance of coming up for House consideration within a few weeks. The Celler anti-recording counterfeiting bill, shortened

to penalize on the basis of forged labels, is not expected to come before the full Judiciary Committee for about two weeks.

The Celler (D., N. Y.) bill to extend copyright was introduced by the House Judiciary Committee chairman to give protection to old-timer music due to fall into public domain before the expected revision of the Copyright Act. The revision is expected to lengthen the copyright term to 76 years as against present 56-year span. (BMW, May 12.)

Representative Celler's anti-counterfeiting bill was reduced by the Copyrights Subcommittee from its original version, which would also have set up criminal liability for unauthorized recordings (pirating) and would have allowed full civil damage recovery under the Copyright law instead of present mechanical royalty limitation. (BMW, May 19.)

Both bills were the subject of considerable controversy during subcommittee hearings early in May. Both were reported out to the full Judiciary Committee in record time. (BMW, May 26.)

## Pitt Maestro Gets New 5-Year Pact

PITTSBURGH — William Steinberg, director of the Pittsburgh Symphony Orchestra which records for the Command label, has signed a new three-year contract. He came here in 1952 and now has the longest tenure of any maestro in the history of the Symphony. Fritz Reiner had been here 10 years too.

At the same time, the Pittsburgh Symphony Society disclosed the appointment of Herbert Grossman as associate conductor. Grossman, formerly with the Baltimore Symphony and a conductor with NBC, has recorded albums on the Westminster label with the Vienna Symphony Orchestra.

## WEEKLY MARKET ANALYSIS

Continued from page 1

"Puxatawney Rose," by the Ramblers. Latter disk has been out sometime but is just starting here.

Brian Hyland's "Sealed With a Kiss" was WHK's pick single last week. Liberty's collection of old rock and roll hits called "Fifteen Favorites" was the Top 40 outlet's album pick.

Bob Specky of Bandstand-South Gate, large singles store here, said there was action on the Hyland disk, the Bobby Rydell "I'll Never Dance Again," and Little Joey and the Flips' "Bongo Stomp."

## Pericoli Disk Pushes Up in Miami

MIAMI—"Al Di La," by Emilio Pericoli, on the Warner Bros. label, taken from the sound track of the film "Rome Adventure," is almost as hot in this town as Ray Charles' smash single, "I Can't Stop Loving You."

In the case of "Al Di La," this area was one of the first to show strong interest in the tune, even before it was available on a single. It's also reported that a second version, by Al Hirt and his Band, is showing some action here.

One of the fastest moving LP items here is the Del Fi Twist set, "Twisting With WQAM," an instrumental package recently issued with provision for keying the cover to specific radio stations in different markets. In the local cases, a flock of WQAM jocks are pictured and the station has given the set a lot of play. Southern One-Stop here reports the album is taking off.

One leading Miami indie distributor has begun a move into the rack jobbing field, with close to 70 racks now operating. The racks, it was noted, are carrying only the low-end of the low-price album field, to avoid competition with good regular rack accounts.

## Transshipping Raises Head in L. A.

LOS ANGELES—Distributors in this area are beginning to get concerned about transshipping of some hot LP products. The buildup in this merchandise has not reached "serious" proportions, but a one-stop chain was known to be getting the new Jimmy Smith LP, "Bashin' — The Unpredictable Jimmy Smith," direct from Detroit.

The Cosnat branch here has instituted a super-service plan called the "Red Carpet Service." The plan, inaugurated by Ray Lawrence, branch manager, is designed to hypo delivery and improve dealer relations. Gimmicks include an actual red carpet stretched from the street to the store and a dealers' complaint box that receives beefs and answers them. Dealers are serviced constantly and are asked to submit complaints. Subsequent follow-up calls have tightened distrib-dealer relations considerably.

The market has leveled off here after the Mother's Day action with two new sides stirring some excitement in certain neighborhoods. One was "To Make a Long Story Short," by Eddie and the Starlites, and the second, "She Told Me Lies," by the Marvelles on Exodus. The latter side has been picked up by Reprise.

Hollywood was taking to one of its own in the Richard Chamberlain "Dr. Kildare Theme" disk (as did the rest of the nation—it jumped on to BMW's "Hot 100" at No. 72). Strong sales were still holding for the two Ray Charles hits, and Acker Bilk's "Stranger on the Shore."

## Clamor Heats Up for Hearing On FCC Ruling to Freeze AM

WASHINGTON — Fees and freeze continued to be the top items on the agenda of the Federal Communications Commission and the broadcast brotherhood last week.

With few exceptions, hefty filings at the agency vigorously opposed licensing fees proposed by the FCC for broadcast applications, renewals, et al. Top amounts proposed are reportedly \$250 for TV stations and \$150 for radio. The "partial" AM radio freeze announcement has brought requests for public hearing, and loud complaints from broadcasters with applications in the works, and money already spent on attorney and engineering fees. Dissenting Commissioner Hyde had called for public hearings on the matter, and broadcasters agreed. (BMW, May 5, May 19)

### Special Committee Appointed

By way of calming the troubled waters, the National Association of Broadcasters has appointed a special committee on overpopulation of radio stations. The group will meet in shirt-sleeve conferences with FCC officials to try to plan a better future for the crowded AM service. Conferences will consider engineering problems of overlap-

ping coverage; licensees' prospects for staying out of the red, and the legal aspects of limiting AM licensing under the present Communications law.

Heading the NAB committee will be George C. Hatch, Inter-mountain Network, Salt Lake City. Staff work will be headed by John F. Meagher, NAB vice-president for radio.

NAB was one of hundreds of broadcast-group filings asking the FCC not to impose license fees on radio and TV stations. NAB claimed fees would be discriminatory against broadcasting as compared with other media. Also, says NAB, since stations are serving the public, regulation should be paid for through general taxation rather than a special levy on the broadcasters.

## Sunland-Frontier Handles V-M in Ariz.

PHOENIX — Sunland-Frontier Distributors, part of Sunland Distributing in El Paso, Tex., is handling the V-M line for the State of Arizona. Sunland of El Paso, headed by Bill Shapiro, has long been distributing the V-M line in West Texas.

## LATE POP SPOTLIGHTS

### SINGLES

#### DEE DEE SHARP



GRAVY (Kalman, ASCAP) (2:05)—BABY CAKES (Woodcrest, BMI) (2:24)—Young Miss Sharp has had a smash with "Mashed Potato," and here's the logical follow-up, "Gravy." This, as well as the flip "Baby Cakes," is in the same rousing Twist tempo and either side could step out. Watch both. Cameo 219

#### RAY STEVENS



AHAB THE ARAB (Lowery, BMI) (2:47)—One of the cutest novelties in a spell is this story of Ahab and his shennanigans with Fatima, queen of the harem. Clever material, set to an imaginative arrangement and Stevens' vocal is tops. Watch it. Flip is "It's Been So Long" (Lowery, BMI) (2:03). Mercury 71966



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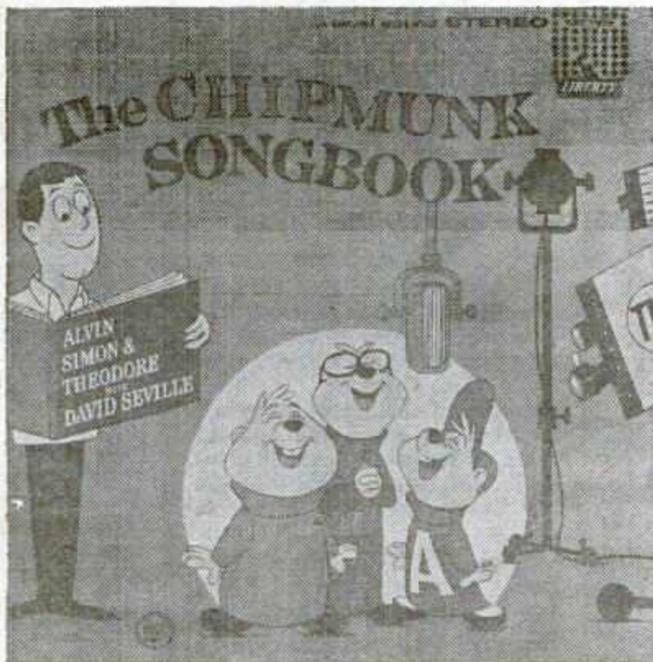


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# TOP LP's BY CATEGORY

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>	
● <b>ALBUM 7 BY RICK (IMP)</b> .....	37
Always You (Col).....	137
Paul Anka Sings His Big 15 (ABC).....	32
Belafante at Carnegie Hall (RCA).....	77
Big Bad John (Col).....	90
Chubby Checker/Bobby Rydell (Cameo).....	109
● <b>NAT KING COLE SINGS/GEORGE SHEARING PLAYS (CAP)</b> .....	(27) 50
● <b>CRYING (MONU)</b> .....	44
Danny Boy & Other Songs I Love to Sing (Col).....	46
● <b>BOBBY DARIN SINGS RAY CHARLES (ATCO)</b> .....	104
● <b>DINO-ITALIAN LOVE SONGS (CAP)</b> .....	86
Do the Twist (Atl).....	19
Doin' the Twist at the Peppermint Lounge (Rou).....	10
For Teen Twisters Only (Park).....	42
For Twisters Only (Park).....	23
Heavenly (Col).....	68
Hell Bent for Leather (Col).....	129
● <b>HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT</b> .....	124
● <b>HEY! BABY &amp; 11 OTHER SONGS ABOUT YOUR BABY (SMASH)</b> .....	117
Buddy Holly Story (Cap).....	91
● <b>HONKY-TONK MAN (COL)</b> .....	142
Hymns (Cap).....	51
Hymns at Home (Cap).....	145
I Remember Tommy (Rep).....	45
● <b>IT'S JUST MY FUNNY WAY OF LAUGHIN' (DEC)</b> .....	131
Johnny's Greatest Hits (Col).....	58
Jump Up Calypso (RCA).....	(35) 25
Let's Twist Again (Park).....	49
Linger Awhile With Vic Damone (Cap).....	123
Live It Up (Col).....	(43) 33
● <b>GEORGE MAHARIS SINGS! (EPIC)</b> .....	135
● <b>THE MIDNIGHT SPECIAL (RCA)</b> .....	(32) 81
● <b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC (ABC)</b> .....	(19) 4
● <b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES (COL)</b> .....	(38) 78
● <b>POINT OF NO RETURN (CAP)</b> .....	(22) 43
Portrait of Johnny (Col).....	149
Runaround Sue (Laurie).....	82
Sinatra and Strings (Rep).....	(31) 14
Twist (Park).....	9
Twist With Bobby Darin (Atco).....	111
● <b>TWISTIN' ROUND THE WORLD (PARK)</b> .....	54
Versatile Burl Ives (Dec).....	69
● <b>ANDY WILLIAMS' BEST (CAD)</b> .....	121
● <b>YOUNG, ALIVE &amp; IN LOVE (RCA)</b> .....	76
Your Twist Party (Park).....	5
<b>Female Vocalists</b>	
Jean Baez, Vol. I (Van).....	89
Jean Baez, Vol. II (Van).....	31
Patsy Cline Showcase (Dec).....	133
Connie's Greatest Hits (MGM).....	71
● <b>DO THE TWIST (MGM)</b> .....	47
Ella in Hollywood (Ver).....	120
Judy at Carnegie Hall (Cap).....	(13) 13
● <b>LENA ON THE BLUE SIDE (RCA)</b> .....	146
● <b>GLORIA LYNNE AT BASIN STREET EAST (EVER)</b> .....	88
Never on Sunday (MGM).....	85
Roaring 20's (WB).....	114
Sincerely Brenda Lee (Dec).....	67
<b>Duos and Groups</b>	
● <b>BABY IT'S YOU (SCEP)</b> .....	59
Campus Encore (Cap).....	60
College Concert (Cap).....	(8) 6
Encore of Golden Hits (Merc).....	80
Kingston Trio (Cap).....	84
Kingston Trio Close Up (Cap).....	79
Mighty Day on Campus (Kapp).....	39
● <b>PETER, PAUL AND MARY (WB)</b> .....	36
Sing Out! (RCA).....	(29) 16
Slightly Fabulous Limelites (RCA).....	141
A Song for Young Love (Cap).....	(37) 15
Standing Room Only (UA).....	143
Twist With the Ventures (Dolt).....	61
● <b>THE VENTURES' TWIST PARTY, VOL. II (DOLT)</b> .....	97
<b>Choruses</b>	
Happy Times Sing Along With Mitch (Col).....	132
Rhythm Sing Along With Mitch (Col).....	53
Sentimental Sing Along With Mitch (Col).....	148
Sing Along With Mitch (Col).....	134
Your Request Sing Along With Mitch (Col).....	144
<b>Mixed Voices</b>	
Oldies But Goodies, Vol. I (OS).....	38
Oldies But Goodies, Vol. III (OS).....	98
Sixty Years of Music America Loves Best, Vol. III (RCA).....	130
<b>CLASSICAL &amp; SEMI-CLASSICAL LP's</b>	
Brahms: Concerto No. 2 (RCA).....	(48)
● <b>THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. (COL)</b> .....	(28) 108
My Favorite Chopin (RCA).....	139
● <b>NIGHTFALL (CAP)</b> .....	(49)

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

## INSTRUMENTAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
<b>Mood and Dance</b>	
● <b>AFRIKAAN BEAT AND OTHER FAVORITES (DEC)</b> .....	105
● <b>BEYOND THE REEF (DEC)</b> .....	112
● <b>CHAPEL BY THE SEA (DOT)</b> .....	138
● <b>FLOYD CRAMER GETS ORGAN-IZED (RCA)</b> .....	122
● <b>DOWN HOME (RCA)</b> .....	(39) 94
● <b>DRUMS ARE MY BEAT (IMP)</b> .....	29
Golden Piano Hits (UA).....	113
Let There Be Drums (Imp).....	(36) 30
Greatest String Band Hits (Dot).....	(40)
Maria (Kapp).....	(14) 55
Melody and Percussion for Two Pianos (Lon).....	(41)
Moon River (Dot).....	(11) 27
New Piano in Town (RCA).....	125
Persuasive Percussion, Vol. I (Com).....	(24)
● <b>ROMAN GUITAR (COM)</b> .....	(44)
● <b>'S CONTINENTAL (COL)</b> .....	(17) 72
So Much in Love (Col).....	(20) 28
Stereo 35/MM (Com).....	(5)
Stereo 35/MM, Vol. II (Com).....	(10)
● <b>STRANGER ON THE SHORE (ATCO)</b> .....	(16) 48
Tonight (UA).....	(23) 21
● <b>"TUFF" SAX (HI)</b> .....	99
Twistin' in High Society (Epic).....	150
● <b>TWISTIN' 'N' TWANGIN' (RCA)</b> .....	103
Up a Lazy River (Lib).....	147
● <b>ROGER WILLIAMS' GREATEST HITS (KAPP)</b> .....	(50) 119
Yellow Bird (Dot).....	(30) 41
● <b>YOUNG AND WARM AND WONDERFUL (RCA)</b> .....	(34) 116
● <b>YOUNG WORLD (DOT)</b> .....	115
<b>Jazz</b>	
● <b>BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE)</b> .....	118
Cambol (RCA).....	(45)
Horn A-Plenty (RCA).....	102
● <b>MIDNIGHT IN MOSCOW (KAPP)</b> .....	(42) 20
Midnight Special (B-N).....	75
Time Further Out (Col).....	(25) 62
Time Out (Col).....	(7) 8
What'd I Say (Atl).....	64
● <b>NANCY WILSON/CANNONBALL ADDERLEY (CAP)</b> .....	74
<b>SHOW MUSIC</b>	
<b>Original Cast</b>	
● <b>ALL AMERICAN (COL)</b> .....	(47) 83
Camelot (Col).....	(3) 17
Carnival (MGM).....	65
Flower Drum Song (Col).....	107
How to Succeed in Business Without Really Trying (RCA).....	35
Milk and Honey (RCA).....	18
Music Man (Cap).....	52
My Fair Lady (Col).....	24
● <b>NO STRINGS (CAP)</b> .....	(9) 12
Sound of Music (Col).....	(6) 11
South Pacific (Col).....	87
● <b>SUBWAYS ARE FOR SLEEPING (COL)</b> .....	126
West Side Story (Col).....	(26) 7
<b>Sound Track</b>	
Blue Hawaii (RCA).....	(4) 3
Exodus (RCA).....	106
Flower Drum Song (Dec).....	(18) 56
G.I. Blues (RCA).....	92
Hey, Let's Twist (Rou).....	26
King and I (Cap).....	101
King of Kings (MGM).....	95
Never on Sunday (UA).....	127
Oklahoma! (Cap).....	(15)
South Pacific (RCA).....	(12) 63
● <b>STATE FAIR (DOT)</b> .....	(21) 40
West Side Story (Col).....	(1) 1
<b>Music From Musicals, Films and TV</b>	
Breakfast at Tiffany's (RCA).....	(2) 2
● <b>EXPERIMENT IN TERROR (RCA)</b> .....	140
Great Motion Picture Themes (UA).....	73
● <b>GREAT THEMES FROM HIT FILMS (COM)</b> .....	(33)
● <b>ORIGINAL MOTION PICTURE HIT THEMES (UA)</b> .....	70
West Side Story (UA).....	(46) 66
<b>COMEDY LP's</b>	
COMEDY LP's	
The Astronaut (Kapp).....	100
● <b>THE BICKERSONS (COL)</b> .....	110
Jose Jimenez in Orbit/Bill Dana on Earth (Kapp).....	93
Knockers Up (Jub).....	22
Moms Mabley at Geneva Conference (Chess).....	34
Moms Mabley at the UN (Chess).....	128
Mike Nichols & Elaine May Examine Doctors (Merc).....	57
Rusty Warren Bounces Back (Jub).....	96
Woody Woodbury's Saloonatics (Steread).....	136

# Man for All Seasons: A Chap Named Rodgers

NEW YORK — Richard Rodgers, who will be 60 years old June 28, these days is the dominant figure in the show music album field on all fronts—legit, movies and TV.



he's written well over 2,000 were featured on the program. Only one of them—"Blue Moon"—was not from a Broadway show score. It's interesting to note that Rodgers had a smash rock and roll hit with "Blue Moon" (by the Marcells), which was the country's No. 1 single seller for some time.

Billboard Music Week currently has eight albums (four original-cast, four sound track) on BMW's best selling monaural LP chart and six (two legit, four sound-track) on the best-selling stereo chart—all in the top 21 slots.

At the same time, Rodgers won the Emmy award last week for the best original TV score, which he penned for the Winston Churchill series, "The Valiant Years." His "Victor at Sea" TV sound-track album is a long-time best seller. He also walked off with two Toni awards from the American Theater Wing this year—one for his "No Strings" "best score"; the other an honorary award for outstanding contribution to the American musical theater through the years.

Rodgers is already working on his next show (in partnership with Alan Jay Lerner for the first time) and record manufacturers are bidding spiritedly for what is regarded as one of the original-cast album plums of all time.

### Blazed Trail

Rodgers, who (with his partner the late Oscar Hammerstein III) was a pioneer in recording his own shows, is currently represented on the charts by five different labels—RCA Victor, Columbia, Capitol, Decca and Dot.

His first solo Broadway musical effort, "No Strings," moved from No. 20 to No. 12 on the monaural album chart and to No. 9 on the stereo chart this week after seven weeks on the list. Other Rodgers' scores on the monaural chart this week include the sound track and original cast versions of "South Pacific," the original cast of "Sound of Music," the new sound track of "State Fair," the sound track and original cast versions of "Flower Drum Song," and the sound track of "The King and I." The sound track version of "Oklahoma!" recently dropped from the monaural chart, is No. 15 on the stereo chart this week and is in its 102d week on the list. The original cast version of "South Pacific" has been on the monaural chart for 416 weeks—longer than any other album.

### At It 42 Years

In recognition of Rodgers contributions to American music Station WHN, here, kicked off its new four-hour music spectacular series last Thursday (24) with "The Sound of Richard Rodgers," covering his entire life and 42 years of his professional life, including his partnerships with the late Larry Hart and Hammerstein.

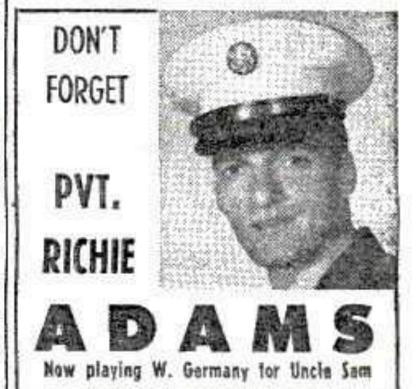
Stars from "No Strings," Diana Carroll and Richard Kiley, and Hammerstein's widow, Mrs. Dorothy Hammerstein, were among guests appearing on the program with host Hans Anderson.

More than 50 Rodgers' tunes

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by DALE MURRAY  
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PHONE: IN 8-4619



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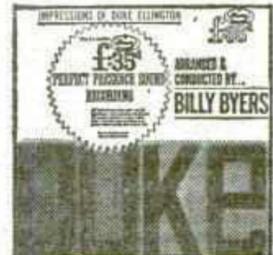
**BUT YOU'RE MY BABY**  
The Tabs  
446  
VEE JAY

**A SMASH! DINAH WASHINGTON WHERE ARE YOU**  
R-4424  
ROULETTE RECORDS  
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JAY-GEE RECORD CO., INC.  
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Impressions of Duke Ellington—  
Billy Byers PPS 6028/PPS 2028



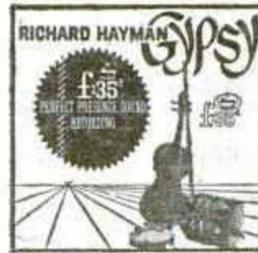
There Goes That Song Again—Brook  
Benton SR 60673/MG 20673



Here & Now—Art Farmer-Benny  
Golson Jazztet—SR 60698/MG 20698



I Lover Please—Clyde McPhatter  
SR 60711/MG 20711



Gypsy—Richard Hayman and His  
Orchestra PPS 6027/PPS 2027



Night Train Goes To Hollywood—  
Buddy Morrow—SR 60702/MG 20702



Guitars Play The Sound of Ray  
Charles—Tom & Jerry  
SR 60671/MG 20671

## Here's More—Ten Of The Current Best Sellers!

- |   |                   |
|---|-------------------|
| Walk on By/Leroy Van Dyke                         | SR 60682/MG 20682 |
| Twist With Cugat                                  | SR 60705/MG 20705 |
| Let's Dance To The Movie Themes/David Carroll     | SR 60688/MG 20688 |
| Strings of Fire/Clebanoff                         | PPS 6019/PPS 2019 |
| The Songs and Comedy of The Smothers Brothers     | SR 60611/MG 20611 |
| Erroll Garner Plays Misty                         | SR 60662/MG 20662 |
| Eddy Howard Sings and Plays The Great Old Waltzes | SR 60665/MG 20665 |
| Mike Nichols & Elaine May Examine Doctors         | SR 60680/MG 20680 |
| Go On Home/Patti Page                             | SR 60689/MG 20689 |
| Encore of Golden Hits/The Platters                | SR 60243/MG 20472 |



# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JUNE 2

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	7	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	3
2	1	STRANGER ON THE SHORE	By Bilk-Young—Published by Mellin (BMI)	8
3	2	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	9
4	3	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	11
5	11	LOVERS WHO WANDER	By DeMucci-Maresca—Published by Disal (ASCAP)	4
6	4	OLD RIVERS	By Crofford—Published by Glo-Mac-Metric (BMI)	6
7	10	SHOUT! SHOUT! (Knock Yourself Out)	By E. Maresca-T. E. Bogdany—Published by Broadway (ASCAP)	5
8	8	EVERYBODY LOVES ME BUT YOU	By R. Self—Published by Champion (BMI)	6
9	14	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobete (BMI)	4
10	16	CONSCIENCE	By Mann-Well—Published by Aldon (BMI)	5
11	9	SHE CRIED	By G. Richards-T. Daryll—Published by Trio (BMI)	8
12	22	THE MAN WHO SHOT LIBERTY VALANCE	By Bacharach-David—Published by Famous (ASCAP)	2
13	19	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	2
14	6	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	12
15	15	UPTOWN	By B. Mann-C. Well—Published by Aldon (BMI)	5
16	5	P. T. 109	By Wilkin-Burch—Published by Cedarwood (BMI)	7
17	21	I SOLD MY HEART TO THE JUNKMAN	By Leon Rene-Otis Rene—Published by Mills (ASCAP)	4
18	25	SECOND HAND LOVE	By Hunter-Spector—Published by Merna (BMI)	2
19	29	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	2
20	28	DON'T PLAY THAT SONG	By Nugetre—Published by Progressive (BMI)	2
21	—	PLAYBOY	By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI)	1
22	12	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys (ASCAP)	11
23	23	TWISTIN' MATILDA	Published by General-Pickwick (ASCAP)	4
24	13	FUNNY WAY OF LAUGHIN'	By Cochran—Published by Pamper (BMI)	6
25	17	I WISH THAT WE WERE MARRIED	By Weiss-Lewis—Published by Joy (ASCAP)	4
26	—	FOLLOW THAT DREAM	By Weisman and Wise—Published by Gladys (ASCAP)	1
27	26	TELL ME	By St. John—Published by Odin (ASCAP)	2
28	—	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	1
29	—	TEACH ME TONIGHT	By Cahn-DePaul—Published by Hib-Leeds (ASCAP)	1
30	—	SO THIS IS LOVE	By Steven Howard—Published by Pattern (ASCAP)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355; Ray Garnett, Operators 2012.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 517; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- SOLDIER BOY**—Shirelles, Scepter 1228.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- LOVERS WHO WANDER**—Dion, Laurie 3123.
- OLD RIVERS**—Walter Brennan, Liberty 55436.
- SHOUT! SHOUT! (Knock Yourself Out)**—Ernie Maresca, Seville 117.
- EVERYBODY LOVES ME BUT YOU**—Brenda Lee, Decca 31379.
- THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.
- CONSCIENCE**—James Darren, Colpix 630.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Darryll, Utopia 1003.
- THE MAN WHO SHOT LIBERTY VALANCE**—Gene Pitney, Musicor 1020; Fairmont Singers, Dot 16340; Ray Garnett, Operators 2014.
- IT KEEPS RIGHT ON A-HURTIN'**—Johnny Tillotson, Cadence 1418.
- JOHNNY ANGEL**—Shelly Fabares, Colpix 621.
- UPTOWN**—Crystals, Phillies 102.
- P. T. 109**—Jimmy Dean, Columbia 42338.
- I SOLD MY HEART TO THE JUNKMAN**—Blue-Bells, Newtown 500; Silhouettes, Ace 608.
- SECOND-HAND LOVE**—Connie Francis, MGM 13074.
- PALISADES PARK**—Freddy Cannon, Swan 4106; Timmy Reynolds, Operators 2014.
- DON'T PLAY THAT SONG**—Ben E. King, Atco 6222.
- PLAYBOY**—Marvelettes, Tamla 54660.
- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- TWISTIN' MATILDA**—Jimmy Soul, SPOR 3300.
- FUNNY WAY OF LAUGHIN'**—Burl Ives, Decca 31371.
- I WISH THAT WE WERE MARRIED**—Ronnie and the Hi-Lites, Joy 260.
- FOLLOW THAT DREAM**—Elvis Presley, RCA Victor EPA 4368.
- TELL ME**—Dick and Dee Dee, Liberty 55412.
- THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
- TEACH ME TONIGHT**—George Maharis, Epic 9504.
- SO THIS IS LOVE**—Castells, Era 3073.

## MUSIC & LEGIT REVIEW

### 'Giovanni' Has Outside Chance

If Metopera star Cesare Siepi can turn into a matinee idol on the order of the late Ezio Pinza then the new Broadway musical "Bravo Giovanni," which opened at the Broadhurst theater in New York May 19 has a chance for a run. And if it runs, Columbia Records, which recorded the original cast album Sunday (27), should sell a lot of copies of the tuneful score.

The split reviews handed the show by the dailies (an especially rough one by the N. Y. Herald Tribune and almost as rough by the N. Y. Times) place a hard burden on the shoulders of Mr. Siepi. The critical raps centered mainly on the book, even though the only musical with an outstanding book this season is "How to Succeed in Business Without Really Trying."

"Bravo Giovanni" has an involved plot, but in spite of it, it is a lively, entertaining and attractive musical. The music, by Milton Schafer, and the lyrics by Ronnie Graham, add up to a commendable job by the pair, who make their Broadway cleffing debuts with "Giovanni." Two songs especially stand out, "Ah Camminare," and the title song. The former, which has been much recorded, is a particularly good bet for becoming a hit.

In addition to Siepi's strong showing—on the vocal level he's the best voice on the boards since Pinza—there are good performances by Maria Karnilova, George S. Irving, David Opatoshu, Al Lanti, Buzz Miller and Michele Lee. Carol Haney has staged a flock of exciting dance routines, sparked by Miss Karnilova's sock show stopping dance number "The Kangaroo." A scene in the assembly line kitchen of the Italian restaurant chain, is one of the funniest and wildest in the show, as directed by Stanley Prager.

Striking costumes, first-rate sets, and bright and brassy musical arrangements also add much to the show. But it needs word-of-mouth buildup. If it gets it, and it should, then "Bravo Giovanni" should be around a long time. Bob Rolontz

★ ★ ★

## NIGHT CLUB REVIEW

### Whiskeyillers Need Few New Bars

Dave Guard and the Whiskeyhill Singers debuted their assorted talents at the New York City's Village Vanguard last week (22). The group, which is headed by the ex-Kingston Trio leader and records for Capitol, has been created in the image but the likeness of folk country music. There is more whiskey than hill in its vocal style.

Somehow the individual voices (three male and one female) don't fit together. Their harmony lacks grace and blend. What the group lacks in polish, however, it makes up for in enthusiasm. Most of the material is on the comic side and it's delivered in a rousing uninhibited barroom attack; just the thing to liven that 1 a.m. party, but disconcerting to a semi-sober night club audience. A better blend, less emphasis on cheap hillbilly lampoons, and more-rewarding rehearsals might make all the difference in the world to this group.

Sharing the bill with Dave Guard and the Whiskeyhill singers is Stan Getz, one of the most imposing and creative of modern jazz tenor saxists. Assisted by Jim Raney on guitar and a bass-drum rhythm team, Getz explored a variety of standards and original tunes with an intense, driving perception. It was another top-flight night for the tenorman, full of great swinging jazz. Jack Maher

### SORD's General Membership Meet Set for June 26

NEW YORK—The Society of Record Dealers of America (SORD) will hold its annual general membership meeting here Tuesday (26). The meeting, as in past years, will coincide with the annual convention of the National Association of Music Merchants, being held June 24-28 in the Hotel New Yorker and the New York Trade Show Building.

The meeting is expected to feature a full dress discussion of the recently terminated lawsuit lodged by three Chicago retailers and supported by SORD against the three major manufacturers' record clubs. In addition, the election of new officers will be held at the meeting.

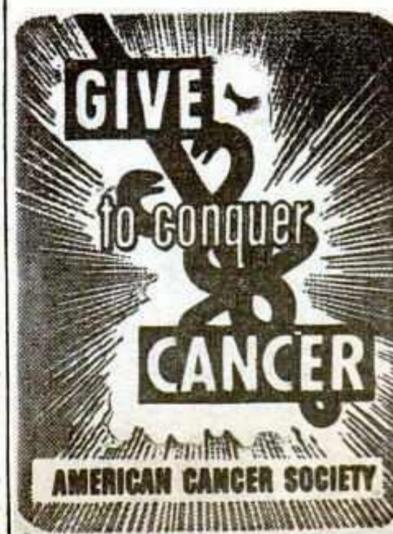
SORD Secretary-Treasurer Lou Shapiro, nearest SORD official to the convention scene, is in charge of setting up the meetings. Shapiro told BMW that the Society's board of directors will have a day-long session in the New Yorker Hotel Monday (25) between 10 a.m. and noon, and 2 and 5 p.m.

It was also announced that following the elections at the general meeting, the new board would hold its first meeting Wednesday morning (27).

### SOLOMON BURKE DOWN IN THE VALLEY

and I'M HANGING UP MY HEART FOR YOU

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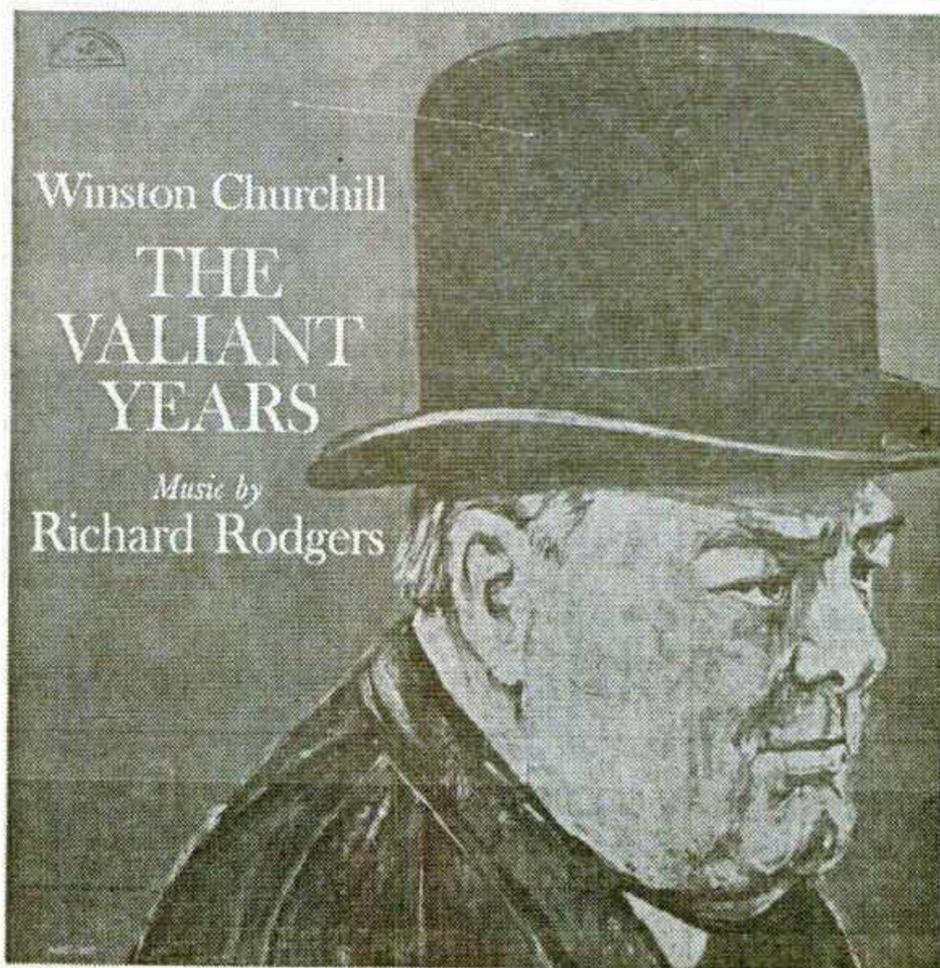
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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

- This Last Week**
- 1 LA BALADA DELLA TROMBA—Gastone Parigi (Microfon); Los Cinco Latinos (Columbia)—Titanus-Fermata
  - 2 POPOTITOS—Los Teen Tops (Columbia)—Edami
  - 6 NATA PER ME—Adriano Celentano (Microfon); Los Santos (Music Hall); Tony Vilar (Columbia)—E.A.R.-Fortisimo
  - 3 LET'S TWIST AGAIN—Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalmann Music-Fermata
  - 5 COME SEPTEMBER—Billy Vaughn (Dot); Jose Carli (Columbia)—Adaris Music-Fermata
  - 10 MIDNIGHT IN MOSCOW—Stirlin Brandy (Tonodisc); Tyler Melody Trails-Fermata
  - 4 DEL TIEMPO I MAMA—Los Chalchaleros (Victor)—Korn
  - 8 GAUCHO PACHANGUERO—Carlos Argentino (Music Hall)—Korn
  - 9 BAMBINA BAMBINA—Tony Dallara (Columbia); Luis Agulle (Odeon)—E.A.R.-Fortisimo
  - MULTIPLICATION—Bobby Darin (Atco); Los Salvajes (Columbia)—Adaris Music-Fermata

AUSTRALIA

- (Courtesy Music Maker, Sydney)  
\*Denotes local origin
- This Last Week**
- 1 I'VE BEEN EVERYWHERE—Lucky Starr (Festival)—Belinda
  - 2 SI SENOR—Rob E. G. (Festival)—Leeds
  - 3 DREAM BABY—Roy Orbison (London)—Acuff-Rose
  - 5 MOON RIVER—Henry Mancini (RCA)—Chappell
  - 4 WIMOWEH—Karl Denver (Decca)—D. Davis
  - 7 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
  - 9 NUT ROCKER—B. Bumble and the Stingers (Festival)—Castle Music
  - 8 DEAR ONE—Larry Finegan (London)—Alberts
  - 6 WONDERFUL LAND—The Shadows (Columbia)—Alberts
  - 11 LOVE LETTERS—Ketty Lester—No Publisher
  - 10 CINDERELLA—Jack Ross (London)—No Publisher
  - 12 HANDSOME GUY—Dick Lory (Liberty)—No Publisher
  - 13 CHIP CHIP—Gene McDaniels (Liberty)—Belinda
  - SHE'S GOT YOU—Patsy Cline (Festival)—Acuff-Rose
  - 14 WHITE ROSE OF ATHENS—The Chordettes (London)—Leeds

BRITAIN

- (Courtesy New Musical Express, London)  
\*Denotes local origin
- This Last Week**
- 1 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda Music
  - 3 I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Chappell
  - 2 NUT ROCKER—B. Bumble (Top Rank)—Ardmore & Beechwood
  - 4 WONDERFUL LAND—Shadows (Columbia)—Francis, Day & Hunter
  - 7 AS YOU LIKE IT—Adam Faith (Parlophone)—Downbeat Music
  - 5 LOVE LETTERS—Ketty Lester (London)—Chappell
  - 15 COME OUTSIDE—Mike Sarne (Parlophone)—R.S.A. Music
  - 11 LAST NIGHT WAS MADE FOR LOVE—Billy Fury (Decca)—Good Music
  - 6 SPEAK TO ME PRETTY—Brenda Lee (Brunswick)—Macmelodies
  - 26 GINNY COME LATELY—Brian Hyland (HMV)—Pogo Music
  - 17 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
  - 26 I DON'T KNOW WHY—Eden Kane (Decca)—Francis, Day & Hunter
  - 21 THE GREEN LEAVES OF SUMMER—Kenny Ball (Pye)—Robbins
  - 13 WONDERFUL WORLD OF THE YOUNG—Danny Williams (HMV)—Leeds Music
  - 8 HEY LITTLE GIRL—Del Shannon (London)—Vicki
  - 9 WHEN MY LITTLE GIRL IS SMILING—Jimmy Justice (Pye)
  - 14 LET'S TALK ABOUT LOVE—Helen Shapiro (Columbia)—Lorna Music
  - 16 TWISTIN' THE NIGHT AWAY—Sam Cooke (RCA)—Kaga

- 19 DO YOU WANT TO DANCE—Cliff Richard (Columbia)—Sherwin
- 20 PICTURE OF YOU—Joe Brown (Piccadilly)—Michael Reine
- 10 HEY! BABY—Bruce Channel (Mercury)—Peter Maurice
- 24 EV'RYBODY TWISTIN—Frank Sinatra (Reprise)—Peter Maurice
- 18 LONELY CITY—John Leyton (HMV)—Most Music
- 25 LOVER PLEASE—Vernons Girls (Decca)—Ivan Mogul
- 22 THE PARTY'S OVER—Lonnie Donegan (Pye)—Chappell
- 12 DREAM BABY—Roy Orbison (London)—Acuff-Rose
- HOW CAN I MEET HER—Everly Brothers (Warner Bros.)—Aldon
- DEEP IN THE HEART OF TEXAS—Duane Eddy (RCA)—Southern
- 30 JEZEBEL—Marty Wilde (Philips)—Campbell-Connolly
- 19 KING OF CLOWNS—Neil Sedaka (RCA)—Alvin
- BESAME MUCHO—Jet Harris (Decca)—Southern

DENMARK

- (Courtesy Quam Musikbureau, Copenhagen)  
\*Denotes local origin
- This Last Week**
- 1 WALK ON BY—Cliffeters (Philips); Grethe Sonck (Sonet)—Winckler
  - 2 SCHWARZE ROSE ROSEMARIE—Peter Kraus (Polydor)—Multitone
  - 5 LA NOVIA—Poul Bundgard (Polyphon)—Winckler
  - 3 ZWEI KLEINE ITALIENER—Conny (Electrola)
  - 4 ELISABETH SERENADE—Raquel Rastenni (Sonet); Gunter Kallman (Polydor)—Imudico
  - TONIGHT—Ellen Winther (Polyphon)—WH
  - 6 HAWAII TATTOO—The Waikikis (Palette)—Winckler
  - 9 THE YOUNG ONES—Cliff Richard (Columbia)—Dacapo
  - 7 DEN MORKE LANDEVEJ—Gustav Winckler (Tono)—Winckler
  - GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda

EIRE

- (Courtesy Dublin Evening Mail)  
\*Denotes local origin
- This Last Week**
- 4 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
  - 1 WHEN MY LITTLE GIRL IS SMILING—Jimmy Justice (Pye)—Aldon
  - 6 SPEAK TO ME PRETTY—Brenda Lee (Brunswick)—Macmelodies
  - 5 HEY LITTLE GIRL—Del Shannon (London)—Vicki
  - I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Chappell
  - 3 WONDERFUL LAND—The Shadows (Columbia)—Francis Day
  - 2 DREAM BABY—Roy Orbison (London)—Acuff-Rose
  - 9 KATIE DALY—Eamonn O'Shea (Glenside)—Waltons
  - NUT ROCKER—B. Bumble and the Stingers (Top Rank)—Beechwood
  - LOVE LETTERS—Ketty Lester (London)—Chappell

FINLAND

- (Courtesy Ilta-Sanommat, Helsinki)  
\*Denotes local origin
- Two Weeks Ago**
- 1 TIPI-TII—Marion Rung (Philips)—Scandia
  - 2 HAPPY JOSE—Jack Ross (London)—Scandia
  - 3 BELLA—Tuula and Paula (Philips)—Fazer
  - 5 HAUSKA JOSE—(Ching Ching)—Brita Koivunen (Scandia)—Scandia
  - SABINA—Veikko Tuomi (Odeon)—Levysavel
  - 4 CHING CHING (Happy Jose)—Jack Collier (Sonet)—Scandia
  - UNOHTUMATON ELMERI—Ragni Malmsten (Decca)—Frazier
  - UN PREMIER AMOUR—Isabelle Aubret (Philips)—Stockholm-Musikproduktion
  - 9 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
  - ZWEI KLEINE ITALIENER—Conny (Columbia)—Fazer

FLEMISH BELGIUM

- (Courtesy Juke Box Magazine)  
\*Denotes local origin
- Two Weeks Ago**
- 2 ZWEI KLEINE ITALIENER—Conny (Electrola)—Frankie

- 1 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Spanka
- 3 YA YA—Joey Dee and the Starlites (Roulette)—World
- 4 THE YOUNG ONES—Cliff Richard (Columbia)—Essex
- 5 NORMAN—Sue Thompson (Funckler)—Acuff-Rose
- 7 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
- 6 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
- 12 TANZE MIT MIR IN DEN MORGEN—Gehard Wendland (Philips)
- SHOUT—Joey Dee and the Starlites (Roulette)—Francis Day—Plante
- 8 NO MORE—Elvis Presley (RCA)—Belinda

FRANCE

- This Last Week**
- 1 RETIENS LA NUIT—Johnny Hallyday (Philips)—French Music
  - 2 LECON DE TWIST—Richard Anthony (Columbia); Caterina Valente (Decca)—Caravelle
  - 4 CLAIR DE LUNE A MAUBEUGE—Pierre Perrin (Ricordi); Bourvil (Pathe)—Caravelle
  - 5 ALLELUIA—Charles Aznavour (Barclay)—French Music
  - 6 ET MAINTENANT—Gilbert Becaud (Columbia)—Breton
  - CHICO CHA CHA/LA BAMBA—Los Machucambos (Decca)
  - LE PETIT GONZALES—Dalida (Barclay)—Caravelle
  - 8 PEPPERMINT TWIST—Les Chaussettes Noires (Barclay)—Semi
  - 3 LE CHEMIN DE LA JOIE—Les Chaussettes Noires (Barclay)—Salvet
  - LE LION EST MORT CE SOIR—Henri Salvador (Salvador-Philips)

GERMANY

- (Courtesy Automaten-Markt)  
\*Denotes local origin
- This Last Week**
- 1 HEISSER SAND—Mina (Polydor)—Rialto
  - 2 ZWEI KLEINE ITALIENER—Conny (Columbia)—Intro
  - 4 ICH SCHAU DEN WEISSEN WOLKEN NACH/EINMAL WEHT DER SUDWIND WIEDER—Nana Mouskouri (Fontana)—Schaeffers; Caterina und Silvio (Decca); Nana Mouskouri (Fontana)—Schaeffers
  - 3 EINE ROSE AUS SANTA MONICA—Carmela Corren (Ariola)—Day & Hunter
  - 7 ALO-AHE/DAS DEITE MEER—Freddy (Polydor)—Esplanade
  - 6 SILVER MOON—Peter Kraus (Polydor)—Gerig
  - 5 NO BIER, NO WEIN, NO SCHNAPS—Gus Backus (Polydor)—Tonleiter
  - 19 AUF WIEDERSEHN MARLENE—Bob Moore (London)—Acuff-Rose
  - 8 GELD WIE HEU—Gerd Botcher (Decca)—Budde
  - 9 HAPPY JOSE CHING-CHING—Jack Ross (London)—Intro
  - SCHAU MIR NOCHMALS IN DIE AUGEN/SCHLAFST DU SCHON?—Gerhard Wendland (Philips)—Melodie der Welt
  - 11 HAWAII TATTOO/KLEINE SUDSEEROSE—The Waikikis (Telefunken)—Trumpf
  - 10 THE PEPPERMINT TWIST—Caterina und Silvio (Decca)—Marbot
  - 12 LET'S TWIST AGAIN—Chubby Checker (Ariola); Chubby Checker (Columbia)—Aberbach
  - BLAUES BOOT DER SEHNSUCHT/GOLDEN GLANZT DAS MEER—Blue Diamonds (Fontana)—Aberbach-Capriccio
  - NAPOLI MELODIE—Bert Weedon (Electrola)—Day & Hunter
  - 17 LASS DIE LIEBE AUS SPIEL/EIN BISSCHEN MUT—Anita Lindblom (Fontana)—Melodie der Welt
  - 13 MEXICO—Bob Moore (London)—R. M. Siegel
  - GOOD LUCK CHARM—Elvis Presley (RCA)—Aberbach
  - 14 DIE WEGE DER LIEBE—Siw Malmkvist (Metronome)—Schaeffers

HOLLAND

- (Courtesy Platennieuws, Amersfoort)  
\*Denotes local origin
- This Last Week**
- 2 ZWEI KLEINE ITALIENER—Conny Froboess (HMV)—Portengen

- 3 NORMAN—Sue Thompson (Funckler)—Int. Muziek
- 1 THE YOUNG ONES—Cliff Richard (Columbia)—Basart
- 5 WONDERFUL LAND—The Shadows (Columbia)—Melodia
- 4 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux
- 8 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
- 9 KATINKA—De Spelbrekers (Decca)—Basart
- 6 MEXICO—Bob Moore (London); Willy Schobben (Artone)
- 7 HAPPY JOSE—Jack Ross (London); Willy Schobben (Artone)—Portengen
- 10 JAMBALAYA—Fats Domino (Imperial)—Chappell

HONG KONG

- This Last Week**
- 2 QUANDO, QUANDO, QUANDO—Pat Boone (Dot)
  - 3 NEE NEE WO WO—Rebecca Pan (Diamond)
  - ANGEL—Elvis Presley (RCA)
  - 6 SPANISH HARLEM—Santo and Johnny (CA)
  - 10 KING OF CLOWNS—Neil Sedaka (RCA)
  - 7 ME AND MY SHADOW—Brian Hyland (Kapp)
  - PLEASE DON'T ASK ABOUT BARBARA—Bobby Vee (Liberty)
  - BERMUDA—Linda Scott (CA)
  - 9 TIK-A-TEE-TIK-A-TAY—Dean Martin (Reprise)
  - CATERINA—Perry Como (RCA)

ISRAEL

- (Courtesy Kol Israel Broadcasting)  
\*Denotes local origin
- This Last Week**
- 3 TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore-Beechwood, Mecolico—(BIEM/NCB)
  - 5 LOVE LAND—Paul Anka (Arton)—ABC-Paramount—(BMI)
  - 10 WONDERFUL LAND—The Shadows (Columbia)—Hunter
  - 6 CRYING IN THE RAIN—Everly Brothers (Warner Bros.)—Aldon Music
  - 2 MOON RIVER—Henry Mancini (RCA)—Famous-Chappell
  - 4 THE YOUNG ONES—Cliff Richard (Columbia)—Hans-Witmark, Ltd.
  - BRAZILIAN LOVE SONG—Nat King Cole—(Capitol)
  - 7 ALL'S WELL, EXCEPT—The Ofarim (Israphon)—ACUM
  - LOVER COME BACK—Doris Day (Philips)—California Music
  - 1 THE WANDERER—Dion (Lauri)—Schwartz Music-Disal Music—(ASCAP)

ITALY

- (Courtesy Musica e Dischi, Milan)  
\*Denotes local origin
- This Last Week**
- 1 MOLIENDO CAFE—Mina (Italdisc)
  - 3 LET'S TWIST AGAIN—Peppino Di Capri (Carisch); Chubby Checker (GC)
  - 2 LA PALOMA—Elvis Presley (RCA)—Aberbach
  - 4 LIKE I DO—Nancy Sinatra (Nancy Sinatra (Reprise)—Ricordi
  - 6 MOON RIVER—Nico Fidenco (RCA); Michelino (Primary)—Ricordi
  - 5 QUANDO, QUANDO, QUANDO—Tony Renis (VdP)—Ricordi
  - 7 WHEELS—Billy Vaughn (London)—Bridge
  - 9 LUNA CAPRESE—Connie Francis (MGM)
  - 14 LA RAGAZZA COL MAGLIONE—Pino Donaggio (Columbia)
  - ST. TROPEZ TWIST—Peppino Di Capri (Carisch)
  - 8 TANGO DEL MARE—Betty Curtis (CGD)—Leonardi
  - MIDNIGHT IN MOSCOW—Kenny Ball (Pye)
  - IN QUALCHE PARTE DEL MONDO—Luigi Tenco (Ricordi)
  - 10 ET MAINTENANT—Gilbert Becaud (VdP); Dalida (Barclay)
  - EVERYBODY'S TWISTIN—Frank Sinatra (Reprise)

JAPAN

- (Courtesy UTAMATIC, Tokyo)  
\*Denotes local origin
- This Last Week**
- 1 ERIKO—Hashi Yukio (Victor)
  - 4 THE TWIST—King Curtis Combo (Victor)
  - 2 LOUISIANA MAMA—Fujiki Takashi (Teichiku); Gene Pitney (United Artists)
  - 3 OUSHO—Murata Hideo (Columbia)
  - 5 AME NO HANAZONO—Nakasono Miki (King)

- 6 GARASU NO JOHNNY—AI George (Teichiku)
- WASURENAISA—Kitahara Kenji (Columbia)
- AKASHIYA NO AMEGA YAMUTOKI—Nishida Sachiko (Polydor)
- 8 TWISTIN' U. S. A.—Chubby Checker (Parkway)
- JINSEI NO NAMIKIMICHI—Ishihara Yujiro (Techiku)

MEXICO

- (Courtesy Audiomusica)  
\*Denotes local origin
- This Last Week**
- 1 EL LOCO—Javier Solis (Columbia)—Pham
  - 3 SUSY LA COQUETA (Runaround Sue)—El Gran Tomas (Norman); Mayte (RCA)—Brambila
  - 2 MUNEQUITA (Roly Poly)—Enrique Guzman (Columbia)—Emmi
  - 8 EDI, EDI (Steady Eddy)—Angelica Maria (Musart)—Emmi
  - 4 TODO LO QUE SE—Sonora Santanera (Columbia)—Emmi
  - 7 MY GIRL JOSEPHINE—Bill Black Combo (London)—Publication Pending
  - 9 NO EXISTE EL AMOR—Cesar Costa (Orfeon)—Pham
  - 5 FLORIDA TWIST—Bill Haley (Orfeon)—Pham
  - 6 PA TODO EL ANO—J. A. Jimenez (RCA)—Pham
  - 10 CARAVANA TWIST—Bill Haley (Orfeon)—Publication Pending

PERU

- (Courtesy La Prensa)  
\*Denotes local origin
- This Last Week**
- 1 NORMA—Gustavo (Hit) Moreno (Sono Radio)
  - 3 THE JET—Chubby Checker (Odeon)
  - 2 TOWN WITHOUT PITY—Gene Pitney (UA)
  - 7 MUNECA DE TRAPO—Hector Cabrera (Kubaney)
  - 4 TWISTIN' U.S.A.—Chubby Checker (Odeon)
  - 5 MULTIPLICATION—Bobby Darin (Atco)
  - 8 UN POCO MAS—Lucho Gatica (Odeon)
  - 6 LET'S TWIST AGAIN—Chubby Checker (Odeon)
  - 9 MOON RIVER—Carmen Cavallaro
  - DALE-DALE—Manolo Munoz (Musart)

PHILIPPINES

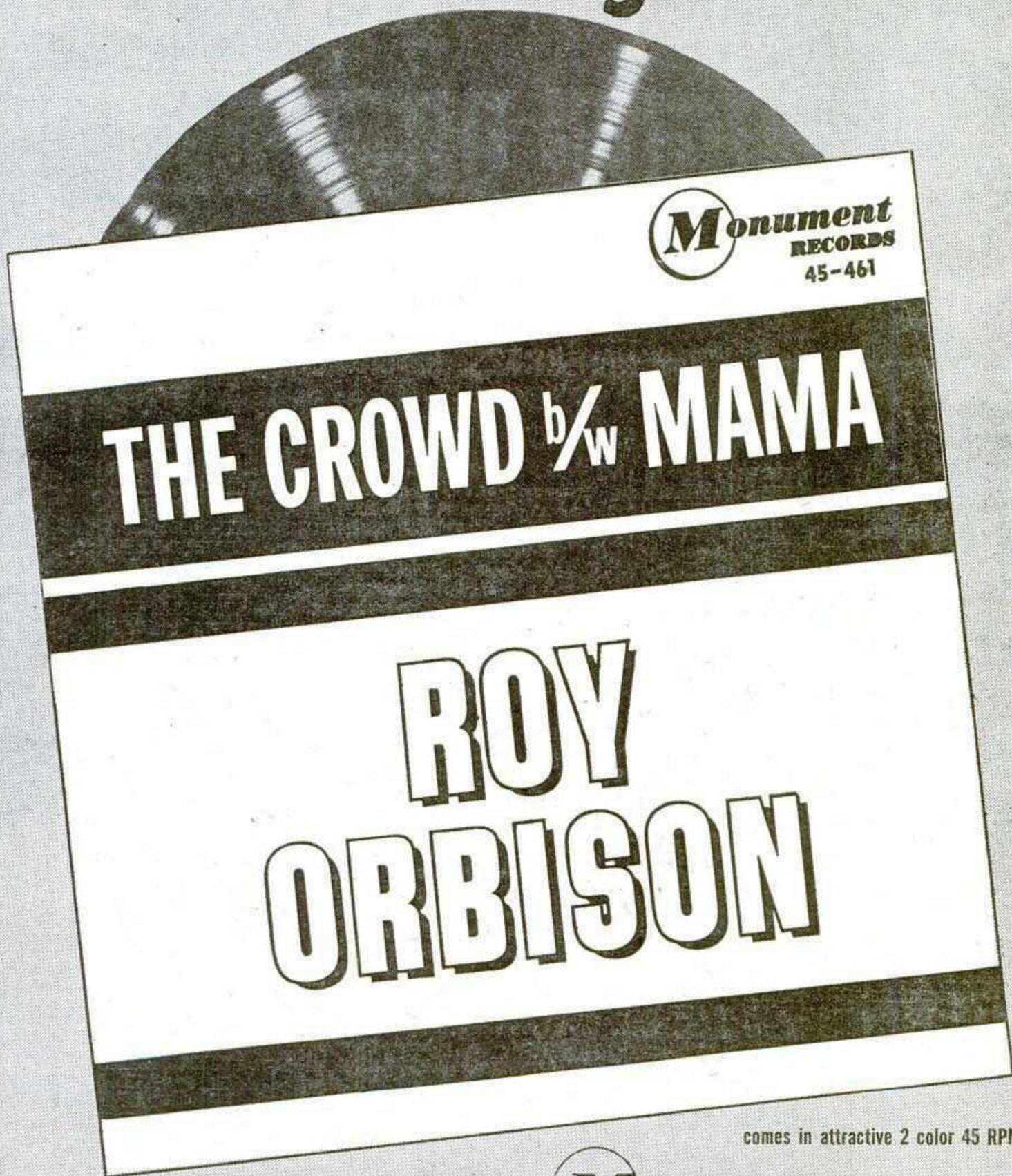
- This Last Week**
- 3 OUR CONCERTO—Steve Lawrence (UA)—Mareco
  - 4 GOOD LUCK CHARM—Elvis Presley (RCA)—Filipinas
  - 1 HIGH NOON—Connie Francis (MGM)—Mareco
  - 6 ONE LOOK—Johnny Mathis (Columbia)—Mareco
  - 7 SOUTH PACIFIC TWIST—Rockyfellers (Parkway)—Dyna
  - 2 BUBBLE GUM—Grasshoppers (Kapp)—Mareco
  - 8 WELL I TOLD YOU—The Chantels (Carlton)—Pacific Promotions
  - MASHED POTATOES—Sidney Sharp Ork (Warner Bros.)—Mareco
  - THAT'S OLD FASHIONED—Everly Brothers (Warner Bros.)—Mareco
  - 9 LITTLE QUEENIE—Chuck Berry (Buena Vista Records)—No Licensee

SPAIN

- (Courtesy Discomania)  
\*Denotes local origin
- This Last Week**
- 1 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Hispavox
  - 2 MARY CARMEN—Duo Dinamico (Voz Amo)—Del Sur
  - 4 EL TERCER HOMBRE—Duo Dinamico (Voz Amo)—Del Mundo
  - 5 PERDONAME—Duo Dinamico (Voz Amo)—Del Sur
  - 3 DANCE ON LITTLE GIRL—Paul Anka (Hispavox)—Hispavox
  - 8 BALADA DE LA TROMPETA—Los 5 Latinos (Columbia-Argentina)
  - 7 THE GUNS OF NAVARONE—Rudy Ventura (Columbia)—Del Mundo
  - 9 KISSIN' ON THE PHONE—Paul Anka (Hispavox)—Hispavox
  - 6 DIME POR QUE—Duo Dinamico (Voz Amo)—Del Sur
  - 10 HIT THE ROAD JACK—Ray Charles (Hispavox)—Hispavox

(Continued on page 18)

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# German Writers' Income Jumps 10%

MUNICH — West Germany's copyright society, GEMA, boosted income by 10.2 per cent in 1961, and disbursements to composers and authors by 10.9 per cent, according to a report just released.

The report shows total receipts for the year of DM 92.5 million compared with DM 83.9 million for 1960 (4 Deutschmarks equal \$1). A total of DM 78.3 million was disbursed to domestic and foreign composers, authors and music publishers against DM 70.6 million in 1960.

These figures include West Berlin. They represent a substantial reduction in GEMA's administrative overhead, which has been a major target of critics, including members of the Bundestag (lower house of the Bonn Parliament).

The copyright society takes pride in the fact it was able to boost receipts without raising its royalty fees and despite sharp declines in film and phonograph record receipts.

Dr. Erich Schulze, GEMA's general manager, takes a gloomy view of the film and disk outlook. Film revenue continues to decline, he said, dropping DM 92,612 in 1960 over 1959, and DM 203,070 in 1961 over 1960.

GEMA supplied no figures on the drop in disk royalties, but placed the blame entirely on tape recorders. Dr. Schulze contended that the decline in GEMA's disk take is in direct proportion to the increase in tape recorder production.

## WAX HYPES FLICKS

### Disk Firms Push Sound Track Promos at Cannes Film Fete

CANNES, France—Use of sound tracks on disks have assumed a greater importance in the 1962 Film Festival here than in any of the 14 preceding events. Record promotions planned to coincide with American, English, French, Italian and German films seen during this 17-day event are in full swing. Evidence of the concentrated push can be seen not only at the Festival itself but also in window displays throughout the center of the city.

Philips of France leads in the number of sound tracks shown in and out of competition with "Liberte \$," "Cleo From 5 to 7" (which has Collette Marchand singing) and "Ophelia," a modern interpretation of "Hamlet."

The high-powered promotional effort is seen on every side. Otto

Preminger, for instance, distributed 500 copies of the RCA Victor sound-track album of "Advise and Consent." France's top rock and roll singer Johnny Hallyday made appearances as part of the promotion for "Sweet Taste of Violence." He has recorded the tune from the film. Louis Auric and Deborah Kerr were also very much in evidence as part of the presentation of "The Innocents." Track from this flick is available on 20th Fox. United Artist will release the track from the Greek-maJe "Elektra" for which Mikis Theodorakis has written the original score.

In an opposite move, RCA Italiana withdrew the track of "Bocaccio 70" when it was decided that the picture would be shown at the Festival in the same form it will have for U. S. showing. Three episodes. In Europe it will have four.

When the track is issued in the U. S. it will conform to the U. S. version of the movie. (Further Cannes Film Festival news can be seen in the French column.)

## ARGENTINA

### Adamini SADAIC President Again

By RUBEN MACHADO  
Lavalle 1783, Buenos Aires

Mr. Santiago Adamini was re-elected president of SADAIC, Argentine Society of Authors and Music Composers.

A number of titles are getting good action. Among them are "Midnight in Moscow," by Stirlryn Brandy, has been a success, and this version has been followed by Juan Ramon with Don Nobody for Disc Jockey, Patricia Montes for Microfon, and the Mac Ke Macs for RCA Victor. "Multiplication" by Bobby Darin (Atco-Surco), Los Salvajes (Columbia) and Manolo Munoz (Odeon) has also been very well received.

In albums, "Bossa Nova" by Joao Gilberto (Odeon) is very much in demand, and so is a set of songs by Mina, as a consequence of her recent performances in theater and TV, is also moving. A second twist volume entitled "Soy El Twist" by Chubby Checker (Producciones Fermata) has recently appeared. It includes "The Jet," "Twist Along" and "Hold Tight." The first Checker Twist LP is among the top sellers for the year.

## BRITAIN

### Form Shadrich Disk Production

By DON WEDGE  
News Editor, New Musical Express

Freddie Bienstock, of Hill and Range, will be a director of Shadrich, an independent disk production company being set up here.

In partnership with him will be Cliff Richard, Peter Gormley and Britain's biggest agent, Leslie Grade, who is also a director of Pye Records. No artists have yet been signed, but the plan is to wax talent on a world-wide basis.

A British a.&r. man will join the firm, and later American producers will be brought in. The combination is just about as potent as it is possible to get on the British scene outside major companies. Richard and the group, individually, are our most successful disk artists. They are major export properties everywhere but the Americas. Both record for Columbia (EMI). Richard's contract runs until next

year. The group is currently discussing renewal.

Richard's last U. S. release—the **Tepper and Bennett** title song from his movie "The Young Ones"—was issued on Big Top, a Hill and Range affiliate (BMW, February 3). The Shadows are with Atlantic. Richard, the Shadows and Grade have publishing firms with the Aberbach group, as the London end of Hill and Range is known.

#### One More Time

**Acker Bilk** has recorded "Stranger on the Shore" for the third time. He gets a "guest artist" billing on a vocal version by Trinidadian **Michael London**, recorded by EMI producer **Wally Ridley** for HMV. Issue was rushed as Decca scheduled the original vocal version by the **Drifters** (London from Atlantic), and CBS has since announced an **Andy Williams** version. Bilk first waxed "Stranger" at Atlantic's behest. The second time, up-tempo with his trad group, the **Paramount Jazz Band**, was for a BBC-TV series and has yet to be issued commercially.

Cameo European representative **Harry Walters** obtained U. S. rights from EMI of the current British hit, "Come Outside," by **Mike Sarne**. Disk was made by Sarne's manager, **Robert Stigwood**, as his first effort at indie production. Local version is heavy with Cockney slang and this was replaced by American idiomatic language.

EMI issued on Liberty "At a Time Like This" by **Bobby Vee**, who features the number in the forthcoming British movie "Play It Cool." Latter stars British Decca's **Billy Fury** and features **Helen Shapiro**. Decca issued an EP of four of Fury's numbers and will use the fifth as his next single. All are published by Rank's Filmusic.

#### Visitors

After visiting France and Germany, **Michael Kapp**, vice-president and general manager of Kapp Records, visited London for the first time for talks with Decca, indie producer **Denis Preston**, EMI and Pye, which has assigned **Kenny Ball** disks to the U. S. firm. Kapp will issue some **Temperance Seven** records in America. Group waxes for Parlophone (EMI). . . . Warner's international director **Bobby Weiss** was back for two-week stay combining talks with Decca, with the visit of **Dorothy Provine**, here for two major ATV shows. . . . Publishers here include **Leeds' Lou Levy** and **Sal Chiantia**. . . . **Bonnie Bourne**, head of Bourne Music, visited the set of the **Acker Bilk** film, "Band of Thieves." Latter project was set up by **Harold Shampian**, general manager of Filmusic, which has a firm with Bourne in the U. S. . . . **Frank Sinatra** was due in Thursday (31) from Milan for his charity concerts. . . . **Derek Everett**, who is responsible for the co-ordination and selection of EMI's forthcoming Stateside label, vacations in New York early this month.

#### Record Business

"Uptown," a U. S. hit for the **Crystals** on Phyllis, has been covered by **Anita Lindblom** (Fontana) and **Peter Gorden** (HMV).

Decca is stepping up album promotion; special attention was given last week to **Mantovani's** "Songs of Praise" (Decca label), "Jerry Lewis—Volume II" (London from Sun), **Robert Farnon's** "Road to Hong Kong" (Decca from Project) and **Giovanni Martinelli's** "The Golden Years" (RCA-Camden).

EMI-Command has a **Cliff Richard**-the **Shadows** concert awaiting release as an LP. . . . Pye issued its **Kenny Ball** concert LP. . . . During her British stay, **Eartha Kitt** waxed an album of standards for HMV; MGM will issue in the U. S. . . . **Norman Luboff** signed **Sergio Franchi**, an Italian singer who works extensively here, to RCA. . . . **Ember** issued an **Erroll Garner** LP; pianist is currently touring Britain.

## SEECO HONORS SPANISH STARS

NEW YORK — Seeco Records sponsored a "Shower of Stars" for its own artists at a local theater to bring the firm's talent to the attention of this city's Spanish-speaking public. **Luis Kalaff**, **Los Alegros Dominicanos**, **Trios Los Rubies**, **Bienvenido Granda** and **Rolando Laserie** all made guest appearances.

Seeco President **Sidney Siegel** awarded gold records to **Vicento Valdes** for his LP "El Estilo de Vencento Valdes" and to **Celia Cruz** for her album titled "Mexico Que Grande Eres." Both are top-selling sets with the firm. In addition **Rogelio Martinez**, director of **La Sonora Matancera**, received an award for his 15 years of close association with the label. The success of the show has prompted the firm to stage a repeat performance in the fall.

## EIRE

### Disk Club Bids For Dublin Trade

By KEN STEWART  
Dublin Evening Mail

One of Dublin's major disk stores has devoted an entire window display to advertising releases of the newly introduced **Associated Record Club**. **Louis Solomon**, chief of **Solomon & Peres**, who are agents in Ireland for the club, told **BMW**: "Members of the club can buy LP's at an average price of one guinea. After purchasing four albums, they are entitled to write to the club's London headquarters and obtain an LP at only half price."

The closing date for the largest theater in the country, **Dublin's Theater Royal**, has now been set for June 30. The adjoining cinema, the **Regal**, is also expected to close on that day.

During the slack period now upon Dublin, dealers are inclined to order very carefully, often banking exclusively on the big-sale artists such as **Boone**, **Presley**, **Richard**, **Sinatra**, **Faith**, etc. **Pye** is doing particularly well with several titles from the popular **Golden Guinea** range of low-priced albums. One of their outstanding potential sellers is the 13-track "Honey Hit Parade," which includes "Goodbye Cruel World" (**James Darren**), "But I Do" (**Clarence Henry**) and other hits. The label's top singles are still "When My Little Girl Is Smiling" (**Jimmy Justice**) and "March of the Siamese Children" (**Kenny Ball**).

## FINLAND

### Other Countries Lure Finn Stars

By HARRY AALTONEN  
Ilta-Sanomat, Helsinki

Many Finnish artists have received invitations to appear abroad. Pop singer **Pirkko Mannola** (a former Miss Finland) has been in Germany, where she has appeared on television and also recorded. **Laila Kinnunen** will also visit Germany this autumn. East Germany is the destination of many Finnish artists this summer, among them

## NEW TEAM?

### Garner, Sinatra Top London Acts

LONDON—At press time (25), **Erroll Garner** and **Frank Sinatra** were the two hottest attractions here. The American jazz pianist's first five dates have been sold out with black market prices pegged at \$20 per. Tickets for the sold out Sinatra show are selling at a similar price. The pianist plays his first British concert Saturday May 26, and Sinatra will be present. Garner, in turn, will show at the singer's performance.

Garner's advance showing in London has been so impressive that negotiations are currently being conducted between **Hill-Davison** and the pianist's manager, **Martha Glaser**, for a return tour, probably next spring.

the young sisters, **Tuula** and **Paula**. Some artists will even visit Poland, and the **Esa Pethman** jazz group has played engagements in Czechoslovakia for the past three months.

The original cast of the "West Side Story" which played in London, is visiting Helsinki June 13-17. The melodies from "West Side Story"—especially "Tonight"—are beginning to score in Finland. "Tonight" has been recorded by trumpeter **Lill-Jorgen Petersen**, and a vocal is also available in Finnish. In general, American musicals are received with much enthusiasm in this part of the world. "My Fair Lady" was recently produced for Russian TV and viewed, apparently with much enjoyment, by dialers in Southern Finland.

## FRANCE

### Buy Sound Tracks At Cannes Fete

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

The Cannes Film Festival is not only a movie event, it is also an important date for the record business because it is during this event that the principal purchases of original sound tracks are made.

**Jacques Caillart**, Philips' international division manager, bought the rights to four original sound tracks: "Liberte I" from the Senegal, "L'Eclipse" from Italy, and from France, "Les Amants de Teruel" and "Cleo de 5 a 7."

#### Jazz Festival

The third **Antibes Jazz Festival** will take place from July 17 to 23. **Dizzy Gillespie**, **Fats Domino** and **Jimmy Smith** are the first American stars to be presented. **Jacques Denjean** will represent France; "Studio 5," Czechoslovakia; **Romano Mussolini**, Italy; **Johnny Dankworth**, Great Britain, and **Michael Naura**, Germany.

#### Disk Business

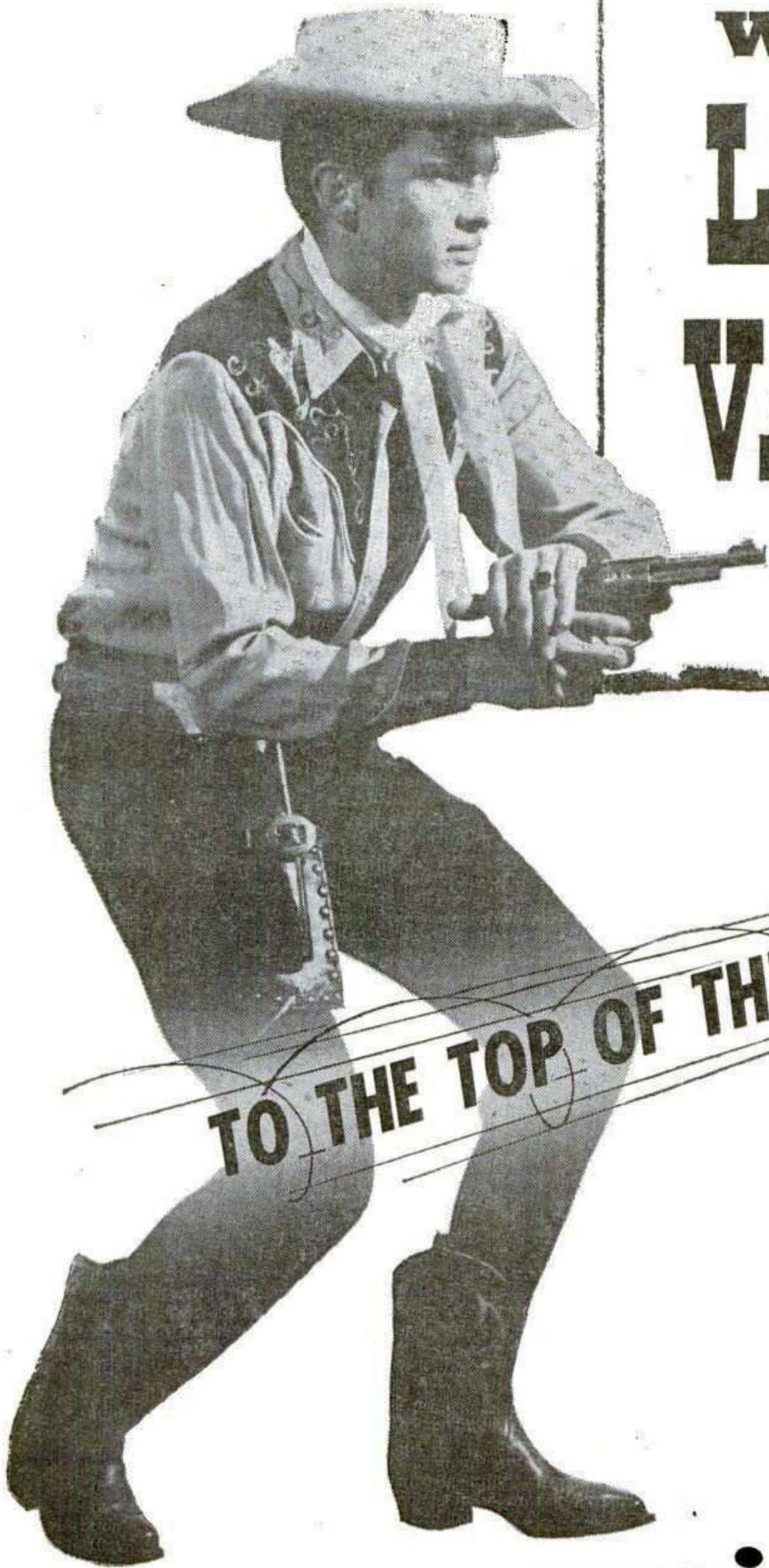
The new board of directors of **Vega Records** has been officially announced: President is **Andre Cornu**; administrator, **Jean Ziegler**; a.&r. director, **Guy Dumazert**; sales manager, **Bernard Dupre**; general secretary, **Henri Tachoures**.

**Simon Hosemans** has left **Ricordi** for **RCA**, where he will be sales manager. . . . The price war is still on. **Festival Records** at its turn markets a new LP pop series titled "serie en fleche" at 14.93 new francs each LP.

# GENE PITNEY

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LIBERTY  
VALANCE”**

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**2nd WEEK . . . 32nd**

**3rd WEEK . . . 21st**

**4th WEEK . . . 10th**

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GERMANY

**Hazy Osterwald  
On Way to U. S.**

By JIMMY JUNGERMANN  
102 Ismaninger St., Munich, 27

Band leader Hazy Osterwald, from Switzerland, and his manager, Stefan Von Baranski, from Munich, will visit trade figures in New York, Denver, Las Vegas, and Acapulco, Mexico, before going to Los Angeles to meet Walt Disney. In New York they will stay at the Waldorf-Astoria, June 3-10.

Partygoers

Munich's teen-age magazine, Party, announced the results of this year's poll. Austria's Peter Kraus and U. S. A.'s Gus Backus get "Golden Roses" as the most popular stars to the teen-age public. They are followed by Rex Gildo, Freddy Quinn, Conny Froboess, Ted Herold, Elvis Presley, Connie Francis, Christine Kaufman, Rock Hudson, Peter Alexander and Ruth Leuwerik.

Talent Tours

British singing star Petula Clark will visit Munich to guest star in a TV spec to be taped in June. Swedish singing star Siw Malmkvist will tour Germany for the first time in a stagershow of her own in October this year.

**'Cowboy Nachtlied'  
First for Acondor**

By BRIGITTE KEEB  
Automaten-Markt,  
Braunschweig

In Hamburg, Harold Gottsche began production of the Acondor label. The firm offers two singles, one of which, "Cowboy Nachtlied," is an instrumental with organ and whistling. More releases are to be expected for the next weeks.

Distribution

A new record distribution organization, Centrocord Schallplatten-Vertriebsgesellschaft m.b.H., has been founded in Austria. The firm, located in Vienna, Johannesgasse 4 (general manager: Helmut Bischoff), is distributing the Elite Special, Sonet, Storyville, Colpix, Debut, Le Jazz Cool and Triola labels. It is currently negotiating with German and foreign record companies to be included in the Centrocord distribution set-up.

New Presley a Smash

Just some days after release, the new Presley single "No More" (La Paloma) b.w. "Sentimental Me," jumped into the No. 28 position of the top 50 German best selling tunes. Both sides of the record are in high demand. An unusual fact surrounding the success is that just months ago Freddy had a No. 1 hit with "La Paloma" in German-Spanish version of Polydor which topped the charts for several months.

German Phono Fair

The advisory board of the Fachverband Rundfunk und Fernsehen im Zentralverband er Elektrotechnischen Industrie (ZVEI) decided to arrange a German radio, TV and phono exhibition in 1963, again in Berlin. Exhibition will take place from August 30 to September 8.

Pubber Row

Johann Michel, general manager of Melodie der Welt-Francis,

Day & Hunter Publishing House, Frankfurt, is seeking international exchange of music with French publisher of Karl Gotz' "Mitternachts Tango" (Tanze mit mir in den Morgen), which will appear in France under the title "Tango de la Minuit."

Issue Verboten Disk in U. S.

The banned striptease dancer Laya Raki's record "Oh, Johnny, hier nich parken" on the Carina label, has been sold to Chancellor Records where it will appear with the English lyric, "Oh Johnny, Don't Kiss Me Now."

Changes

Wally of Vienna Electrola-Columbia, formerly distribution chief of Philips in Hamburg, has left the firm and his plans are still undetermined. . . . Horst Nebe, until now chief of the record department of the Hamburg warehouse Schuback and Sohne (Design Records), has moved to Teldec Records. . . . Belgian star Bobbejann has been re-signed by Ariola, after a long term with Palette Records. Bobbejann's German recordings will be produced by Ariola's Helmut Jantzsich, Munich.

Visitors

Bob Weiss looked in at WB German Teldec production and distributing team where he discussed the sound-track releases of the WB motion picture "Lovers Must Learn" in Germany. Other talks saw him in Sweden, Denmark and Finland during the last two weeks. During his last stay in Germany, Weiss purchased the U. S. rights for the two very promising instrumental tunes "Manzanilla" and "Arizona Melodie" played by trumpeter Charley Tabor (formerly with the Bert Kaempfert ork) on the Osea label.

Paul Siegel, U. S.-born publisher-composer, deejay and producer in Berlin, has been invited by S. A. Cislser, president of the Louisville radio station, WLVL, to make a one-hour deejay show from Berlin on tape, entitled "The Magic Carpet." In addition to WLVL, the show will be aired by 200 other U. S. radio stations. Siegel, who recorded this show on Monday, May 21, will introduce the latest German hits, folkloristic tunes. German operettes (musicals), twist and rock and roll will not be aired on this program.

Production

Bert Kaempfert, just returned from several weeks in the States, reports that as a result of his talks with Brenda Lee in Miami Beach, he will make all future German record productions with the songstress.

Talent Tours

Jimmy Makulis has been invited to a 10-day appearance by the end of June in his home town Athens, where he will also make Greek recordings for the Fidelity label. He also is scheduled for a four-week tour around Spain starting in July. . . . Ivo Robic ("Morgen") will depart for the States early in June for a one-month trip.

To the States

Dr. W. Facius, general manager of the Bundesverband der Phonographischen Industrie, will tour the States beginning June 28.

HONG KONG

**Touring Vee Show  
Only So-So Draw**

By CARL MYATT

44 Mount Kellett Road, The Peak  
The Bobby Vee, Jo Ann Campbell, Ventures concerts in Hong Kong have been termed a moderate success. The group put on two performances daily for two days, and though the late show attracted near-capacity crowds, attendance figures at the matinees were disappointing. Of the three acts, Miss

Campbell elicited the most favorable reviews from the critics.

Far from being discouraged by the moderate success of the concerts, Frances da Silva of the Diamond Music Company, the sponsors, said: "It takes time to get established. Discouraged? Certainly not. We are already planning to bring out bigger and better shows in the near future."

Dealer's Reward

Five Philips dealers from Hong Kong are currently receiving the red-carpet treatment in Europe, a reward for their success in a recent sales campaign conducted by the Philips office here. The competition was conducted on a basis of turnover, with points being allotted to each dealer for his various activities.

ISRAEL

**Ray, Dion, Darin  
Are Top Sellers**

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

Bobby Darin, Ray Charles and the Drifters are among the American popular artists who are top sellers here. Disks are handled through the Atlantic Agency in Israel, Hataklit in Haifa. This distributor, also representing Top Rank International, prints a private news bulletin, circulated among 2,000 customers and editorial offices throughout the country.

In Israel, where a record passing the 10,000 mark is considered a steady hit, Dion's (Teen Records) new record, "Born to Cry," has already received some 650 orders.

Some interest has been shown by local distributors in the purchase of forthcoming releases, through Philips, of Erroll Garner's Octave Records, Inc. A local manager is trying to get Garner to add Israel to his European tour.

ITALY

**Frank Pulls Down  
Record TV Fee**

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

In addition to doing benefit concerts for Boys Town of Italy in Rome and Milan, Frank Sinatra recorded a section of "The Gentleman of 9 o'Clock" show with Ernesto Calindri for RAI-TV and 10 two-minute advertising shorts for use on TV. His payment for the latter chore, \$240,000, is an all-time record for Italian TV.

Sound track of "Smog," first Italian film shot in the U. S., has been done by Piero Umiliani and the songs will be recorded by Tonny Cucchiara.

Winners of the Venetian Song Festival are: (1) "Love in a Gondola" (Luigi Tortorella), sung by Umberto Da Preda; (2) "Muci, Muci, Gondolier" (Marangoni and Concina), offered by Edda Montanari, and (3) "Excuse Me Very Much" (Testa and Donaggio), sung by Pino Donaggio, one of the authors: The composer-lyricist of the winning number is the concierge of Venice's Bauer-Grunwald Hotel whose hobby is songwriting.

Fonit has issued six LP's in mono and stereo under the Command label. . . . In a similar vein the Liberty disk of "Drumville" by Earl Palmer and orchestra has been released by V-C-M. . . . Rome will be the scene August 25-31 of national finals of a competition to find new talent. A male and female singer, orchestral group and composer will be sought. TV will present winners on September 1 and RCA Italiana will issue records by the top-placed voices and bands.

Hits of the World

Continued from page 14

SOUTH AFRICA

(Courtesy Radio South Africa)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	FORGET-ME-NOT	Eden Kane (Decca)—Essex Music
2	1	I UNDERSTAND	The G-Clefs (London)
3	2	WHEN THE GIRL IN YOUR ARMS IS THE GIRL IN YOUR HEART	Cliff Richard (Columbia)
4	5	AFRIKAAN BEAT	Bert Kaempfert (Polydor)—Aberbach
5	4	PEPITA	Los Machumbas (London)
6	7	GOOD LUCK CHARM	Elvis Presley (RCA)—Aberbach
7	8	WHEN YOU ASK ABOUT LOVE	Jackie Frisco (Rave)—Acuff-Rose
8	—	PICTURES IN THE FIRE	Pat Boone (Dot)—Spoon Music
9	6	MOON RIVER	Henry Mancini (RCA)—Chappell
10	9	A WONDER LIKE YOU	Rick Nelson (Renown)—Sydney Bros.

SWEDEN

(Courtesy Orkester Journalen)

This Week	Last Week	Title	Artist
1	2	TINA OCH MARINA	Conny (Columbia)—Bens Music
2	1	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
3	3	WALK ON BY	Leroy Van Dyke (Mercury)—Sweden Music, Ivan Mogull, Ltd.
4	6	TINA OCH MARINA	Tina Och Marina (Karussell)—Bens Music
5	5	LOVE ME WARM AND TENDER	Paul Anka (RCA)—Bens Music
6	7	CHATTANOOGA CHOO CHOO	Floyd Cramer (RCA)—Reuter & Reuter
7	8	THE YOUNG ONES	Cliff Richard (Columbia)—Gehrman
8	5	SOL OCH VAR	Inger Berggren (HMV)—Europa Produktion
9	9	LET'S TWIST AGAIN	Chubby Checker (Columbia)—Mellin
10	—	WILMA	Owe Tornqvist (Philips)—Reuter & Reuter

JAPAN

**Nippon Victor  
Issues Riverside**

By J. FUKUNISHI  
108 Kakinokizaka,  
Meguroku, Tokyo

Nippon Victor is releasing the Riverside label in September or October as a result of Philips' recent tie-in with Interdisc.

In conjunction with expected arrival of George Shearing Quintet, Nippon Columbia is preparing to market his LP "The Best of George Shearing." . . . Concert Hall Society (Record Club) recently opened an office in Tokyo with the Stavik organization as representative. Its salesmen are making a door-to-door canvass to obtain members. A member must purchase 12 12-inch LP's a year at \$3.75. The market price is \$5.55. There are no other special terms offered as in the States. Nippon Gramophon is custom-pressing the club's records.

PHILIPPINES

**'High Noon' Kills  
'Em By Connie**

LUIS MA. TRINIDAD  
264 Escolta, Manila

"High Noon," title song from the classic Western film of the same title starring Grace Kelly and Gary Cooper, has reached an unprecedented peak in popularity here since its release on 78 and 45 r.p.m. disks seven weeks ago. Best selling ingredient in the song's meteoric ascent on the pop chart hit ladder is its dramatic story, spoken and sung by Connie Francis. Two other single follow-ups, on Dot and Villar labels, are by Billy Vaughn, and one of P. I.'s leading female vocalists, Carmen Camacho (the vernacular version is called "Huwag Mong Sayangin.")

Connie, who is now in Germany, is expected to perform at the Araneta Dome Coliseum in Cubao, Quezon City, sometime this year.

While on the subject of personal appearances in Manila, Philippine fans are awaiting the arrival of the following U. S. recording artists: Sam Fletcher (June 15), Della Reese (July 13) and a Spanish recording artist, Lucio Gatica (billed with Miss Reese).

PUERTO RICO

**La Sonora Tour  
To Play Santurce**

By ANTONIO CONTRERAS  
26 Gertrudis St., Santurce

Sonora Matancera, Cuba's oldest and best-known musical group, is coming to Puerto Rico for the first time. They arrive after a highly successful tour of Caracas, Mexico City and New York. Local booker Empresas Chiroldes secured this plum booking for hotel, television and one-night stands.

"La Sonora," as it is affectionately known throughout Latin America, has been an exclusive Seeco recording unit since its formation about 15 years ago. Their records are great sellers in such non-Latin places as Israel, Lebanon and Japan. Celia Cruz and Celio Gonzales, vocalists and also Seeco stars, form part of the Sonora show coming to Puerto Rico.

Puerto Rico Film Productions, Inc., held a preview at Cobian's Music Hall Theater of their first color musical picture "Romance in Puerto Rico."

Filmed here in December, 1961, it stars Maria Antonieta Pons, well-known Cuban movie queen of Mexican films, and actor-director Ramon Pereda.

This musical is chock-full of songs and recording stars and should prove a terrific boost for the stars and their labels.

SOUTH AFRICA

**Frisco Sets  
S. A. Afire**

By HARRY KLEIN  
P. O. Box 8213, Johannesburg

A petite Johannesburg teenager, Jackie Frisco, has stormed the South African hit parade only two weeks after making her first record. The disk, "When You Talk About Love," jumped straight into position No. 8 on the South African hit parade, based on sales of records. The following week it moved solidly into seventh place, heading off international competition. The jump on the Southern African radio hit parade which is based on listeners' requests, has been even more spectacular—from No. 20 to No. 10 in the two weeks following issue.

Trutone Africa Limited has released Jackie Frisco's top seller on a Rave single.

(Continued on page 20)



A LETTER OF SINCERE APPRECIATION TO ALL  
DEEJAYS, DEALERS, OPERATORS, ONE-STOPS,  
RACK JOBBERS, DISTRIBUTORS, etc.

ABC-PARAMOUNT RECORDS, INC.

1501 BROADWAY  
NEW YORK 36, N.Y.  
LONGACRE 3-4220

ABC-PARAMOUNT  
RECORDS

OFFICE OF THE PRESIDENT

May 23, 1962

Dear Friends:

Whenever any record and/or a long-playing recording achieves some measure of commercial success, we realize that it is due to the wholehearted support of the entire industry. At that time, we always try to express our complete gratitude for such support.

At this time, then, on behalf of RAY CHARLES and everyone at ABC-Paramount Records, I would like to issue this letter of our profound appreciation for the wonderful acceptance which you -- the disc jockeys, dealers, operators, one-stops, rack jobbers, chain-store merchandisers, distributors and all the others who contributed to making the single record of

"I CAN'T STOP LOVING YOU" b/w "BORN TO LOSE"  
(ABC-10330)

the No. 1 seller in the business, all within one month after release!

As you know, both selections were included in RAY CHARLES' most recent long-playing album, entitled,

"MODERN SOUNDS  
in

"COUNTRY AND WESTERN MUSIC"  
(ABC-410)

which has also established a precedent-shattering total in sales, and is now at the top of the charts only two months after its release!

From all indications, you are all still continuing your strong support of both the single record and the album, and we can only resort to this means of stating our deepest gratitude to all of you.

Most sincerely,

*Sam H. Clark*  
SAM H. CLARK

P.S.- A special vote of Thanks to: SID FELLER for his exceptional A. & R. Production; and to MARTY PAICH, GERALD WILSON and GIL FULLER for their incomparable arrangements.

CABLE ADDRESS: AMPARECORD NEWYORK



# International News

Continued from page 18

## SPAIN

### Miners' Pay Rise Helps Boost Sales

By RAUL MATAS  
32 Av Jose Antonio, Madrid 13

Increased wages, brought about by a wave of recent mine strikes in Asturias, is helping record sales, disk company representatives report. Another factor in the rise is the beginning of the influx of what is expected to be a summer

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

total of one million American tourists.

#### Labels

Choreo Records, Fred Astaire's company, has signed a new pact. Hispavox of Spain will release its material through MGM but pay credit to Choreo for every side. Astaire's best songs will soon be on the market, with the first "Micro LP." Same company will launch here the new Ray Charles label, Tangerine.

Ambar—the Buenos Aires independent managed by Rene Bryand, is seeking European outlets. The Serenata firm, which belong to Hugo Del Carril, noted tango singer from Argentina, is also looking for European affiliations.

#### Disk Shorts

Frank Sinatra will do a five-day engagement here at Florida Park. . . . Big hits in Madrid this spring are Jose Guardiola and Duo Dinamico, both best sellers for HMV and also both from Cataluna.

# MUSIC AS WRITTEN

## BOYD RECORDS RE-ORGANIZATION . . .

Boyd Records, headed by Bobby Boyd, is going through a period of re-organization. The firm is launching an intensive drive for talent and masters at its new offices in Oklahoma City. Dale Babbit has been put in charge of the Hollywood office, and will handle pop and r.&b. The firm is also seeking a Nashville location.

## New York

Jo Stafford has been a busy thrush the past few months, cutting sides for five labels. She made two LP's for Capitol, another for RCA Victor, a flock of singles for Colpix, and is set for an album at Reprise. . . . George Khoury made the Shelton Dunaway disk of "Just One Kiss" on the Lyric label. It was recently purchased by United Artists. Khoury also leased the Elton Anderson record to Capitol recently. The Lake Charles, La., record shop owner was the producer of the million seller, "Sea of Love," a few years ago. . . . Big Tiny Little will appear with his ork on the Disneyland TV show on KTTV, Hollywood, June 9. . . . Jack La Forge made his second appearance on the Joe Franklin show in New York last week.

Juggy Murray is excited about the reaction to the new Ike and Tina Turner recording of "You Shoulda Treated Me Right" on the Sue label, taken from the duo's new "Dynamite" album. . . . Jack Wayne appeared on the TV show, "Play Your Hunch," last week. Chanter's first release on Glory was penned by Larry Stock, who recently clefted the hit, "You're Nobody Til Some-

(Continued on page 36)

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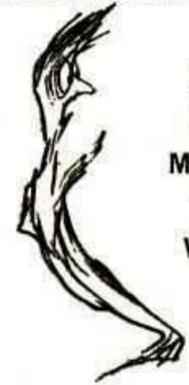
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## HOW ABOUT YOU?

Do you know that many cancers can be cured if detected early? That an annual health checkup is your best protection against cancer?

Are you giving yourself this big advantage? Or are you taking chances with your life because of foolish attitudes about cancer like these?



DON'T EVEN MENTION THAT WORD!

Fear keeps some people from even learning cancer facts that can save their lives.

NEVER FELT BETTER!



Checkups help to detect cancer in its "silent" stage before you notice any symptom.



COSTS TOO MUCH!

Dollars you spend for the protection of your health can mean years of life.

Millions of Americans have made an annual checkup a habit... for life. How about you?  
AMERICAN CANCER SOCIETY

## 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.

**10 DIFFERENT SERVICES**

**NEW ALBUM SERVICES (All Labels)**

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 . . . month	Annual Fee . . . \$150. —	\$180. —
Four Month Fee . . . 55. —	62. —	
3. Jazz: Five best of the new Jazz LP's issued each month Middle Road . . . Commercial . . . Non-Ethereal Type	Annual Fee . . . \$ 75. —	\$ 90. —
Four Month Fee . . . 30. —	32. —	

**NEW SINGLES SERVICES (All Labels)**

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\***

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.

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
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"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"/>	
50 Original Cast Broadway Shows	<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"/>	
100 "Golden Hits"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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ANOTHER BIG WINNER

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**PLUS THESE CHART BOUND HITS**

**DAMITA JO**  
**"Another Dancing Partner"**  
71984

**LITTLE RICHARD**  
**"He Got What He Wanted"**  
71965

**LEROY VAN DYKE**  
**"Dim Dark Corner"**  
71988

**THE PLATTERS**  
**"More Than You Know"**  
71986



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

# ALBUM REVIEWS

**POP**

**DON'T PLAY THAT SONG**



**Ben E. King. Atco 33-142**—King is riding high on the charts right now with the title tune of this album, and this collection of his old singles should be equally successful. His expressive vocal style is showcased on "Ecstasy," "Yes," "Stand by Me," "Here Comes the Night" and other emotion-packed items.

**THE RANDY SPARKS THREE**



**Verve MGV 2143**—The Randy Sparks three, composed of Randy Sparks, his blond wife, Jackie, and Paul Sykes, have their best album here to date, and one that could quickly become a favorite with college and city folkies. They sing the repertoire, familiar and unfamiliar, with spirit and finesse. Songs include "Three Jolly Coachmen," "Eh Wimoweh," "A Rovin' Gambler" and "The Mill Pond." Fine performance, and good songs make this set a potential big seller for the trio.

**GREAT SCOTT!**



**Linda Scott. Canadian-American CALP 1007 (M); SCALP 1007 (S)**—Young Miss Scott has had a succession of hits and here are most of them neatly packaged for her many fans. Included are "Count Every Star," "I've Told Every Little Star," "I Don't Know Why," and "Bermuda," among others. Strong wax with a displayable cover. Should do a lot of business.

**MARTY AFTER MIDNIGHT**



**Marty Robbins. Columbia CL 1801 (M); CS 8601 (S)**—Here's Marty Robbins in his most poppish appearance yet. He sings mostly familiar standards—"September in the Rain," "Pennies from Heaven," "It Had to Be You," etc., plus one of his own, "Don't Throw Me Away," and another, "Looking Back," by Clyde Otis and Brook Benton. The backing is mainly a rhythm group, plus the fine vocal effects of the Jordanaires. The stylings here are fine all the way and stamp the chanter as a good night club bet.

**MOVIN'**



**Bill Black's Combo. Hi HL 11005 (M); SHL 32005 (S)**—The title tune of this package was a big hit in the singles field, and this Black album should click equally well in the LP market. The group's sock, rocking instrumental style is showcased on a group of verveful r.&r. oldies—most of them hits cut by other artists—"My Babe," "Work With Me Annie," "What'd I Say," etc.

**NOW HEAR THIS...**



**The Dukes of Dixieland. Columbia CL 1793 (M); CS 8593 (S)**—The Dukes are in their usual bright, brassy, exuberant form on this batch of Dixieland instrumentals with an occasional vocal. Another sock Dixieland package for traditional collectors. Best sides include "Sweet Sue," "At the Jazz Band Ball," and "St. Louis Blues." Solid wax for pop and jazz jocks.

**SHE CRIED**



**Jay & the Americans. United Artists UAL 3222 (M); UAS 6222 (S)**—The boys are riding high on the charts right now with the title tune of this LP (their first album) and the package should prove equally popular with their following. In addition to the title song, the package spotlights their first hit "Tonight," along with solid renditions of such sock teen hits as "Spanish Harlem," "Moon River," "Kansas City," and an original "Drums."

**Folk**

**MOJO HAND**



**Lightnin' Hopkins. Fury FLP 104**—Another impressive album from one of the great folk-blues talents of our time. Hopkins sings the nine blues here with powerful feeling that has a distinct sense of urgency and compelling force. Much has to do with suffering, but there are also touches of his wonderful wit. "Mojo Hand" is a standout track that has been released as a single. In addition "Santa," "Black Mare Trot" and "Shine On Moon" are all topflight bands.

**SPECIAL MERIT ALBUMS**

**Classical**

**KNOXVILLE: SUMMER OF 1915; ROSE OF SHARON**



**Eleanor Steber. St-And SLP 420**—Two premier recordings of works by important American composers make this LP a standout, and the fact that Eleanor Steber is singing the compositions adds sales value to the disk. The touching "Knoxville" work by Samuel Barber is handled tastefully and warmly by the singer, and the emotion-laden John La Montaine composition is also handed a powerful performance. The Greater Trenton (N. J.) Symphony, under the baton of Nicholas Harsanyi, shows off good ensemble work, and the recording is first rate.

**RACHMANINOFF: PIANO CONCERTO NO. 2 IN C MINOR; THREE PRELUDES**



**Moura Lympany. Angel (S) 35736**—The highlight selection here is easily one of the all-time favorites in the piano repertory and it is performed in a highly professional manner by Miss Lympany, one of the best known women pianists. Add to the initial impact which any new recording of this caliber can make, the fact that the set carries a limited time suggested price of \$1.98 mono and \$2.98 stereo, and you have a package that does very well at counters.

**Jazz**

**SOUL BATTLE**



**King Curtis, Jimmy Forrest, Oliver Nelson. Prestige 7223**—Three tenor saxists share the spotlight on this wailing LP. The names of King Curtis and Jimmy Forrest have always been top draw in r.&b. circles and recent action on the Jimmy Smith album, which features Oliver Nelson arrangements, should add pull for all three tenormen on this album. They play with much swing and enthusiasm. The set is composed of five tracks, with "Perdido," "Blues at the Five Spot" and "Blues for M.F." as the better bands.

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **DICK AND DEE DEE**

**Liberty LRP 3236 (M); LST 7236 (S)**—Here's a strong teen-appeal package, featuring the personable vocal team, and highlighting their two big single hits—"The Mountain's High," and their current olick "Tell Me." Standout sides, each done in a

rocking gimmicky style, include "Mashed Potato Time," "Moon River" and "Swing Low."

★★★★ **MEMORY LANE HITS BY THE ORIGINAL GROUPS**

(Continued on page 39)

**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**

**MOVIN'**—Bill Black Combo (Hi HL 12005; SHL 32005); "What'd I Say" (BMI) (2:01)

**NOW HEAR THIS**—The Dukes of Dixieland (Columbia CL 1793, CS 8593); "At the Jazz Band Ball" (Feist, ASCAP) (5:04)

**MARTY AFTER MIDNIGHT**—Marty Robbins (Columbia CL 1801, CS 8601) "Looking Back" (Eden-Sweco, BMI) (3:11)

**SHE CRIED**—Jay and the Americans (United Artists UAL 3222, UAS 6222); "Drums" (Trio, BMI) (2:08)

**THE RANDY SPARKS THREE**—Verve MGV 2143; "Eh Wimoweh"

**BLUES**

**MOJO HAND**—Lightnin' Hopkins (Fury FLP 104); "Glory Bee" (Fast, BMI) (4:25)

**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.

**HITS**  
 from  
**THE LONDON AMERICAN GROUP**

**Boots Randolph**  
 featuring his soprano sax  
**THE BLUEBIRD OF HAPPINESS**  
 45-460  
**Monument RECORDS**

**Johnny Angel and the Halos**  
**(If I Had) ONE MORE TOMORROW**  
 B/W  
**MASHED POTATO STOMP**  
 45-8646  
**Feisted RECORDS**

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

# SINGLES REVIEWS

**Pop**

**SUE THOMPSON**



**IF THE BOY ONLY KNEW** (Acuff-Rose, BMI) (2:41)—**HAVE A GOOD TIME** (Acuff-Rose, BMI) (3:07)—Sue has two crackling good sides here. First is a pretty, teen-slanted ballad that explains a girl's feelings when she falls in love. The second is a tender and tasteful reading of a pretty ballad from the pens of Boudleaux and Felice Bryant, dressed in a smart arrangement. **Hickory 1174**

**CLYDE McPHATTER**



**LITTLE BITTY PRETTY ONE** (Recordo, BMI) (2:15)—**NEXT TO ME** (MRC, BMI) (2:09)—Strong follow-up sides on the heels of Clyde's recent hit "Lover Please," and both have been gleaned from the chanter's current LP. First side is an expansive reading of the old rock and roll smash. Pretty ballad gets a feelingful reading on the flip. (Latter was a BMW "Best LP Track" pick.) **Mercury 71987**

**LARRY FINNEGAN**



**PRETTY SUZY SUNSHINE** (Maureen, BMI) (2:00)—**IT'S WALKIN' TALKIN' TIME** (Maureen, BMI) (2:28)—Two rhythm sides from the boy who had the "Dear One" hit. The opening side spots a bouncy rhythm vocal against raspy tenor sax and shuffle beat. The second side is a middle-tempo rocker that should keep the kids dancing. **Old Town 1120**

**JERRY WALLACE**



**HERE I GO** (Four Star-Camp & Canyen, BMI) (2:32)—Smart arrangement and a top singing effort are teamed on this swinging disk. The tune packs a strong dance beat with loose vocal style that has class. The flip is "You'll Never Know" (Bregman, Vocco & Conn, ASCAP) (2:55). **Challenge 9152**

**AL HIBBLER**



**WALK AWAY** (South Mountain, BMI) (2:56)—Al Hibbler may have the winning combination on this smart new dinking. He sings a country-styled tune with feeling over a first rate arrangement by Don Costa. Flip is "I've Convinced Everyone But Me." (Ding Dong, BMI) (2:56). **Reprise 20077**

**ROBERTA SHORE AND ROBEEN LUKE**



**FOGGIN' UP THE WINDOWS** (Gil, BMI) (2:15)—Every summer brings its novelty and this could be the big summer hit for 1962. It spotlights the duo in a tale of teen romance and it has a lilting melody and listenable lyric. Flip features the thrush alone in "A Wound Time Can't Erase" (Buna, BMI) (2:43). **Dot 16366**

**TIM VALOR**



**THE TENTH OF MAY** (Lowery, BMI) (2:49)—A grim tale is sung here with emotion and power by the new chanter on the label, over a moving ork backing. It's in the true tragedy tradition and could appeal strongly to the teens. Flip is "Walk Out Gently." (Lowery, BMI) (2:00). **RCA Victor 8038**

**HAYLEY MILLS**



**DING DING DING** (Music World, BMI) (2:18)—**SIDE BY SIDE** (Shapiro-Bernstein, ASCAP) (1:41)—The "Johnny Jingo" girl is back again with two more bright, happy sides. First up is a bouncy rocker while the flip is an oldie, done in the 1920's rickey-tick style of the "Jingo" hit. Either or both could go. **Vista 401**

**Country & Western**

**ROSE MADDOX**



**LET'S PRETEND WE'RE STRANGERS** (Central Songs, BMI) (2:43)—**TAKE ME BACK AGAIN** (Central Songs, BMI) (2:32)—Two strong sides for the well-known country thrush. On top is a powerful weeper ballad while the flip is a faster-paced effort in the pleader tradition. Both are sung with real heart. **Capitol 4771**

**Comedy**

**VICTOR BORGE**



**TEA FOR TWO DUET** (3:15) — **INFLATIONARY LANGUAGE** (4:55)—Two hilarious sides from Borge's recently released MGM album. First features a comedy piano duet with Leonid Hambro, while the flip is a traditional Borge bit that's good for plenty of laughs all over again. Good jockey change of pace material. **MGM 1707**

★★★★  
**STRONG SALES POTENTIAL**

**KENNY KAREN**

★★★★ **A Face in the Crowd**—COLUMBIA 42452—Strong rockaballad arrangement here. The lad sings the lyric with fervor and he is assisted by large vocal chorus and strings. Side was arranged and conducted by Claude King. (Aldon, BMI) (2:25)

★★★★ **To Sandy With Love** — Spoken word opening of this tender love thought should make it an attractive item for the teen trade. Side also features good string work. (Aldon, BMI) (2:49)

**JIMMY ELLEDGE**

★★★★ **Diamonds**—RCA VICTOR 8042—A ballad of romantic tragedy is sung pleasantly by Elledge. He is supported by a nice piano and string sound with chorus. Has a chance. (Brenner, BMI) (2:25)

★★★★ **Bo Diddley**—Here's the old down-home blues, done with much spirit by Elledge. Solid, persistent guitar, harmonica and chorus support. A satisfying side. (Arc, BMI) (2:23)

**MARY "B"**

★★★★ **Something for You, Baby**—FLING 725—A low-down strutting blues side in which the gal makes quite an appeal to the lad. And she sounds as though she means every word. Strong performance. (Fast, BMI) (2:45)

★★★★ **Since I Fell for You**—Here's a new thrush, with something of the belting style of Mary Wells. It's a slow, triplet backed rockaballad and she gives it much emotion. Could stir interest. Side is produced by Bobby Robinson. (2:30)

**SAVERIO SARIDIS**

★★★★ **A Camminare**—WARNER BROS. 5282—From the new Broadway musical "Bravo Giovanni" comes this pretty ballad sung with heart and feeling by ex-policeman Saverio Saridis. He is helped by a good ork arrangement. Listenable wax. (Morris, ASCAP) (2:26)

★★★★ **Unchained Melody**—A potent reading of the old Al Hibbler hit by the tenor, which also features a smart ork and chorus performance. Worth spins especially on sweet music stations. (Frank, ASCAP) (2:27)

**CHASE WEBSTER**

★★★★ **I Can't Walk Away**—DOT 16367—Chase Webster has a powerful hunk of material here in the "Moody River" tradition, and he sells it for all it's worth, as he explains the river's attraction for him. The backing is in the proper gloomy groove. Watch this one. It could be big. (Keva, BMI) (2:44)

★★★★ **Handful of Friends** — Webster comes through with a lively performance on this attractive weeper, while the band and chorus give him solid support. Two strong sides. (Lowery, BMI) (2:21)

**BROTHERS FOUR**

★★★★ **This Train**—COLUMBIA 42450—An old folk theme is updated smartly by the group. Side has much brightness and drive and it could stir action. (Bigareff, BMI) (2:15)

★★★★ **Summertime** — The "Porgy and Bess" standard gets yet another revival and a good one, done to a slow but catchy tempo by the boys. The chanting is mighty effective, as is the guitar. Watch this. (Gershwin, ASCAP) (2:47)

**JO ANN CAMPBELL**

★★★★ **I Wish It Would Rain All Summer**—ABC-PARAMOUNT—A bright little ditty about the gal and the lifeguard she admires. Everytime they're about to get together, he has to save a swimmer. Cute lyric idea and it has a chance. (Tobi-Ann, BMI) (2:26)

★★★★ **Amateur Night**—A good ballad, well arranged for ork and chorus. Gal hands it a nice go. Two spinnable efforts. (Mariells, BMI) (2:12)

**KATHY LINDEN**

★★★★ **There'll Always Be Sadness**—CAPITOL 4770—The lass has a sweet country-type ballad to sing here and does one fine job on it. Her voice is attractively multi-tracked and she is supported by strings and vocal chorus. (Acuff-Rose, BMI) (2:05)

★★★★ **Words**—Some fancy "Last Date" piano embellishes this tune which is sung with liquid sweetness by the chick. Tune is in a three-quarter time country style and she is backed by strings. (American, BMI) (2:28)

**DENNIS TURNER**

★★★★ **Little Miss Heartbreak** — LOUIS 6800—Real good feeling on this side. The boy sings a lyric about a girl who is back, but he doesn't want her. Disk gets good support from guitar and combo. Could be a big one. (Lyn-Lou, BMI) (2:08)

★★★★ **Someone to Love Me**—The boy sings a plaintive lyric to a fast-stepping tempo. Tune is handled in soft style with combo backing with sharp tenor work and strong rhythm. (Lyn-Lou & Stagg, BMI) (2:47)

**GORDON MacRAE**

★★★★ **Lovely** — CAPITOL 4773 — The warm baritone pipes of MacRae croon a pretty ballad from the score of the new Broadway musical, "A Funny Thing Happened on the Way to the Forum." A newly rendered side that's worth play. (Burthen, ASCAP) (2:41)

★★★★ **Warmer Than a Whisper** — A pretty tune by Sammy Cahn and Jimmy Van Heusen, and again, tenderly sung by the chanter. (Chappell & Company, ASCAP) (2:41)

**JOHNNY MANN SINGERS**

★★★★ **Summertime**—LIBERTY 55466—A pleasant, medium paced ballad outing with a relaxed choral vocal, largely in unison, against a big, sweeping ork backing and triplet rhythm. Side has a fine summer sound and it could grab a lot of spins. (Acuff-Rose, BMI) (2:28)

(Continued on page 34)

**SINGLES REVIEW POLICY**

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**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.

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The Castle Sisters

**GOODBYE DAD**

45-7506

**TERRACE RECORDS**

Cathy Saunders

**RESTLESS**  
 B/W  
**MAKING BELIEVE**

45-00-2000

**Edit RECORDS**

The Newton Bros. featuring WAYNE NEWTON

**I STILL LOVE YOU**

45-7780

**GEORGE RECORDS**

Johnny Halo

**BETTY JEAN**

45-6004

**Topix RECORDS**

**ARTISTS' BIOGRAPHIES**

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

**THE ANGELS  
(Caprice)**



**PERSONAL MANAGER:** Jess Strum. **BOOKING OFFICE:** GAC. **NAMES:** Barbara Allbut, Phyllis (Giggs) Allbut, Linda Jansen. **AGES:** Barbara, 19; Phyllis, 18; Linda, 17. **HOME TOWN:** Barbara and Phyllis, Orange, N. J.; Linda, Hillside, N. J. **HOBBIES:** Sports. **BACKGROUND:** While attending high school, the girls picked up experience for their professional career as a vocal trio by participating in local talent

shows, singing in the school choir and performing for school functions. After graduation, the Allbut sisters sang with a vocal group but later struck out on their own with Linda Jansen whom they had met through a mutual friend. The determined girls struggled along trying to break into the record business and took jobs as an unbilled singing group performing backgrounds for many of the big record artists. They also made demos for music publishers and it was one of these demo records that caught the ear of a Caprice Record exec and led to a recording contract. The Angels have since appeared in many theaters around the country on a personal-appearance tour and are currently preparing a night club act. The pretty young misses have had two hot chart platters and their third bid for chart honors is coming up strong.

**LATEST SINGLE:** "Everybody Loves a Lover."

**PREVIOUS HITS:** "Cry, Baby, Cry"; "Till."

**VALJEAN  
(Carlton)**

**REAL NAME:** Valjean Johns. **BIRTHDAY:** November 19, 1934. **HOME TOWN:** Shattuck, Okla. **EDUCATION:** College. **BACKGROUND:** Valjean graduated from the Oklahoma University School of Music in 1958 and was one of six pianists recognized nationally by the American Guild of Musical Artists, for which he won a Fullbright Scholarship. His mother was also a concert artist. Foreseeing difficulties in a musical career, Valjean chose a pre-medical curriculum. It became apparent, though, that his flair for the piano and his musical talent could not be disregarded. He reluctantly put aside his medical ambitions and concentrated on piano and composition. Since then Valjean has made numerous concert appearances with such orchestras as the Oklahoma City Symphony, Tulsa Philharmonic and the Dallas Symphony. He has toured with his own concert and comedy series, "An Evening With Valjean."



**LATEST SINGLE:** Appropriate, perhaps, to his original decision to enter medicine, Valjean's debut disk spinning on the Carlton label finds him administering a piano and orchestra version of "Theme From Ben Casey," which is currently climbing the Hot 100 chart.

**Three More Radio Stations  
Hop on FM-Stereo Bandwagon**

NEW YORK—Three more stations will launch FM-Stereo broadcast schedules this month. Station WTAR, Norfolk, Va., will become that State's only full-time FM-Stereo outlet, June 1. Station KSFR, San Francisco, starts a full-time FM-Stereo service on the same date, and Station WSB, Atlanta, has set June 18 as a tentative starting date for FM-Stereo broadcasts on WSB-FM.

Station WTAR-FM will hold demonstrations of stereo broadcasting in its auditorium. Several set distributors will have FM-Stereo radios on display during the first week of the outlet's FM-Stereo broadcasts, which after that will

when answering ads . . .  
**Say You Saw It in  
Billboard Music Week**

be aired from sign-on until sign-off seven days a week.

"The Age of Sound," a three-hour program, will be the FM-Stereo show on KSFR, which starts full time (6 a.m.-midnight) FM-Stereo at 7 p.m. on opening night. The three-hour show will highlight chronologically the development of recording, beginning with Edison, through hi-fi, LP's, tape, and winding up with stereo. It will be repeated by KSFR on June 2 at 3 p.m. and June 3 at noon.

Station WSB-FM will start separate programming at the same time it begins FM-Stereo broadcasting. Up till now, the station has chiefly duplicated AM programs of WSB. Now, WSB will have an independent schedule of 18 hours daily, including five and a half hours daily of stereo music from 3 to 6 p.m. and from 7:30 to 10 p.m. On Saturday afternoons "Adventures in Musicland," a stereo concert for children, will be presented.

**PROGRAMMING  
PANEL**

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

**THE QUESTION:**

Does it help local sales on a record if it is spotlighted as a "Pick" by a radio station?

**THE ANSWERS:**

**GEORGE LORENZ**  
Syndicated Deejay, Buffalo

Call it "spotlight," "pick" or whatever, it sure helps local sales on a record to have it played by any radio station. If a record has it in the grooves it doesn't matter what the label or the artist. The word "spotlight" covers the subject because a radio dial has always been a showcase for a good piece of material and whether played on a radio station in New York City or East Overshoe, it can be a hit when exposed on the radio.



**BOBBIE BARNETT**  
KFIV, Modesto, Calif.

Yes, I pre-screen all new releases. The best are then submitted to our weekly deejay meeting, wherein the "pick" is selected. All three local record stores order and spotlight the "Pick" in their stores. Sales on the "Picks" have been most gratifying. In turn, we feature the "Pick" at least once every two hours. The most recent example is "Gravy" from Dee Dee Sharp's new LP. It received so much reaction that Cameo put it out as a single.



**Okeh Pushes 'Red Top'  
By Using Real Red Tops**

NEW YORK — Okeh Records has hooked up with five of the six Storz network of radio stations in a gimmick meant to promote "Red Top" by Jerry McCain on the label. The station is supplying the stations with a quantity of tops equal to their numerical spot on the dial. The tops come in two different sizes, small and large. The stations are then instructed to place the tops in key locations in their cities. Clues are then given over the air and cash prizes will be awarded to the three people who collect the most small tops. Each of the larger tops will carry individual cash prizes from 63 cents to \$63.

**RADIO STATIONS**

seeking DJ's, librarians and other experienced personnel use the

**BUYERS & SELLERS  
CLASSIFIED  
MART**

Employment Section

in  
**BILLBOARD MUSIC WEEK**

**VOX JOX**

By JUNE BUNDY

**WINS WIVES' DAY:**

The first of what is planned as an annual "Wives' Day" will be presented by WINS, New York, June 1, when the station's deejays' wives or sweethearts (but, rules say for the latter, only if the jockey is single) will take over the microphones and turntables for the entire broadcasting day. Murray Kaufman's frau Jackie will act as "Anchor Girl."

**JAZZ NOTES:** Rod Baum, WFOB, Fostoria, Ohio, writes that his station has the only AM jazz show in the entire Northwestern Ohio area, including Toledo. However, he adds: "WFOB has the same problems as any other station (outside of big 10 metropolitan areas) which programs jazz. We need more of the new releases." . . . Don Howard, KGWA, Enid, Okla., has a new jazz show from 7:05 to 10 p.m., nightly. Howard avoids the "way-out" sound, and plays mainly selections from instrumental albums. The acceptance of his show, notes Howard, is particularly interesting since "these sounds are spinning in an area primarily devoted to farming and farm living."

**CANADIAN JAZZ:** Henry F. Whiston, Canadian Broadcasting Corporation, Montreal, writes: "I've been doing (producing) recorded and live jazz shows for the CBC for about 15 years. The cornerstone of my jazz shows, the Saturday morning edition of "Jazz at Its Best," celebrates its 12th birthday on June 23, with about 626 shows having been aired in the series by that date. That particular series is carried by CBC's International Service around the world, via shortwave, and we receive mail from Denmark, Israel, England, Norway, and so on. I have a Wednesday night "Jazz at Its Best" series as well. This series now into its third year."

Whiston keeps record manufacturers closely informed on his activities by sending them detailed reports on what he is playing from their releases, along with "Yearbooks" listing airplay percentages of various labels for previous years. Copies of the music sheet reports are also sent to listeners who write or phone asking for data about records they hear on the shows," notes Whiston, "resulting in increased jazz sales for these firms." Commentator on the series is Ted Miller.

Jazz-folk scholar Bill Randle, WCBS, New York, has some interesting information for the jazz trade. He writes: "The Guggenheim Fellows have been selected. One of them is the former editor of Metronome and the jazz critic, Dr. Barry Ulanov. He is now an Associate Professor of English at Columbia University. He is one of the few people who have written on jazz who have substantial academic background and status and a real critical ability and technique."

**CHANGE OF THEME:** Walt Bjerke is the new manager of KSEM, Moses Lake, Wash., and J. J. Valley is the new program director. Latter will retain his early morning deejay show. . . . Michael Shapiro has been elected station manager of KMRX, Purdue University station, West Lafayette, Ind., for the 1962-1963 school year. . . . Ted Conner, WLAC, Nashville, has been named co-chairman (with Herb Oscar Anderson, WABC, New York) of "Disk Jockeys for MS" for the 1962 Multiple Sclerosis Hope Chest Campaign.

Frank Craig has been upped from vice-president of national sales of WINZ, Miami, to general manager, and Bill Calder, formerly music director of that outlet, is WINZ's new program director. At the same time, Frank Ward has resigned as operations manager of WINZ to join WHFC, Chicago. . . . Station WGN, Chicago, celebrated its 40th anniversary this month with two days of special programming, featuring excerpts from former shows and a steady flow of music from the past four decades.

**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  
May 27, 1957**

1. All Shook Up, E. Presley, RCA Victor
2. Love Letters in the Sand, P. Boone, Dot
3. School Day, C. Berry, Chess
4. Little Darlin', Diamonds, Mercury
5. White Sport Coat, M. Robbins, Columbia
6. So Rare, J. Dorsey, Fraternality
7. I'm Walkin', R. Nelson, Verve
8. Come Go With Me, Del Vikings, Dot
9. Gone, F. Husky, Capitol
10. Round and Round, P. Como, RCA Victor

**POP—10 Years Ago  
May 31, 1952**

1. Blue Tango, L. Anderson, Decca
2. Kiss of Fire, G. Gibbs, Mercury
3. Here in My Heart, A. Martino, B. B. S.
4. Wheel of Fortune, K. Starr, Capitol
5. Delicado, P. Faith, Columbia
6. Guy Is a Guy, D. Day, Columbia
7. I'm Yours, D. Cornell, Coral
8. I'm Yours, E. Fisher, RCA Victor
9. I'll Walk Alone, D. Cornell, Coral
10. Blacksmith Blues, E. M. Morse, Capitol

**RHYTHM & BLUES—5 Years Ago—May 27, 1957**

- School Day, C. Berry, Chess
- Searchin', Coasters, Atco
- All Shook Up, E. Presley, RCA Victor
- C. C. Rider, C. Willis, Atlantic
- Come Go With Me, Del Vikings, Dot

- Little Darlin', Diamonds, Mercury
- Lucille, Little Richard, Specialty
- Over the Mountain, Johnnie & Joe, J & S
- I'm Walkin', F. Domino, Imperial
- Just Hold My Hand, C. McPhatter, Atlantic



**STAND BY FOR A HIT**

**STRONG POP PLAY—FROM THE FIRST DAY**

# **THE COMEBACK**

**B/W OVER LONELY AND UNDER KISSED**

# **FARON YOUNG**

**AND THE JORDANAIRE**

 **#4754**

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Tex Justus, of WBNL, Boonville, Ind., recently celebrated his 23d year in radio, which he put in in Owensboro, Ky.; Evansville, Ind., and Boonville, all within a 30-mile radius. "I'm playing nothing but live and recorded country and western music, and still going strong," writes Tex. . . . "I have 20 hours of country music a week and am short on records," writes Lewis Singleton Kanode Jr., deejay and vice-president of WBCR, Christiansburg, Va. "Would appreciate help from the artists and diskeries." Kanode's address is P. O. Box 1260, Christiansburg. . . . Gene Little, jockey at WPKE, Pikesville, Ky., reports that the station, which has been strictly pop, has gone over to c.&w. in the mornings and that he's sorely in need of country and gospel programming material.

"Country music continues to grow everywhere you look," typewrites Trav'lin' Dave Carter, who weaves the c.&w. platter output at Station CJLX, Fort William, Ont. "I've been reading a lot lately," continues Dave, "about the different stations and their success in introducing c.&w. programming. There's no secret to it. It's simply that stations are beginning to realize that c.&w. music best represents the true voice of America—simple, sincere, honest and full of good neighborliness. We had an 'Opry' night at Lakehead recently, with Kitty Wells, Johnny and Jack, Bill Phillips and the Tennessee Mountain Boys, and drew

YOUNG TALENT AN ALLEN TV SEG FEATURE

NEW YORK—Young musical talent will get a major new exposure medium when the Steve Allen TV show debuts on June 25. The 90-minute show, which will air five nights weekly, is being produced by Westinghouse Broadcasting Company and will be seen on the five WBC TV outlets in Boston, Baltimore, Cleveland, Pittsburgh and San Francisco, and is being syndicated to other stations, including WPIX, New York.

The old Steve Allen "Tonight" show, which preceded the Jack Paar program on NBC-TV in the late evening hours, launched such current stars as Eyde Gorme and Steve Lawrence. Allen plans to seek out relative unknowns for his new show and give them full-week bookings on the premise that five outings are required for the audience to develop a sustained reaction. If response is sufficient, artists will be retained beyond the contract period. First vocalist set is Philly Duke, a lass who has been singing on the West Coast-Las Vegas circuit. Vibe star Terry Gibbs also has been booked.

The show's executive staff has been filled out with the signing of Allan Sherman as producer and Donn Trenner as musical conductor.

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

a good crowd in the face of competition from the Ontario Sportsmen's Show, which was held the same night with Canada's Prime Minister present to open the show. We've scheduled another 'Opry' night for June 5 at Lakehead, with Porter Wagoner and the Wagon Wheels, Billy Walker and Norma Jean featured.

Jim Sudeath, of WKOA Radio, Hopkinsville, Ky., writes: "We're a 1,000-watter in what we consider a large listening area, being close to Fort Campbell. However, it's quite difficult to obtain the records we need for programming, especially c.&w. We're now programming two hours daily of c.&w. music, and though it isn't much, we still like to present the hit records as well as the new sounds. Will be grateful for any help accorded us." . . . Copies of Tex Williams' new one on Capitol, "A Hundred Years From Now" b.w. "How Do You Lie to a Heart," are available by writing on your station letterhead to Artists International, 15525 Romar Street, Sepulveda, Calif. . . . Charlie Cabaniss, who has "Country Jamboree" on WOHS, Shelby, N. C., each Saturday morning at 9, says he needs more records, particularly from Decca, Columbia and United Artists. Charlie reports that Marty Robbins' "Love Can't Wait" and Patsy Cline's "When I Get Through With You" are looking good in his area at the moment.

Lee Edmond, whose "Hi-Fi Country Round-Up" is heard 9-11 a.m. Saturdays and 9-11 p.m. Tuesdays on WFHA-FM, Red Bank, N. J., says he has one of the very few c.&w. shows in the New York Metropolitan area at the moment, but that he's having difficulty in getting sufficient programming material. . . . Cuzin Larry Lane, who has been conducting c.&w. platter shows in the Tampa sector for 14 years, is now on WZST there, which made its debut 14 months ago. Larry says he is spinning more c.&w. music to more of Florida than ever before, but that he has to depend largely on the artists for spinning material. He puts in a bid for more co-operation from the diskeries. WZST operates on 10,000 watts on a non-directional signal.

Smokey Smith, 2509 Westover Boulevard, Des Moines 22, is in need of country platters. Smokey spins 'em daily on the all-country station, KWKY, Des Moines. . . . Jolly Joe Nixon, of KVRE, all-country station at Santa Rosa, Calif., puts in a plea for c.&w. disks—old and new. . . . Station KWIN, Ashland, Ore., has just changed power and frequency and is now straight c.&w., 16 hours a day. Ron Holloway, KWIN program director, says the station's c.&w. record files are sadly lacking in material and he asks for help from artists and diskeries. . . . C.&w. jocks are invited to drop a line to Henry J. Sommers, P. O. Box 322, Silver Spring, Md., for a copy of his "Ole Country Music" as done by Rex Klingensmith on Process Records.

A request on your station letterhead to Omer Records, 15 First Street, West Springfield, Mass., will fetch you a copy of Johnny O'Brien and Lou Le Beau's new release, "Little Darlin'" b-w "You'll Never Know." . . . "Just a year ago," writes Jim Busby, music director at WALA-Radio, Mobile, Ala., "we changed formats from Top 40 to country music 19 hours a day, 5,000

Agency Okays New AM Bid

WASHINGTON—In spite of the FCC's partial freeze announced for new AM radio applicants, an agency hearing examiner last week gave tentative approval to a new station in the crowded Washington area and permitted wider coverage to a Delaware AM outlet. In case of appeal, final decision will rest with the Federal Communications Commissioners, otherwise the grant becomes final in 50 days under new FCC procedures.

The initial decision on a new AM for the Interurban Broadcasting Company, Laurel, Md., was made reluctantly after much soul-searching by FCC examiner, Thomas A. Donahue. Donahue said it was his job to decide on the basis of facts and rules, not on Commission policy. However, his personal opinion was that the new restraint on overcrowding in the AM service was strongly applicable here. Denying Interurban, and its losing competitor S. & W. Enterprises, would probably serve the best interests of the public and perhaps even the applicants themselves, was Donahue's wry conclusion.

The tentative winner, Interurban, at one time bought out competing Applicant deejay Milton Grant. Donahue said that between the "somewhat tarnished merits" of Interurban and S. & W. Enterprises, of Woodbridge, W. Va., he awarded the former because it will serve Laurel, Md., an old, established community too long without local expression.

Examiner Scores Both

The examiner scored both applicants as "snuggle up to the urban area" operations. In the "guise of serving outlets for small communities located on the periphery of large urban complexes," the snuggling station actually throws signals over substantial areas of the urban area, said Donahue. He termed applicants' claims of "primary" local service "flimsy" and "inadequate." Interurban signal will cover most, and S. & W. Enterprises would have covered at least half of the Washington population. Both locations are about 20 miles from Washington.

Basis for the choice of the Laurel outlet was chiefly on the seniority rights of the older Laurel, Md., community. S. & W. Enterprises, the losers, would have located in a new community known as Occoquan-Woodbridge Sanitary District.

However, this particular choice is not to be taken as a yardstick. Examiner Donahue points out that grants are not denied specifically because a community is very new, very small, or unincorporated as a town or city. Any "identifiable" community has a right to local expression in broadcast service, FCC has ruled. (Mercer Broadcasting Company and Musical Heights, Inc., are cited.)

The examiner found no objection at all to allowing the Georgetown, Del., Station WJWL to extend existing service. This grant is in line with both policy and rules. The Scott Broadcasting Corporation outlet will be truly primary, in local service, will not extend into urban Washington, will present no interference, and will fill in some sparsely serviced spots, Donahue said.

watts. Last week the new ratings came out and WALA has moved from the No. 9 spot to No. 1. We don't boast about it on the air, but the ratings are there for all to see. All we have done is to present the best country music in a warm friendly manner, without degrading anybody's intelligence. And the big credit goes to the recording artist, the recording companies, their a.&r. men, the writers and the musicians."

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217		12
2	3	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379		8
3	2	OLD RIVERS, Walter Brennan, Liberty 55436		9
4	6	SECOND HAND LOVE, Connie Francis, MGM 13074		4
5	4	P.T. 109, Jimmy Dean, Columbia 42338		10
6	9	FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 4368 (Extended Play)		4
7	5	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371		9
8	7	CATERINA, Perry Como, RCA Victor 8004		10
9	12	TEACH ME TONIGHT, George Maharis, Epic 9504		7
10	13	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273		4
11	8	MOST PEOPLE GET MARRIED, Patti Page, Mercury 71950		7
12	15	SNAP YOUR FINGERS, Joe Henderson, Todd 1072		3
13	10	YOU ARE MINE, Frankie Avalon, Chancellor 1107		11
14	11	MOON RIVER, Henry Mancini, RCA Victor 7916		25
15	14	COUNT EVERY STAR, Linda Scott, Canadian-American 133		9
16	—	THEME FROM BEN CASEY, Valjean, Carlton 573		3
17	—	HOW IS JULIE! Lettermen, Capitol 4746		4
18	17	LEMON TREE, Peter, Paul and Mary, Warner Bros. 5274		5
19	16	IF I CRIED EVERY TIME YOU HURT ME, Wanda Jackson, Capitol 4723		7
20	—	AL DI LA', Emilio Pericoli, Warner Bros. 5259		3

R.&R. Still Large

Continued from page 8

When WINS was purchased by the Westinghouse Broadcasting Company recently (sale still pending FCC approval) rumor had it that the chain would impose a non-rock and roll programming policy on WINS. However, Bill Kaland, Westinghouse's national program chief, said last week that while he would never support a rigid "Top 40" format, he believes in giving the public what it wants. If what it wants is raucous r.&r. then Kaland believes such platters should be included—but always along with other types of music.

In line with this, Don Ovens, WINS new music director, points out that WINS only programs the more raucous rock and roll disks during the late afternoon and evening time periods when teenagers are out of school. Ovens, who replaced Stu Walker at WINS, formerly was in the per-

sonal management field (managing Kaye Ballard, among others). Prior to that he was a promotional staffer at Capitol Records.

Another key personnel change took place at WINS last week, when veteran all-night spinner Jack Lazare was replaced on his Monday-Friday, midnight-6 a.m. show by George Tucker, ex-WNHC, New Haven, Conn., and Sunday sub for Lazare. Ted Steele, general manager of WINS, said the change was directed by a new sponsor, who wanted Tucker, to handle their commercials on a seven-day basis.

Meanwhile, practically all local stations are busily wooing New York audiences, via a flock of special programs, giveaways, and other promotions designed to lure more dialers to their wave lengths. (See separate story in this issue for a report on these New York station gimmicks.)

Fred Foster on European Trek

NEW YORK — Fred Foster, president of Monument Records, Hendersonville, Tenn., sailed Friday (25) on the U.S.S. France for a tour of 10 European countries to study market conditions and visit distributors.

Accompanying him abroad are his business adviser, Gunther Boris, of Offit-Borris, Baltimore; Monument's top artist, Roy Orbison, and composer-singer John D. Loudermilk. In several of the countries Foster's itinerary will coincide with the schedule of Orbison and Wesley Rose, of Acuff-Rose Publications, Nashville. Foster returns to the States June 24.

Scheck Forms Firm To Manage Talent; Inks Weston, Loren

NEW YORK — George Scheck, manager of Connie Francis, and president of Miss Francis' publishing firm, Francon Music, has formed Dexter Corporation, a talent management firm. Also associated with the new firm as music consultant and recording director, is George Francanero, father of the singer.

Initial pactees of the firm are singers Gary Weston and Johnny Loren. Weston is with Reprise and Loren records for Mercury. Another function of the new firm will be selection of tunes for pop singers. This, it was announced, will be under Francanero's direction.

# Theater Music Year a Rough One

• Continued from page 4

only sell for the season, but they continue to sell for years, and they sell again when the picture version of the show is issued.

A case in point is "West Side Story." The sales of the Broadway original cast album picked up all over again when the flick was issued. The original cast album of "West Side Story," on Columbia, is now over the 500,000 mark. The cast album of "Flower Drum Song," off the boards for two years, also just passed the 500,000 mark. "Camelot" went over the 700,000 sales mark a few weeks ago.

And of course, there are the classical examples of "South Pacific," "My Fair Lady" and "The Sound of Music"—all much better than million sellers. "Lady" is reportedly over 3,000,000 in worldwide sales. Columbia says that orders from distributors on its

Broadway show albums, with the publicity the firm gives them ahead of time in the field, averages close to 70,000 before the show opens on Broadway.

This is why there is now strong bidding going on for two of the hottest shows of the forthcoming 1962-1963 season. One of the shows is "Mr. President" by Irving Berlin; and the other is the as yet untitled Alan Jay Lerner-Richard Rodgers musical. The Lerner-Rodgers show won't require diskery backing, but it will require an extensive advertising and promotion campaign that will pass the \$100,000 mark.

Other shows coming up for next season that are already causing diskery excitement include the new Meredith Willson show, the English show "Oliver" and "Baker Street."

## Rosenberg-Coryell & Broadcast Management Agencies Join Forces

NEW YORK—The Rosenberg-Coryell Agency on the West Coast, headed by George Rosenberg and Bob Coryell, and Broadcast Management on the East Coast, headed by Marv Josephson, have joined forces. The two agencies will work as one immediately.

The Rosenberg-Coryell agency has been in the talent business for two decades in Hollywood. Broadcast Management was set up by Josephson seven years ago. Firms handle performers, actors, writers, commentators, directors, among other categories. Broadcast managers Dick Clark and Dick Gregory.

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

JUNE 2, 1962

BILLBOARD MUSIC WEEK 33

## NARM Delegates To Catch Fair When Parley Ends

CHICAGO—The National Association of Record Merchandisers will hold its mid-year meeting and sales conference at the Edgewater Beach Hotel August 26-29 so that NARM members may attend the World's Fair of Music which opens here August 31.

Person-to-person sessions between rack merchandisers and record manufacturers will again be held during the meet. Each manufacturer will have an appointment with each rack merchandiser, at which time the former are expected to present their upcoming fall and Christmas programs.

The regular NARM membership (record rack merchandisers) will

hold closed meetings on Sunday, August 26, and Wednesday, August 29, to discuss current and planned major projects.

Jules Malamud, NARM executive director, is handling registration for the meet, which is open to NARM members only. Kenneth Sachs (Merchants Wholesale Service, Detroit) and James Tiedjens (Musical Isle Record Corporation, Milwaukee) are co-chairmen for the mid-year meeting and sales conference.

## N. Y. Stations Shoot Works

• Continued from page 4

done its newly adopted "pretty music" format, the station will feature only oldies June 2 and 3. On that weekend, all WINS deejays will play golden records of the past 10 years. Dialers have been asked to submit the names of their favorite memory tunes, along with the approximate time they'd like WINS to play them.

They're giving away radios at WABC here in honor of National Radio Month. A table-model radio has been donated every day this month to community and public service organizations.

Station WNBC here, introduced a new "Audiobiography" feature last month. Starting May 14, the outlet aired the story of Benny Goodman's life, via conversations with the ork leader himself and liberal samplings of his recording career highlights. The series, carried in 10-minute daily segs, runs through Monday (28).

Station WHN here, introduced its new four-hour music spectacles Thursday (24) with a salute to Richard Rodgers. (See story on Rodgers elsewhere in this issue for details.)

## 'Al Di La' -- Tale Of Patience

PARIS—Patience in the record business can pay off. An example is the latest Warner Bros. single to enter the charts, "Al Di La," as sung by Emilio Pericoli. Originally the record was issued by the film diskery in the U. S. A. and internationally in March, 1961.

International director Bobby Weiss obtained the rights to the Italian vocal recording from the Italian label, Ricordi, in February, 1961. The song had copped first prize in the San Remo Song Festival. Weiss was convinced that the Italian melody stood a chance in the U. S. A. and geared the record for key Italian language markets (New York, San Francisco, etc.) Later in the year, WB film producer Delmar Daves, who was about to launch his "Rome Adventure" film shooting in Italy, heard the Pericoli-WB record. Daves wanted the Milan vocalist for the film, singing "Al Di La" exactly as recorded.

The payoff came after the film's premiere in the U. S. The demand for the WB single built, and the result is that in the past two weeks the Pericoli Italian language record has shot into the BMW "Hot 100."

Weiss secured world rights to the Ricordi master (except for Italy), and now all Warner Bros. Records distributes throughout the world are tying in on promotion of the film, using both the single and the sound-track LP of "Rome Adventure" (which includes "Al Di La"). Weiss will meet with Ricordi disk execs to obtain additional material by Pericoli for eventual WB Records release.

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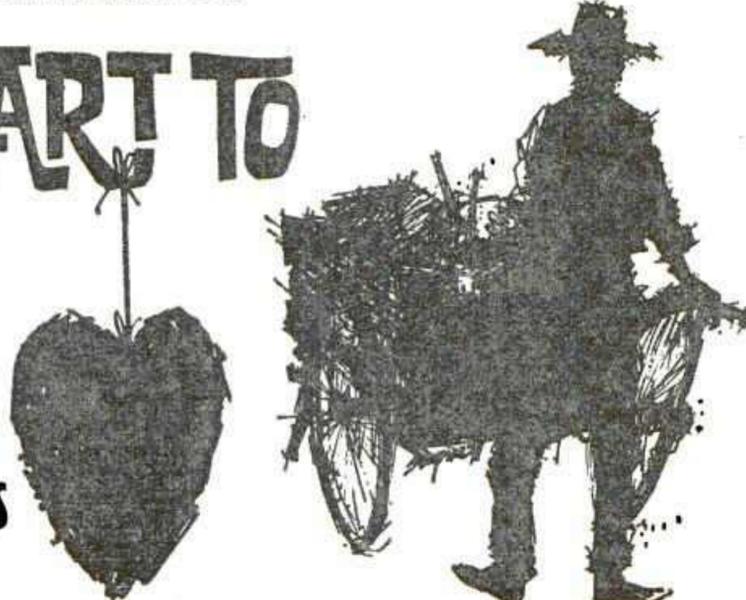
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						St. Louis RECORD MERCHANTISERS Skip Gorman • Al Chotin

● **Reviews of New Singles**

● *Continued from page 23*

★★★★ Mr. and Mrs. Millionaire—Another easy listening, relaxed ballad, sung in fine style by the mixed choral group. Fine string backing, too. (American, BMI) (2:20)

**CARMEN VILLANI**  
★★★★ *Al Di La*—CHANCELLOR 1114—The tune is currently featured in the film, "Rome Adventure," and the Emilio Percoll version has good action. This version, however, is well sung by the gal and it has a chance for plays. (M. Witmark & Sons, ASCAP) (2:55)

★★★ *Non Tendere La Mano*—(Debmar, ASCAP) (2:35)

**THE MAJORS**  
★★★★ *A Wonderful Dream*—IMPERIAL 5855—A lass with a piping voice carries the lead on this catchy side. Boys of the group back her up in fine style. Side also shows some fine combo support. (Travis & Rittenhouse, BMI) (2:02)

★★★ *Time Will Tell*—(Travis & Rittenhouse, BMI) (2:12)

**MOE MAHARREY AND BILL BLACK'S COMBO**  
★★★★ *Have You Ever Been Lonely*—MARLO 1527—The old Peter DeRose standard is handed an easy going interpretation here by the singer. Backing is by the Bill Black combo. Black also produced this master. (Affiliated, BMI) (2:10)

★★★ *Giddy-Upa-Ding Dong*—(Crossroads, BMI) (2:00)

**ROBIN CLARK**  
★★★★ *Tellin' Myself*—CAPITOL 4763—The young lass can't get the boy out of her mind. Side swings along nicely with strong rhythm work and teen type vocal group backing. (Four Star, BMI) (2:30)

★★★ *I Gotta Be Sure*—(Aldon, BMI) (2:10)

**STAN KENTON AND HIS ORK**  
★★★★ *Warm Blue Stream*—CAPITOL 4764—Here's a side that should be of interest to jockeys on a sweet sound format. The lovely ballad is sung by a new thrush with the band, Jean Arthur. The tune is handled softly but with dramatic impact by the ork. (Terl, ASCAP) (3:06)

★★★ *Come On Back*—(Leeway, ASCAP) (2:35)

**RICK SHAW**  
★★★★ *A Fool's Memory*—PRESIDENT 822—The boy has a quick-stepping weeper

here that is sung with conviction. Tune was written by Ernie Maresca, who has a hit item in "Shout Shout." Vocal chorus and combo add to the effectiveness of the side. (Kassner, ASCAP) (2:06)

★★★ *Young and in Love*—(Syndicate, BMI) (2:12)

**LAFAYETTES**  
★★★★ *Life's Too Short*—RCA VICTOR 8044—An effective performance by the lead here on a medium beat item which makes effective use of a chattering rim-shot percussion effect. Has a sound. (Duchess, BMI) (2:19)

★★★ *Nobody But You*—(Duchess, BMI) (2:19)

**THE CHALLENGERS**  
★★★★ *Who Shot the Hole in My Sombrero*—CHANCELLOR 1105—Lifting effort is handed a strong instrumental go by the group and the side really moves, aided by whistles and yells, etc. Interesting side for boxes. (American, BMI) (1:58)

★★★ *The Butterfly*—(American, BMI) (2:14)

**JOE DOWELL**  
★★★★ *Little Red Rented Rowboat*—SMASH 1759—In the tradition of "Itsy Bitsy" is this happy novelty effort sung brightly by Dowell over strong support from the ork and the chorus. Side is headed for a lot of action. (Reis, BMI) (2:30)

★★★ *The One I Left for You*—(Sure-Fire, BMI) (2:48)

**JERICO BROWN**  
★★★★ *Bluebird*—CHANCELLOR 1104—Bright swinger receives a listenable performance from the warbler over moving ork support. (Rambled, BMI) (2:00)

★★★ *These Are the Things*—(Rambled, BMI) (2:30)

**THE VALADIERS**  
★★★★ *Because I Love Her*—GORDY 7003—The Detroit sound is very much evident on this sweeping vocal record by the group. Lead sings the rockaballad with wild phrases and supporting band holds the tempo firm, could do well with the teens. (Jobete, BMI) (2:35)

★★★ *While I'm Away*—(Jobete, BMI) (2:43)

**THE SUPREMES**  
★★★★ *Your Heart Belongs to Me*—MOTOWN 1027—The South Pacific sound shows a bit on this dishing which features the debut of the girls in strong fashion. Smart arrangements might make this one to watch. (Jobete, BMI) (2:32)

★★★ *(He's) Seventeen*—(Jobete, BMI) (2:34)

**GENE AND WENDELL**  
★★★★ *Hot-Cha-Ha-Love*—RAY STAR 888—Here's a rocker ballad with a Latin rhythm base. Beat is catchy here. Lad's following could dig this infectious dishing. (Laster-Bloor-H. H., BMI) (2:01)

★★★ *Party Time*—(Laster-Bloor-H. H., BMI) (2:03)

**CHRIS KENNER**  
★★★★ *Let Me Show You How (To Twist)*—INSTANT 3247—On the order of Chris Kenner's hit "I Like It Like That," is this cheery and catchy novelty effort that has a chance to happen. It has the stops and the infectious quality that means action. (Tune-Kel, BMI) (2:26)

★★★★ *Johnny Little*—Chanter shouts the words to this New Orleans-styled novelty, as he explains about the troubles besetting Johnny Little. A bright side for the teen crowd, especially in the South. (Tune-Kel, BMI) (2:24)

**TOMMY ROE**  
★★★★ *Sheila*—ABC - PARAMOUNT 10329—This tune has a novel rhythmic base. Rolling drum effects with guitar and vocal chorus form the background for the singer. Side could catch some attention. (Eager-Nitetime, BMI) (2:02)

★★★ *Save Your Kisses*—Tuneville-Nitetime, BMI) (2:29)

**BUDDY LEE**  
★★★★ *Teen Town U.S.A.*—BRUNSWICK 55228—Rocking r.&b. ditty is chanted with exuberance and drive by Lee. Infectious tempo. Strong teen-appeal disk. (Merrimac, BMI) (2:00)

★★★ *Aln't That Right*—(Merrimac, BMI) (2:25)

**SAN REMO FESTIVAL ORK**  
★★★★ *Al Di La*—CORAL 62320—The romantic theme from "Rome Adventure" is wrapped up in lyrical instrumental treat-

ment. Pretty programming item. (Witmark, ASCAP) (2:56)

★★★ *Vola, Colomba*—(Alamo-BIEM, ASCAP) (2:02)

**LITTLE JO ANN**  
★★★★ *Macaroni (Caroline's Pony)*—KAPP 467—Instrumental treatment of a theme that's dedicated to Caroline Kennedy's pony. Simple, oft-repeated theme is played by penny whistle against easy, trotting rhythm. An attractive outing. (Gretaviv, ASCAP) (2:06)

★★★ *My Daddy Is President*—(Gretaviv, ASCAP) (1:50)

**APPALACHIANS**  
★★★★ *All My Trials, Lord*—ABC-PARAMOUNT 10331—Side is done in a semi-calypto style and in soft tones. It's the folk melody that has been titled "Hush Little Baby." The boys are assisted by a vocal chorus. (Pamco, BMI) (2:57)

★★★ *Cleopatra, Queen of the Nile*—(Nite-time, BMI) (2:33)

**HUGO WINTERHALTER AND HIS ORK**  
★★★★ *My Gelsha*—RCA VICTOR 8043—The theme from the forthcoming pic is treated in soft, lush instrumental terms by the large ork here. The side is a perfect soft sound programming item. (Famous, ASCAP) (2:23)

★★★ *The Honey Bucket Brigade*—(Gregory, ASCAP) (3:12)

**THE CHALLENGERS**  
★★★★ *Honey, Honey, Honey*—TRI-PHI 1012—Fervent reading by lead singer and group on moving gospel-flavored tune with dual market (pop and r.&b.) appeal. (Fuqua, BMI) (2:48)

★★★ *Stay With Me*—(Fuqua, BMI) (2:30)

**ROSS BAGDASARIAN**  
★★★★ *Armen's Theme*—LIBERTY 55462—This new version of the oldie, played by a gimmicked piano, which should strike the fancy of many jocks, especially those on the better music stations. Worth exposure. (A.B.C., ASCAP) (2:18)

★★★ *Russian Roulette*—(A. B. C., ASCAP) (2:18)

**LINDA BRANNON**  
★★★★ *Deep Inside Me*—PHILIPS 40016—Interesting arrangement is the outstanding characteristic on this ballad. The lass sings the lyric with understatement while ork and chorus assist. Watch this. (Lowery, BMI) (2:15)

★★★ *What Else Could I Do But Cry*—(MRC, BMI) (2:38)

**G-CLEFS**  
★★★★ *Make Up Your Mind*—TERRACE 7507—Attractive chanting by the group on solid medium tempo rhythm tune. Dual market appeal—pop and r.&b.—especially to the teen set. (Greta, BMI) (2:12)

★★★ *They'll Call Me Away (This Is My Country)*—(Press, ASCAP) (1:56)

**★★★ MODERATE SALES POTENTIAL**

**GIL HAMILTON**  
★★★★ *Tell Her (Robert Mellin, BMI) (2:22)* — ★★★★★ *In Time (Sylvia, BMI) (2:35)*

**SCHOOL BELLES**  
★★★★ *Valley High (American, BMI) (2:28)* — ★★★★★ *Don't Believe Him (American, BMI) (2:48)*. CREST 1104

**CINDY SUE**  
★★★★ *Angry (Melrose, ASCAP) (1:50)* — ★★★★★ *You Forgot to Return My Heart (Goldband, BMI) (2:35)*. ERA 3079

**THE CAVALIERS WITH LLOYD NASH**  
★★★★ *I Wanna' Know (Gum, BMI) (1:58)* — ★★★★★ *Put Your Trust in Me (Gum, BMI) (2:29)*. GUM 1002

**THE VALIANTS**  
★★★★ *You Are the Angel I Love (Brown & Green, BMI) (2:38)* — ★★★★★ *Hey Over There (Brown & Green, BMI) (2:23)*. ALLRITE 527

**THE RENDEZVOUS**  
★★★★ *Congratulations, Baby (Atlantic, BMI) (2:13)* — ★★★★★ *Faithfully (Atlantic, BMI) (1:55)*. REPRISE 20089

**SAMMY MASTERS**  
★★★★ *Stick Around Joe (American, BMI) (2:40)* — ★★★★★ *Star Without a Heaven (American, BMI) (2:25)*. GALAHAD 506

**THE VICE-ROYS**  
★★★★ *Down Beat Blues (Barthel, ASCAP) (2:00)* — ★★★★★ *Don't Let Go (Roosevelt, BMI) (2:17)*. E'DEN 9001

**THE VIBRATIONS**  
★★★★ *Money (2:36)* — ★★★★★ *Side Winder (2:00)*. CUCA 1073

**THE MAGNETICS**  
★★★★ *The Train (B. G. & C., BMI) (2:21)* — ★★★★★ *Where Are You? (B. G. & C., BMI) (2:09)*. ALLRIGHT 620

**MARTY BRONSON**  
★★★★ *The River (Mellin) (2:29)* — ★★★★★

*In Your Arms (Mellin) (2:35)*. NORMAN 520

**NORMA RIVERS**  
★★★★ *Three Million Tears (Acuff-Rose, BMI) (1:53)* — ★★★★★ *Jealous Heart (Acuff-Rose, BMI) (2:25)*. VASSAR 324

**DINAH SHORE**  
★★★★ *That'll Show Him (Butten, ASCAP) (2:32)* — ★★★★★ *Just a Brief Encounter (Swanee, ASCAP) (2:56)*. CAPITOL 4774

**THE SEMINOLES**  
★★★★ *It Takes a Lot (Kapa-Vandor,*

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PEACOCK 1853  
MIGHTY CLOUDS OF JOY  
"TIME HAS CHANGED"  
AND  
"I LOVE JESUS SO"  
PEACOCK 1857  
HEADING FOR THE CHARTS  
EARL FOREST  
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AND  
"BEALE STREET POPEYE"  
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**BMI** (2:25)—★★★ **I Can't Stand It** (Kapa-Vaudor, BMI) (2:35). CHECKMATE 1012

**CHET PETERS**  
★★★ **A Devil Inside** (Backwoods, BMI) (2:31)—★★★ **Come Back Home** (Backwoods, BMI) (1:45). FLO-JO 4093

**GENE ROYE**  
★★★ **I'd Do It All Over Again** (Cupid, BMI) (2:35) — ★★★ **Full Time Lover** (Cupid, BMI) (2:15). CYCLONE 122

**BAL PALMER**  
★★★ **I Put Her on a Pedestal** (Home Folks, BMI) (1:59)—★★★ **Baby Come Back to Me** (Douglas-Davillo, ASCAP) (2:34). VASSAR 325

**DAVE AND SHADOWS**  
★★★ **Blue Down** (Kapa, BMI) (1:28)—★★★ **Here After** (Kapa, BMI) (2:37). CHECKMATE 1011

**JACK LaFORGE**  
★★★ **What's New** (Witmark, ASCAP) (2:49)—★★★ **Far Away Places** (Laurel, ASCAP) (2:51). RIO 1003

**LORIN AND THE ROBINS**  
★★★ **Everybody Ought to Have a Maid** (Chappell & Company, ASCAP) (2:15)—★★★ **Algiers** (Beechwood-Lorin, BMI) (1:55). CAPITOL 4775

**BAN-LONS**  
★★★ **I Like It** (Stone & Cook, BMI) (2:15)—★★★ **Hey Good Lookin'** (Acuff-Rose, BMI) (2:07). FIDELITY 4056

**MARY MILLER**  
★★★ **Don't Hurt Me** (Arch, ASCAP)

(2:47) — ★★★ **Impatiently** (Osborne, BMI) (3:00). REPRISE 20081

**JAN BRADLEY**  
★★★ **We Girls** (Janjo-Curtom, BMI) (1:52)—★★★ **Curfew Blues** (Janjo-American, BMI) (2:12). FORMAL 1014

**WEE WILLIE**  
★★★ **Down Yonder** (LaSalle) (2:05) — ★★ **Dardanella** (Fisher) (2:03). HEART-BEAT 10

**JOE RICHIE**  
★★★ **Across the Bay Twist** (Twin Oaks, BMI) (2:25) — ★★ **Forever Christine** (Open Road, BMI) (2:41). BUDDY 122

**HAROLD L. AND OFFBEATS**  
★★★ **Connie** (Happy Hearts-AME, BMI) (2:41)—★★★ **Three Years** (Happy Hearts-AME, BMI) (1:55). HAPPY HEARTS 124

**JIMMY WISE**  
★★★ **Lonely Thoughts** (Bee-Line, BMI) (2:10)—★★★ **A House Divided** (Bee-Line BMI) (2:45). GALAHAD 507

**MICKEY PRESS**  
★★★ **The Greatest Lover of Them All** (E. B. Marks, BMI) (2:30)—★★★ **Speak to Me** (E. B. Marks, BMI) (2:55). DAY-HILL 2010

**FLEET TOMLINSON AND SONNY STEVENS**  
★★★ **Bumping Knees** (Arlen) (2:05)—★★★ **Little Miss Muffett** (Arlen) (2:35). ARLEN 507

**ACE CANNON**  
★★★ **Blues Stay Away From Me** (Lois, BMI) — ★★★ **Kentucky Twist** (Lambert, BMI). REKA 299

**KAI-RAI**  
★★★ **They Call It the Blues** (1:55)—★★★ **If I Could Write a Song** (Lingua-Musica, BMI) (2:55). LODESTAR 3005

**THE RAYS**  
★★★ **Are You Happy Now?** (Saturday-Pao, ASCAP) (2:31) — ★★★ **Brown Eyes** (Saturday-Pao, ASCAP) (2:27). PERRI 1004

**JOHNNY RIVERS**  
★★★ **To Be Loved** (Regent, BMI) (2:18) —★★★ **Too Good To Last** (Rambled, BMI) (2:36). CHANCELLOR 1108

**JOHN HUGHEY**  
★★★ **Wallin'** (Beckle) (2:30) — ★★★ **The Slip** (Beckle) (2:10). PEN 112

**DINO MATTHEWS**  
★★★ **Nenore** (Wildon, BMI) (2:35)—★★★ **The Girl That I Love** (Wildon, BMI) (2:15). DOT 16365

**IRMA FRANKLIN**  
★★★ **Dear Momma** (Winlyn-Big Pack, BMI) (2:40) — ★★★ **Never Again** (Spanka-Tybee, BMI) (2:31). EPIC 9516

**BETTY JOHNSON**  
★★★ **I Dreamed** (Cherio, BMI) (1:52) —★★★ **Luna Caprese** (Zodiac, BMI) (2:27). REPUBLIC 2026

**RED PRYSOCK**  
★★★ **Old Folk** (Remick, ASCAP) (3:20) —★★★ **Quick As a Flash** (Hollywood, ASCAP) (2:05). KING 5644

**DAVEY JONES**  
★★★ **I'm in Pain** (Sherlyn, BMI) (2:22) —★★★ **Let's Do It** (Sherlyn, BMI) (2:26). APT 25064

**JERRY LEWIS**  
★★★ **My Mammy** (Bourne - Warock-Donaldson, ASCAP) (2:34) — ★★★ **Let Me Sing and I'm Happy** (Berlin, ASCAP) (2:02). DECCA 31400

**LEONARD JEWEL SMITH**  
★★★ **Here Comes the Night** (Paris 3 & 4) (Delanier, BMI) (2:59) (2:14). DELANIER 001

**TONNI KALASH**  
★★★ **Shuckin'** (Moonlight, BMI) (2:08) —★★★ **The Boss** (Briarcliff, BMI) (2:15). KING 5646

**THE ESCORTS**  
★★★ **As I Love You** (Northern, ASCAP) (2:29)—★★★ **Gaudemus** (Champion, BMI) (2:30). CORAL 62317

**★★★★ STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**JOHNNY BOND**  
★★★★ **Mister Sun** (Take Your Time Going Down)—SMASH 1761—Bond would just as soon the sun didn't go down on this weeper which has much to recommend it. The lyric is sung with backing which features harmonica and vocal chorus. (Vidor, BMI) (2:36)

★★★★ **I'll Step Aside**—A fast stepping weeper here that features country combo harmonica and vocal chorus in support. (Hill & Range, BMI) (2:10)

**DONNY YOUNG**  
★★★★ **Not Much I Don't**—MERCURY 71981—This country weeper is handled in convincing style by Young. He sings against a fine backing that's created in the country image with chorus and combo. (Tree, BMI) (2:20)

★★★ **I'd Come Back to Me**—Tree, BMI) (2:22)

**JONIE MOSBY**  
★★★★ **The Answer to "Charlie's Shoes"** —COLUMBIA 42449—This is the answer to the country hit "Charlie's Shoes." The lass sings the fetching lyric and it's a complaint about the way "Charlie's" successor treats her. Strong but simple arrangement features banjo strumming and vocal chorus. (Pamper, BMI) (2:21)

**JOHNNY AND JONIE MOSBY**  
★★★★ **I'd Fight the World**—Fine dueting by the pair is the predominant feature of this lament sung with conviction. Simple backing features piano and guitar. (Pamper, BMI) (2:14)

**JOHNNY AND JACK**  
★★★★ **Slow Poison** — DECCA 31397—Humorous delivery by duo on bouncy country ditty with funny lyrics. Spinnable wax for c.&w. jocks. (Simson, ASCAP) (2:01)

★★★★ **You'll Never Get a Better Chance Than This**—Effective lyric on this catchy country tune which is sung with personality by the boys. Solid guitar work on backing. (Tree, BMI) (2:00)

**MARGIE BOWES**  
★★★★ **You're Still a Part of Things**—MERCURY 71971 — A scintillating and earthy performance by Miss Bowes on this tortured weeper. The side has much pop appeal with chorus and easy arrangement with a pronounced beat that almost puts it into the rockaballad category. (Barton, BMI) (2:20)

★★★ **Hammer and Nails**—(Arch, ASCAP) (2:20)

**SACRED**

**BILL FRANKLIN**  
★★★★ **Space Flight** — LOYAL 118 — An unusual sacred item sung by Franklin that equates death to a space flight. Reverent lyric is in good taste and the singer has style backed simply by guitar. (Wal-Fran, BMI)

★★★ **God and Glenn**—(Wal-Fran, BMI)

**INTERNATIONAL**

**JOE SENTIERI**  
★★★★ **Come Serenata** — VESUVIUS 1057—Familiar classical theme forms the basis for this beautifully performed side. Tune is done in a rumba tempo with fine singing in Italian from the well-known Italian singer. Lush backing adds much to the side. (BIEM) (2:33)

★★★★ **Oltre L'Amor**—Sweet, lovely ballad well sung in the Italian language by Sentieri. Backing is lush, full of strings. (BIEM) (2:56)

**★★★ MODERATE SALES POTENTIAL**

**COUNTRY & WESTERN**

**ART YORK**  
★★★ **Hello Angel** (Bee-Line, BMI) (2:15) —★★★ **The Same Story** (Bee-Line, BMI) (2:20). GALAHAD 504

**COUNTRY JOHNNY MATHIS**  
★★★ **I'm Still in Love** (Glad, BMD) (2:01)—★★★ **Every Road Must Have a Turn** (Glad, BMI) (2:14). UNITED ARTISTS 460

**SONNY BURNS**  
★★★ **Bricks and Mortar** (Glad, BMD) (2:33) — ★★★ **And Then Some** (Glad, BMI) (2:29). UNITED ARTISTS 461

**MARGIE AND JESS LEE**  
★★★ **A Vision of You** (Jack Howard, BMI) (2:47)—★★ **Honeybee Love** (Mary Hill, BMI) (2:10). SKYROCKET 1005

**SAMMY MARSHALL**  
★★★ **The Next Tear That Falls** (McGinty, ASCAP) (2:45) — ★★ **Tears and Champagne** (McGinty, ASCAP) (1:56). PLEDGE 104

**RUFUS SHOFFNER AND JOYCE SONGER**  
★★★ **East and West Border** (Jimmie Skinner, BMI) (2:49)—★★ **Orbit Twist** (Jimmie Skinner, BMI) (2:32). AMERICAN ARTIST 7317

**COY WERLEY**  
★★★ **Rock Bottom Luck** (Belem, BMI) (2:56)—★★ **The Same Old Key** (Belem, BMI) (2:12). SORADO 1100

**BILL DUDLEY**  
★★★ **Get Your Old Friend Off Your Mind** (Backwood, BMI) (2:15)—★★★ **I'm Just Here to Get My Baby Out of Jail** (Starday, BMI) (2:40). NASHVILLE 5064

**RENO AND SMILEY**  
★★★ **Whe It's Time for the Whip-Poor-Will to Sing** (Peer, BMI) (2:18)—★★★ **Washington and Lee Swing** (2:35). KING 5650

**RAY STARR**  
★★★ **(Caught) in the Middle of Two Hearts** (Lois, BMI) (2:45)—★★★ **I Have to Laugh to Keep From Crying** (Lois, BMI) (2:54). KING 5652

**TOMPALL AND THE GLASER BROTHERS**  
★★★ **I Can't Remember** (Glaser, BMI) —★★★ **I'm Losing Again** (Cigma, BMI). DECCA 31398

Continued on page 36

# THUMBS AND GINNY



# RECORDS

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## BILLBOARD MUSIC WEEK

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



Jubilee is issuing an EP with Rusty Warren for juke box operators. . . . Paintings by Burt Goldblatt are being exhibited at the Smithsonian Institute in Washington as part of the First International Jazz Festival hoop-la there. Jack Maher

**NEW SMASH!**  
**I'M NO FOOL ANY MORE**  
**THE FLAMINGOS**  
END 1111

**JOHNNY TILLOTSON**  
His Newest Chartmaker!  
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**Gary "US" Bonds**  
**"SEVEN DAY WEEKEND"**  
b/w  
**"GETTIN' A GROOVE"**  
Legrand 1019  
Distributed nationally by  
**RUST RECORDS**

- 5 Smash Hits breaking Wide Open!
1. "I'LL NEVER DANCE AGAIN" Bobby Rydell
  2. "POTATO PEELER" Bobby Gregg
  3. "BRISTOL TWISTIN' ANNIE" The Dovells
  4. By Demand . . . "GRAVY" Dee Dee Sharpe
  5. "THE WAH-WATUSI" The Orions

**HEADED FOR HITSVILLE!**  
**CHARLIE RICH**  
**EASY MONEY**  
b/w **MIDNITE BLUES**  
Phillips Int. #3576  
639 Madison Memphis, Tenn.

**Reviews of New Singles**

Continued from page 35

**RHYTHM & BLUES**

**BETHA AND THE CAP-TAINS**  
★★★ Revenue Man (Claiborne, BMI) (2:00) — ★★★ Crazy About a Woman (Claiborne, BMI) (2:20). LOOP 100

**POLKA**

**ROCKETS**  
★★★ Rocket Polka (Band Box, ASCAP) (2:10) — ★★★ Buona Notti (Band Box, ASCAP) (2:21). BAND BOX 279

**LIMITED SALES POTENTIAL**

**POPULAR**

**SONNY MARCELL**  
Topsy Ipsy (Buck, BMI) (1:26)

**MYSTERY GIRL**  
One, Two, Three Play (Buck, BMI) (1:58). FRANK LYLE BUCK 101

**PATTY JONES**  
Rosy (Millicent, BMI) (2:10) — I'm In a Hurry (Millicent, BMI) (2:25). GATEWAY 301

**KRIS ARDEN AND ORK**  
Three Times Around the World (McGinty, ASCAP) (2:33) — Losing You (McGinty, ASCAP) (2:05). ROXIE 319

**PAUL ROMERO**  
First Day of Spring (Aspen) (2:14) — Sit and Cry (Aspen, ASCAP) (2:35). ASPEN 100

**TONY LOBIS**  
Rockabye Your Baby (Warock-Mills, ASCAP) (2:05) — Besame Mucho (Peer, BMI) (1:59). JEFLO 210

**RUSS STARMAN**  
Little Eva (Rhetta, BMI) (2:10) — I'll Be Seeing You (Williamson, ASCAP) (2:15). QUESTION MARK 102

**HELEN AND DICK BOUCHARD**  
Never on Sunday — My Happiness. BROADCAST 900

**COUNTRY & WESTERN**

**HANK THE DRIFTER**  
Cheaters Never Win (Andrade, BMI) (2:04) — Gold River Blues (Andrade, BMI) (2:37). NEW ENGLAND 1007

**HANK THE DRIFTER**  
Bill Collector Blues (Andrade, BMI) (2:50) — I'm Crying My Heart Out (Andrade, BMI) (2:48). NEW ENGLAND 1006

**RAY WOLFF**  
The Silver Chalice (Tronic, BMI) — Birds of the Air (Tronic, BMI). DIXIE 965

**GOLDIE FIELDS**  
No Time for Love (Sage & Sand) (2:00) — Blue Diamonds and Pink Pearls (Sage & Sand) (2:25). SAGE 353

**JIM HALL**  
Don't Be Jealous Baby (Griggs, BMI) (1:48) — Teen-Agers' Moon (Sunburst, BMI) (2:39). TONI 108

**MUSIC AS WRITTEN**

Continued from page 20

body Loves You." . . . Sam Fox Music has acquired the score to the Bob Colby musical, "Half Past Wednesday," being released by Columbia Records. Fox will publish a vocal score of the show and license performance rights to schools and amateur theatrical groups. . . . Ray Passman is the co-writer of the tune, "Seymour," just out on the Scepter label, which is getting some local action.

Joseph Bissell, of Woodside, a recording engineer for Decca Records the past 12 years, died at 58. He leaves his wife, Dorothy, and a son, Joseph Jr. . . . Pete Pungitire is flipping about his Orchid label release of "Mighty John Glenn" with Peter Columbo. Says it is getting action in New England. . . . Oscar Brown Jr. is set for a week at Philadelphia's Showboat in July. . . . Steve Lawrence takes over the "Tonight" TV show the week of June 18. . . . Oscar Brand will appear at the NAMM convention in New York June 26-27. . . . Herman Chittison has waxed a brace of LP's for the new L'Elegant label. . . . The American Academy of Arts & Sciences has elected maestro Erich Leinsdorf a Fellow of the Academy.

Rocky Rolf, head of Pelican distribs in New Orleans, became the father of a fourth son, Christopher Charles, last month. . . . Chess Records has picked up the master of "Dr. Ben Casey" on the Tuba label, cut by ex-Detroit deejay Mickey Shore. . . . Art Hudson's pact with Aabco label has been taken over by United Artists, who will change his name to Hoyt Hudson for the first release. . . . Bob West, head of Texas Distributors, Houston, became the father of a second son last month. . . . Ned Lapatin has moved to the Joseph Zamoiski Distributing Company in Baltimore as promotion manager for Warner Bros. Records in that area. . . . Nashville thrush Kaye Golden has signed with the Tempwood V label of Starkville, Miss. . . .

**Pittsburgh**

Paul Anka canceled out of his Holiday House booking, beginning June 8, so his week will be filled the first three days by Jerry Lee Lewis with Frankie Avalon substituting the final four. . . . Frankie Laine and Jack E. Leonard starred in an industrial show at the Civic Auditorium May 24.

Don Cornell goes into the new Caravan Club in New Castle May 30, to be followed by Frankie Yankovic, and the Tommy Dorsey orchestra. June Valli, current at the Vogue Terrace, will be followed by the Four Coins, Al Alberts and the Inks Spots.

The Horizon Room and her Pepsi-Cola sponsors tossed a luncheon at the Variety Club for Joanie Sommers on her opening day (May 21) at the airport room. . . . Distrib execs Bill Lawrence and Glenn Miller will host their next beer-and-cheese party June 6 at the Penn-Sheraton Hotel. . . . Stan Ediss, Dot branch manager, reports brisk sales for Lawrence Welk's "Elephant Walk." Leonard Mendlowitz

**Chicago**

Jane Morgan and Earl Wrightson open July 9 for a three-week stay at the Melody Top Theater in suburban Hillside, Ill. The pair will star in "Kiss Me Kate." This marks Miss Morgan's stage debut in Chicago. Phyllis Diller follows in "Wonderful Town," opening July 30 and running through August 12. . . . Ron Terry's Dancing Party from the Aragon Ballroom premiered Friday (25) on WGN Television. The theme of the new shows is "Let's Dance Again." Also featured on the show are singer Elaine Rodgers, the Terrytones Trio, the Terry Dancers, and specialty singer Austin Little.

Stereo Records comedy star, Woody Woodbury, opened at Chicago's Mr. Kelly's May 28. The man who founded the BITOA (Booze Is the Only Answer) Club, is making his first Windy City appearance. . . . Cy Coleman, composer of "Little Me," and his "Wildcat" quartet opened at the London House May 22. . . . WLS here has appointed Peitscher, Janda Associates as the new public relations counsel for the American Broadcasting-Paramount Theaters, Inc., owned-and-operated station.

Bernard Yuffy, Chicago-based pianist-composer and writer of the song, "Peyton Place," is celebrating his seventh year as pianist at Morton's Surf Club here. Steve Schickel

**Nashville**

Decca's Roy Drusky was in Bradley Studio Thursday (24) for a session directed by Owen Bradley. . . . Burl Ives etched for Decca Friday (25) and Saturday (26). . . . RCA Victor's Chet Atkins has been working on a religious album which Anita Kerr is producing for label's religious a.&r. man, Darol Rice. . . . Chet's new single is "Down Home" c/w "Melissa." . . . RCA Victor photog, Dave Hecht, was in town last week for pix of the label's Nashville artists. . . . Cy Cohen hit town last week for his first visit here in several years. . . . Hank Snow returned here last week after p.a.'s in Germany. . . . Newest release for RCA Victor's Jimmy Elledge is "Diamonds" b/w "Bo Diddley."

Trinity Music's Irwin Schuster, in Nashville last week on business, and infoes that his firm's "Green Door," by T. Tommy on Phillips, is getting good reaction in New York and on the West Coast. Harvey's Record Department's Louis Buckley says the disk continues to climb in across-the-counter sales here and in mail orders from across the country.

Jim Reeves and Dean Manuel joined Alex Zanetis in Panama City last week for some rewarding Florida fishing. . . . Fred Foster, Roy Orbison and John D. Loudermilk sailed for a month's tour of European countries last week. While there, Fred will set up Monument Records distribution on the Continent; Roy will promote his latest Monument etching, and John will put in a good word for his RCA Victor releases. . . . Owen Bradley and wife Katherine launched Decca phono sales meeting here (25-27) with party at their home Friday (25). Large array of Decca execs included Milton Rackmil, Sydney Goldberg and Marty Salkin. Pat Twitty

**LAFF-RIOT OF '62**  
**"DR. BEN BASEY"**  
by  
**MICKEY SHORR**  
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**BALLAD HIT!**  
**"DEAR MAMA"**  
by  
**TONI WILLIAMS**  
CHESS #1824

**THE DELLS**  
have another smash  
**"GOD BLESS THE CHILD"**  
ARGO #5415

**A NEW GROUP—A NEW HIT!**  
**"IT TAKES A LOT"**  
by the  
**SEMINOLES**  
CHECKMATE #1012

**SEE IT NOW!**  
...our life-saving film for women—**BREAST SELF-EXAMINATION.** You'll learn how to examine your breasts for signs that might mean cancer—and that should send you immediately to your physician.  
Although many are saved from this major enemy of women, many more thousands could be saved with early diagnosis and proper treatment. You can take the first step to ensure earlier diagnosis by examining your breasts monthly.  
BREAST SELF-EXAMINATION will give you all the details. See it now! Call your local Unit of the  
**AMERICAN CANCER SOCIETY**

**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 BETWEEN  
\$201 AND \$300**

Pos. This Issue	Pos. 3/3/62 Issue	Brand	% of Total Points
1	1	Magnavox	34.2
2	3	Motorola	14.4
3	—	Curtis-Mathes	7.3
4	5	Zenith	7.1
5	3	Voice of Music (V-M)	6.3
6	—	Webcor	4.9
7	6	Stromberg-Carlson	3.2
8	2	RCA Victor	3.2
		Others	19.4

**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.

- LIBERTY**—Expires May 30, 1962. Started April 16, 1962. Fifteen per cent discount is offered on Julie London's new "Love Letters" LP.
- LIBERTY**—Expires May 31, 1962. Started May 1, 1962. Four is a Crowd-Puller. A 15 per cent discount on four new LP's.
- RCA VICTOR**—Expires May 31, 1962. Started April 16, 1962. Recorded Tape Program. Label is offering distributors a 10 per cent discount on purchases from their complete four-track reel and tape cartridge catalog, plus the new May releases.
- LIBERTY**—Expires June 8, 1962. Started April 30, 1962. Spring Sales Recipe. A 15 per cent discount on two new Bobby Vee and one new Timi Yuro LP, plus complete back catalog on each artist's LP's.
- MERCURY**—Expires June 15, 1962. Started May 7, 1962. Summer album sales program. Label is offering 15 albums free for every 100 purchased.
- LIBERTY**—Expires June 18, 1962. Started May 7, 1962. Chipmunk Profit Headlines. A 10 per cent discount on new Chipmunk, plus entire album catalog, LP's and EP's.
- 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.
- 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."
- SMASH**—Expires June 30, 1962. Started May 7, 1962. Sounds of Spring. A 10 per cent discount on all merchandise, including new releases.
- 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.
- 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.
- 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."

**3M Scotches  
1 7/8 Cartridge  
Tape Rumors**

**No Demo for NAMM;  
Pre-Xmas Target Date**

ST. PAUL—Rumors that the Minnesota Mining and Manufacturing Corporation would demonstrate a new-style cartridge tape playback-recording unit at the forthcoming Music Merchants Trade Show in New York, have been firmly denied by a company spokesman.

The device, a prototype of which was shown in New York to a group of members of the Institute of Radio Engineers several years ago, is known to have posed numerous problems in its developmental stages, partly at least, because of the 1 7/8 i.p.s. speed at which it is designed to operate. The unit is also expected to include a device for stacking tapes, much as records are stacked on a changer.

The spokesman, who admitted that various target dates have been set and missed over the past year, said it was certain that the unit would not be shown at the NAMM Convention. "We hope now that we may have it ready for next fall's pre-Christmas selling season but we are not even certain on that," he added.

It is known, however, that when the unit finally hits the market, Columbia Records will be the supplier of the initial tape repertoire. The company, whose engineering wing in the CBS family, under Dr. Peter Golmark, helped develop the concept of the machine, will support the initial marketing program with a selection of approximately 50 best selling catalog items in the pop, original cast, sound-track and classical fields.

**Taylor Line  
Spreads Out**

MILWAUKEE — RCA Victor distributor, Taylor Electric Company, has instituted a new multi-label service to its dealers. Its staff of five salesmen covering the State of Wisconsin and upper Michigan are also writing orders for Record City, one-stop owned by the Taylor Electric firm. The arrangement was put into effect May 14.

Until instituting the new set-up the Record City one-stop functioned as an autonomous division of the Taylor Electric Company organization.

According to Taylor Electric Company's phonograph record division Sales Manager Harold Rietz "What we have done is bring the two divisions closer together. Our salesmen now cover the territory with a full line of RCA Victor records, accessories and needles plus all the additional record label handled by the Record City one-stop. Our recent survey has indicated that many dealers feel neglected in this territory, since other major label distributors and some independents have closed their Milwaukee branches and are shipping out of their Chicago headquarters."

RCA Victor merchandise will continue to be shipped and billed from Taylor Electric Company. Orders written for Record City by the Taylor Electric Company sales staffs will be shipped and billed from the one-stop, Rietz said.

**Little Al Explains  
Full List Theories**

By REN GREVATT

CHICAGO—Al Temaner, well known to the Windy City trade as Little Al, the full list price crusader, doesn't hate discounters. He simply feels they are losing a lot of money in selling records. He also believes that record clubs taken in toto are one of the nicer things that have happened to his business in recent years.

If some dealers regard these as startling, or perhaps downright kooky theories, they owe themselves another look at Temaner's operation, which now consists of 13 retail outlets in the Chicagoland area, plus a highly successful supplier firm, known as Profit Vendors, which is now stocking and over-seeing record departments in various other outlets. All of Temaner's retail operations are conducted on a full list basis and "we never have to have sales to get rid of stuff because we buy right."

In discussing his theories regarding list pricing, Temaner says: "Dealers should not sell records and they shouldn't sell price. We are selling art, culture, leisure time and pleasure. How can you put a price tag of \$2.88 or \$1.98 on that? The money the item costs is not as important as variety, choice and service, in my book."

"Let's say you are watching a night club or a television show, with one of your favorite performers. Can you ever get a repeat performance by clapping your hands? Not a chance. But you can on a record, any time you want it. And the more often you play it the

CHICAGO—Hart Distributing, Inc., Los Angeles, has been named to handle the distribution of Webcor phonographs, tape recorders and radios in the Los Angeles marketing area, effective June 1. Hart replaces Graybar Electric Company as Webcor's Los Angeles distributor.

Hart, which has branch offices in Boston and San Francisco, is headed by George D. Haetstone, president. The company has been in the record distribution field 25 years, operating under its present name the last six years.

cheaper it is for each performance. I tell customers I'm actually underselling the record at \$3.98. It ought to be more.

"There's a chain of department stores here in town. The record departments were discounting for six months. Profit Vendors took them over and in one day we went to a full list policy on everything. Since then, the profit has more than doubled.

"We don't have close-out sales ever because we don't have to. We make it a point to buy right. My wife, Dora, who works with me here on the buying, used to own a food mart. She learned a lesson there. In the food business you don't have return or exchange privileges. You have to buy right the first time because you don't have a second chance. The same thing should be done in the record business. Our motto is don't buy to own, buy to sell!

"Some people may think I'm crazy, but I want to say that nobody gives the manufacturer enough credit. I don't want to fight him. I like him. Let's face it, he's making the product I sell. He gives me time to pay my bills. He goes out and promotes and advertises the records on the radio and in the papers and magazines. He does a terrific job for me and he's darn nice about it.

"As far as the manufacturer's record club goes, I think it simply makes more people into addicts for what I'm selling. I like rack jobbers, too. They don't know the business as well as I do and once in a while they just have to make a mistake and put out wrong merchandise or maybe not enough of the stuff that sells. So his nice display is whetting somebody's appetite for records and that somebody eventually comes to my complete stock to get them. The racks can never really compete with a good merchant.

"The bywords for us are to have a store that's well managed, well lit and one that has a great inventory. Then you have to have enthusiasm and respect for the product you're selling and convey that to your customer. The rest takes care of itself."

**NEW DEALER PRODUCTS**

**Total Sound Stereo**



RCA has introduced this "total sound" stereo Victrola phono, known as Portable Mark I. The set features a float-down changer and swing-out speaker units. New sing-along microphone enables listener to sing along with the records or use the set as a public address system. Suggested list is \$149.95.

**Portable Car Radio**

CLAIRTONE-BRUAN has introduced the new Model T 523 portable car radio. The unit retails at \$99.95 complete and comes with a leather case for use when carried as a portable. The set is also equipped with a metal carrying handle which can be used as a support when positioned beneath the set. The radio cannot be removed from the car without first unlocking this unit.



BILLBOARD MUSIC WEEK **HOT C & W SIDES**

This Week	Last Week	By special survey for week ending 6/2		Weeks on Chart
		TITLE, ARTIST, LABEL & NUMBER		
1	1	SHE THINKS I STILL CARE, George Jones, United Artists 424	424	8
2	2	CHARLIE'S SHOES, Billy Walker, Columbia 42287		14
3	4	WOLVERTON MOUNTAIN, Claude King, Columbia 42352		5
4	18	ADIOS AMIGOS, Jim Reeves, RCA Victor 8019		2
5	7	P. T. 109, Jimmy Dean, Columbia 42338		7
6	8	OLD RIVERS, Walter Brennan, Liberty 55436		8
7	3	SHE'S GOT YOU, Patsy Cline, Decca 31354		14
8	5	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926		10
9	14	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363		4
10	12	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017		3
11	19	MY NAME IS MUD, James O'Gwynn, Mercury 71395		7
12	6	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967		21
13	9	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229		20
14	11	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371		6
15	24	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358		7
16	29	THE BEST DRESSED BEGGAR (In Town), Carl Smith, Columbia 42349		4
17	—	I'VE JUST DESTROYED THE WORLD (I'm Living In), Ray Price, Columbia 42310		1
18	13	THREE DAYS, Faron Young, Capitol 4696		11
19	27	TOUCH ME, Willie Nelson, Liberty 55439		2
20	28	HONKY-TONK MAN, Johnny Horton, Columbia 42302		8
21	23	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721		2
22	—	BIG SHOES, Ray Price, Columbia 42310		1
23	17	UNLOVED, UNWANTED, Kitty Wells, Decca 31349		14
24	10	WILLINGLY, Shirley Collie & Willie Nelson, Liberty 55403		12
25	—	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375		1
26	26	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679		15
27	—	YOU TAKE THE FUTURE, Hank Snow, RCA Victor 8009		1
28	—	SOMETHING PRECIOUS, Skeeter Davis, RCA Victor 7979		1
29	—	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377		1
30	—	TAKE TIME, Webb Pierce, Decca 31380		1

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INTERNATIONAL MUSIC INDUSTRY

**Buyers' Guide & Market Data Directory**

(the greatly expanded successor to the 1961 Source Book & Directory)

BILLBOARD MUSIC WEEK

**WHO IS ELIGIBLE FOR A FREE LISTING?**

Any company engaged in one or more of the areas of business listed below, no matter where it is located, may have a free listing in the Buyers' Guide, the one volume to be used the full year around by the Music-Record industry.

**HOW CAN A FREE LISTING BE OBTAINED?**

If you were listed correctly in the 1961 Source Book & Directory, it is unnecessary to do anything further. However, all others should fill out and return the coupon below as quickly as possible to be assured a free listing. The coupon should be returned by all companies located outside the Continental United States, or if the 1961 Source Book contained no listing or one which is no longer accurate.

**ELIGIBLE CATEGORIES**

- RECORD MANUFACTURERS
- INDEPENDENT RECORD PRODUCERS
- MUSIC PUBLISHERS
- RECORD MANUFACTURING SERVICES AND SUPPLIES
  - Recording, Editing, Mixing, Mastering Studios
  - Tape Duplication Studios
  - Magnetic Recording Tape Manufacturers
  - Machine Shops (Manufacturing record presses and allied pressing equipment)
  - Processing Plants (making masters, mothers, stampers and other pressing parts)
  - Materials Milling Plants (processing vinyl and supplying "biscuits")
  - Record Pressing Plants
  - Record Plating Plants
  - Manufacturers and suppliers of Labels for Records
  - Manufacturers and suppliers of Sleeves for records
  - Manufacturers and suppliers of Jackets for records
  - Printers, Lithographers and Laminators of records
  - Manufacturers of Polyethylene bags
- RECORD SELLING AND DISTRIBUTING SERVICES
  - Record Distributors
  - One-Stops
  - Rack Jobbers
  - Exporters and Importers
- MUSIC-RECORD SERVICES & SUPPLIES
  - Record Promotion & Publicity Services
  - Music Trade Associations
  - Music Licensing Organizations
  - Record Programming DJ Services and Aids
  - Miscellaneous record services
  - Manufacturers and suppliers of racks
  - Manufacturers and suppliers of browser boxes
  - Manufacturers and suppliers of needles
  - Manufacturers and suppliers and cleaners, cloths, brushes
- COIN MACHINE SERVICES AND SUPPLIES
  - Manufacturers of Juke Boxes
  - Manufacturers of coin-operated games
  - Distributors of juke boxes and coin games
  - Coin Machine Trade Associations
  - Manufacturers and suppliers of title strips
  - Manufacturers and suppliers of juke box parts



The Editor—BILLBOARD MUSIC WEEK BUYERS' GUIDE—  
1564 Broadway, New York 36, N. Y.

I wish to provide you with the following information about my company so that you may include it in the forthcoming International Music Industry Buyers' Guide & Market Directory:

(PLEASE PRINT)

Company Name \_\_\_\_\_  My company was not listed in the 1961 Source Book

Street Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Country (If Outside U.S.A.) \_\_\_\_\_  My company's listing in the 1961 Source Book should be changed

Type of Business or Services(s) offered, as listed above \_\_\_\_\_

My Name \_\_\_\_\_ Title \_\_\_\_\_

**Introduce Novel Stereo Telephone**

CHICAGO—Jensen Manufacturing Company, a division of the Muter Company, Chicago, unveiled a new dimension in private listening stereo called "space perspective." The CC-1 stereo headphone control center made its bow at the Electronic Parts Distributors Show and Conference held at the Conrad Hilton Hotel here through Thursday (24).

The unit may be connected to any stereo amplifier with an output of as little as 10 watts per channel and provides the listener with what the firm calls a dimensional feeling. Two headsets may be connected to the control center unit.

**Bel Canto Contracts For Tape Rights To Philips Artists**

CHICAGO—Bel Canto has contracted for the tape reproduction rights to the Philips Records catalog. The deal was signed last week by Irving Green for Philips and Ken Bishop, general manager of the Columbus Divisions of Thompson Ramo Woolridge Inc., which includes Bel Canto.

The repertoire will be drawn both from Philips' European stable of performers as well as the growing number of artists being recorded in the United States by the label.

Bel Canto sales chief, Herb Mayer, noted that the tapes will be in both reel-to-reel and cartridge form. Six selections are included in the initial tape release.

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This Week	Last Week	By special survey for week ending 6/2 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	3
2	2	DON'T PLAY THAT SONG, Ben E. King, Atco 6222	4
3	3	SOLDIER BOY, Shirelles, Scepter 1228	8
4	4	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	10
5	6	NIGHT TRAIN, James Brown, King 5614	7
6	5	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	6
7	11	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	4
8	7	ANY DAY NOW, Chuck Jackson, Wand 122	4
9	21	PLAYBOY, Marvelettes, Tamla 54060	2
10	9	SOUL TWIST, King Curtis, Enjoy 1000	16
11	15	I'LL TRY SOMETHING NEW, The Miracles, Tamla 54059	3
12	8	I FOUND A LOVE, The Falcons, LuPine 1003	9
13	16	I SOLD MY HEART TO THE JUNKMAN, Blue Belles, Newtown 5000	2
14	28	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	2
15	10	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	3
16	19	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	12
17	18	SLOW TWISTIN', Chubby Checker, Parkway 835	11
18	17	LOVE LETTERS, Kelly Lester, Era 3068	13
19	14	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	14
20	—	UPTOWN, Crystals, Philles 102	1
21	12	HIDE NOR HAIR, Ray Charles & His Ork, ABC-Paramount 10314	8
22	20	GOHNA MISS YOU AROUND HERE, B. B. King, Kent 372	5
23	25	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	10
24	—	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	1
25	13	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030	8
26	23	AT THE CLUB, Ray Charles & His Ork, ABC-Paramount 10314	8
27	29	VILLAGE OF LOVE, Nathaniel Mayer, Fortune/United Artists 449	2
28	—	SHOUT SHOUT (Knock Yourself Out), Ernie Maresca, Seville 117	1
29	26	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338	12
30	—	HIT RECORD, Brook Benton, Mercury 71962	1

● **Reviews of New Albums**

● *Continued from page 22*

Various Artists, Fire FLP 100—The Velvets, the Kodaks, the Scarlets, the Charts, the Rainbows, the Channels and the Teen Chords are all represented on this collection of old rock and roll hits. Tunes include "Desire," "I," "Mary Lee," "My Love Will Never Die" and "Lydia." Good wax for the teen crowd here.

★★★★ THE THEME FROM BEN CASEY; DR. KILDARE; ALCOA PREMIERE; PERRY COMO SHOW; NAKED CITY; WAGON TRAIN; CHECKMATE AND OTHERS

Valjean, Carlton STLP 143 (S)—Valjean's smooth piano styling is featured on this program of TV themes wrapped up in sweeping orchestral treatments. Valjean's single version of the title tune, "Theme From Ben Casey," is currently scoring on the "Hot 100," and should give strong sales impetus to the LP. The themes from "Naked City," "Wagon Train" and "Checkmate" are standout tracks, too.

★★★★ REQUESTS ON THE ROAD Harry James and his Ork. MGM E 4003 (M); SE 4003 (S)—The seasoned band man from the Swing Era, Harry James and his Ork, give out with some of the best and most requested from his long and well-known repertoire. Included in the set, which

was recorded "live" while on tour are "Ciribiribin," "You Made Me Love You," "Sleepy Time Gal," "Moanin' Low" and "Back Beat Boogie." The package is a treat for the many who remember and want to bring back the sound of the big bands. Good jockey material, too.

★★★★ DANCING UNDER PARIS SKIES

Ernie Heckscher and his Fairmont Ork. MGM E 4024 (M); SE 4024 (S)—A delightful set of tunes in a variety of dance tempi done by the orchestra from the Fairmont Hotel in San Francisco. As the title indicates, the tunes are drawn from a Parisian theme. Among the better titles are "La Vie En Rose," "La Mer" and "Poor People of Paris." Fine adult and sweet music programming fare.

★★★★ THE MANY MOODS OF ARTHUR LYMAN

HMRecord-Life Series L-1007—Lyman's romantic, Hawaiian ork style is pleasantly showcased here on a group of oldies, current hits, and island originals. Exotic instrumental sides—providing fine programming material for mood segs—include "Anna," "Something Wonderful," "El Cid," "Londonderry Air" and "Babalou."

★★★ MODERATE SALES POTENTIAL

★★★ LET'S GO Jimmy Riddle and his Harmonica, Briar 193

★★★★ STRONG SALES POTENTIAL

JAZZ LP'S

★★★★ MEMPHIS SLIM, U.S.A. Candid 8024 (M); 9024 (S)—Altho the title of this LP pays tribute to Memphis Slim, vocals also are contributed by Jazz Fillum and Arbee Stidham. Slim also plays piano, Gillum the harmonica and Stidham the guitar. Slim's piano and voice, however, are the unquestioned stars of the all-blues disk, and he is at his best on "Born With the Blues," "Blue and Disgusted" and "Late Afternoon Blues." A very interesting release for collectors of blues.

★★★★ THE STRAIGHT HORN OF STEVE LACY

Candid 8007 (M); 9007 (S)—This is one of the most distinguished and resolutely intelligent albums for avant garde jazz listeners to come along in months. It features Steve Lacy, whose work on soprano sax is impeccably musical. The album also features baritone saxist Charles Davis, Roy Haynes on drums and bassist John Ore. The six tracks include much fine blowing by Lacy against a fluid rhythm section. Standout tracks are the three on which the group plays compositions by Monk.

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

FOLK

★★★★ OSCAR BRAND: FOLK SONGS FOR FUN

Decca DL 4275 (M); DL 74275 (S)—This Decca LP features some of the finest efforts by Oscar Brand, who has recorded for numerous labels. Assisted by the Tarriers quartet, Brand romps thru a selection of folk songs ranging from zany to hilarious, with good humored performances of such staples as "Cod Liver Oil," "Crazy Song," "Down the River" and "The Violins Play Along." Can be recommended as novelty air fare and as a dealer suggestion to customers seeking lightweight material in the folk category.

★★★★ WEAVERS GOLD

The Weavers, Decca DL 4277 (M); DL 74277 (S)—This Decca release is cut from masters made some years back, when Pete Seeger was still a working member of the Weavers. Together with Lee Hays, Fred Hellerman and Ronnie Gilbert, they styled their versions of such oldies as "Rock Island Line," "Easy Rider Blues," "Clementine" and "Across the Wide Missouri." Despite the obvious age of the originals, the set is available in what is called "Full Stereo."

★★★★ RICHARD DYER BENNETT: TWENTIETH CENTURY MINSTREL

Decca DL 9102 (M)—These tracks by the noted lyrical balladeer, Richard Dyer-Bennett, have been culled by Decca from some early 78's when the folk singer was recording for that label. Many of these familiar folk songs and ballads are currently available on the singer's own label, but the many Dyer-Bennett fans will want this LP for their collections to hear the difference in approach. Not to be missed are "The Devil and the Farmer's Wife," "Lolly Toodum," "Villikens and His Dinah," "Swapping Song" and "Greensleeves."

★★★★ FOLK SONGS RARE AND WELL DONE

The Ivy League Trio, Coral CRL 757404—The boys warble attractively on a group of folk items and folk-flavored treatments of more current songs. "St. James Infirmary," "Dites Mol," "Grand Old Ivy" (from "How to Succeed") and "Ballad of Spring Hill," are all included. Package is loaded with collegiate appeal.

★★★★ AMERICAN FAVORITE BALLADS VOL. V

Pete Seeger, Folkways FA 2445—Here is Volume Five in Pete Seeger's popular "American ballads" series. It should prove as salable as the previous four packages. The veteran folk warbler (effectively backed by five-string banjo and 12-string guitar) sings with feeling and fervent sincerity on such great folk items as "Molly Alone," "Red River Valley," "Hallelujah I'm a Bum," "T. B. Blues" and "St. James Infirmary."

INTERNATIONAL

★★★★ NIGHT LIFE OF THE GREEKS Michael Hartophills and his Ork. MGM E 4012 (M); SE 4012 (S)—The bright and ebullient music of Greece is disclosed in exciting fashion on this album. The leader's trumpet is dramatically evident and there

are a host of unusual rhythm figures played by a wide variety of instruments that add much to the over-all impact. Side also features vocals. Dealers in Greek-speaking neighborhoods will be glad to hear that the liner notes are written in Greek as well as English.

LATIN AMERICAN

★★★★ VITIN GARAY EN PETALOS DE ROSA

Alegre LPA 812—Vitin Garay, who hails from Puerto Rico, should enhance his following in this country via these sensitive performances of a collection of attractive Latin tunes. Garay, who has won fame in Mexico and Venezuela, as well as Colombia and the United States, handles these romantic works with warmth and feeling, over stylish ork support. Most of the tunes are in bolero rhythm. Good wax for the Latin market.

★★★ MODERATE SALES POTENTIAL

CLASSICAL

★★★ FREDERIC BALAZS-WALTER MOURANT

Various Selections; Philharmonia Hungarica-Camarata and his Ork. Composers CRI 157

COUNTRY & WESTERN

★★★ ERNIE McCULLOUGH SINGS Stampede S1001

FOLK

★★★ THE NEW LOST CITY RAMBLERS VOL. 4

Folkways FA 2399

★★★ TRADITIONAL MUSIC FROM GRAYSON AND CARROLL COUNTIES Various Artists, Folkways FS 3811

★★★ BROADSIDE BALLADS (LONDON 1600-1700)

Ewan MacColl, Folkways FW 3044

SPOKEN WORD

★★★ TYRONE GUTHRIE LECTURES ON "DIRECTING A PLAY." Folkways FL 9840

★★★ GEORGE JEAN NATHAN'S THE NEW AMERICAN CREDO Julie Hayden Nathan, Folkways FL 9760

INTERNATIONAL

★★★ TUNISIA, VOL I Wolfgang Laede, Folkways FW 8861

LIMITED SALES POTENTIAL

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FOLK TALENT & TUNES

By BILL SACHS

Warren Smith works the "Big D Jamboree," Dallas, June 2, along with Stonewall Jackson. . . Webb Pierce and his promo manager, Slick Norris, huddled for two days last week to screen material for Webb's upcoming wax session. . . Slim Whitman, currently riding

high with his Imperial waxing of "Valley of Tears," was in Nashville last week for a recording session directed by Herb Shucher. The label has just released a new Whitman LP which includes his "Valley of Tears" plus a number of old favorites such as "I Forgot

More"; "You, You, You"; "Gold Mine in the Sky," "Just Out of Reach of My Two Empty Arms." Deejays needing a copy are asked to write Shucher at Box 232, Madison, Tenn., on their station letter-head.

Joe Taylor and the Red Birds, Fort Wayne, Ind., have a new EP release on the Goldcrest label. Tunes are "Just Another Joe," "Red Wing Swing," "Nobody's Darlin' But Mine," and "If Jesus Came to Your House." Platter was cut with an eight-piece band, featuring the Dickerson Brothers on twin fiddles and

Dave Liles Ronson on lead guitar. For promotional copies, deejays are invited to write Taylor at Station WGL, Fort Wayne. . . Glenn Vokes, brother of Howard Vokes, New Kensington, Pa., songwriter-entertainer, is in a hospital in that city with second and third-degree burns sustained recently when gasoline spilled on him and caught fire. Meanwhile Howard is finding it tough to get around, due to a misery he is suffering in his legs.

The Brinson Development Company, Inc., Kermit, Tex., celebrates

the grand opening of its Twin Lakes Subdivision in Little Rock with a free country music show at Little Rock's 10,000-seat Barton Coliseum June 17. According to Vaughn Brinson, of the development firm, clearance has been received to bill the show as the "Twin Lakes Grand Ole Opry." Featured on the program will be Ray Price and His Cherokee Cowboys, Carl Smith, Claude Gray, Claude King, Archie Campbell, Ace Cannon and various Little Rock radio and TV performers. Proceedings will be emceed by singer-songwriter Durwood Hadlock. . . "Louisiana Hayride,"

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FIRST PHONE NEGRO COMBO MAN. Trained for radio-tv broadcasting. Broadcasting and technical school graduate, some college. No experience, but natural swinging personality and versatile knowledge of music. Fast pace and board. Benny Johnson Jr., 1228 Fairmont St. N.W., Washington 9, D. C.

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Table with columns for classification (e.g., RECORD MANUFACTURERS, RECORD MFG. SERVICES, etc.), frequency (1 Time, 12 Times, 26 Times, 52 Times), and rate per line.

PLANNING TO MOVE? Before you go send Postal Form 3573 to Billboard Music Week 2160 Patterson St., Cincinnati 14, Ohio Your Postman will give them to you gratis!

Shreveport, presented another of its once-a-month live spectaculars at Shreveport's Municipal Auditorium last Saturday (26), featuring Ray Price and the Carlises. Frank Page, talent booker and producer of the "Hayride" show, reports that Hank Thompson and His Brazos Valley Boys and the Wilburn Brothers are already set for forthcoming shows.

Faron Young is back on the

road after several days in Baptist Hospital, Nashville, for observation. What was at first believed to be a mild heart attack proved only a case of an inflamed stomach wall. . . . The Carter Family (June, Mother Maybelle, Helen and Anita) will appear as a part of Johnny Cash's First

Annual Folk, Western and Bluegrass Spectacular at Hollywood Bowl in Hollywood June 15. On May 24, Cash, the Tennessee Two Plus One and Tompall and the Glaser Brothers concluded an eight-day stand at the Mint in downtown Las Vegas. June Carter appeared with the unit for the last five days of the run there. . . . Tex Williams and the Country Squires, who recently played three weeks at the Mint, Las Vegas, are currently on a string of personals in Northern California. Williams' Village Ballroom, Newhall, Calif., continues to do a brisk business on weekends, using top c.&w. names as box-office bait.

Latest bookings by Curtis Artists Productions, Goodlettsville, Tenn., put Ernest Tubbs and His Texas Troubadors in Hobbs, N. M., May 29; Fort Worth, Tex., 30, and Idabell, Okla., 31; Ray Price and His Cherokee Cowboys, Almonson, N. J., May 31; Buck Owens and the Buckaroos, Artesia, N. M., May 29; San Angelo, Tex., 30, and Fort Worth, Tex., 31, and Charlie Walker, Phoenix, Ariz., May 31. . . . Carlton Records artist Kathy Dee, a regular on the WWVA "World's Original Jamboree," Wheeling, W. Va., is set for the June 4 week at the Four Seasons Club, Denver. On Saturday, June 2, Kathy appears on WGN's "National Barn Dance" from Chicago. Bookings were arranged by Kathy's management firm, B-W Music, Inc., Wooster, Ohio.

Smokey Warren and his c.&w. troupe left Saturday (26) for Greenland to play military bases for four weeks. . . . El Rader, manager of Country Music Services, Cincinnati, reports that his Country Capers, new magazine for country music fans, is due off the presses this week. Rader says he has concluded a co-op deal with 20 radio stations whereby he is making an overprint for each station on the magazine's cover in exchange for air time offering a sample copy of the new mag to the stations' listeners. Same deal will be made with other stations, Rader says. A copy of the new fan mag may be obtained by writing to Rader at 5216 Montgomery Road, Cincinnati 12.

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.

UNITED ARTISTS RECORDS LEADS THE CHARTS THROUGHOUT THE WORLD WITH SUCH ARTISTS AS FERRANTE & TELCHER, THE HIGHWAYMEN, AL CALOLA and GENE PITNEY FROM AMERICA; DANNY WILLIAMS, SHIRLEY BASSEY and CHARLIE DRAKE FROM ENGLAND FOR THE U. S. U. A. IS THE PROUDEST NAME IN ENTERTAINMENT.

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

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## CHILE

For the best in RECORDING FACILITIES CUSTOM PRESSING CORPORATION DE RADIO DE CHILE, S. A. Casilla 1407, Santiago Mr. Herbert Neuman Manager, Record Division

## GERMANY

PAUL SIEGEL (BERLIN-NEW YORK), PRODUCER OF Telefunken-Decca (Teldec) Records. Disc Jockey: Radio Berlin (SRB). Music Publisher: Hi-Fi Musikverlag GmbH. Cable: Symphonix Berlin. Telephone: Berlin 247029. Address: Tauentzien strasse 16, Berlin W30, Germany.

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THE 1962-1963 INTERNATIONAL MUSIC INDUSTRY

BUYERS' GUIDE

and

Market Data Directory

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INTERNATIONAL MUSIC INDUSTRY

Buyers' Guide & Market Data Directory

BILLBOARD MUSIC WEEK

(the greatly expanded successor to the 1961 Source Book & Directory)

## WHO IS ELIGIBLE FOR A FREE LISTING?

Any company engaged in one or more of the areas of business listed below, no matter where it is located, may have a free listing in the Buyers' Guide, the one volume to be used the full year around by the Music-Record industry.

## HOW CAN A FREE LISTING BE OBTAINED?

If you were listed correctly in the 1961 Source Book & Directory, it is unnecessary to do anything further. However, all others should fill out and return the coupon below as quickly as possible to be assured a free listing. The coupon should be returned by all companies located outside the Continental United States, or if the 1961 Source Book contained no listing or one which is no longer accurate.

### ELIGIBLE CATEGORIES

1. RECORD MANUFACTURERS
2. INDEPENDENT RECORD PRODUCERS
3. MUSIC PUBLISHERS
4. RECORD MANUFACTURING SERVICES AND SUPPLIES
  - a. Recording, Editing, Mixing, Mastering Studios
  - b. Tape Duplication Studios
  - c. Magnetic Recording Tape Manufacturers
  - d. Machine Shops (Manufacturing record presses and allied pressing equipment)
  - e. Processing Plants (making masters, mothers, stampers and other pressing parts)
  - f. Materials Milling Plants (processing vinyl and supplying "biscuits")
  - g. Record Pressing Plants
  - h. Record Plating Plants
  - i. Manufacturers and suppliers of Labels for Records
  - j. Manufacturers and suppliers of Sleeves for records
  - k. Manufacturers and suppliers of Jackets for records
  - l. Printers, Lithographers and Laminators of records
  - m. Manufacturers of Polyethylene bags
5. RECORD SELLING AND DISTRIBUTING SERVICES
  - a. Record Distributors
  - b. One-Stops
  - c. Rack Jobbers
  - d. Exporters and Importers
6. MUSIC-RECORD SERVICES & SUPPLIES
  - a. Record Promotion & Publicity Services
  - b. Music Trade Associations
  - c. Music Licensing Organizations
  - d. Record Programming DJ Services and Aids
  - e. Miscellaneous record services
  - f. Manufacturers and suppliers of racks
  - g. Manufacturers and suppliers of browser boxes.
  - h. Manufacturers and suppliers of needles
  - i. Manufacturers and suppliers and cleaners, cloths, brushes
7. COIN MACHINE SERVICES AND SUPPLIES
  - a. Manufacturers of Juke Boxes
  - b. Manufacturers of coin-operated games
  - c. Distributors of juke boxes and coin games
  - d. Coin Machine Trade Associations
  - e. Manufacturers and suppliers of title strips
  - f. Manufacturers and suppliers of juke box parts



The Editor—BILLBOARD MUSIC WEEK BUYERS' GUIDE—  
1564 Broadway, New York 36, N. Y.

I wish to provide you with the following information about my company so that you may include it in the forthcoming International Music Industry Buyers' Guide & Market Directory:

(PLEASE PRINT)

Company Name \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Country (if Outside U.S.A.) \_\_\_\_\_

Type of Business or Service(s) offered, as listed above: \_\_\_\_\_

My Name \_\_\_\_\_ Title \_\_\_\_\_

My company was not listed in the 1961 Source Book

My company's listing in the 1961 Source Book should be changed



PRESIDENT JOHN HALE, left; W. M. (Jack) Harper, center, and Tom Sams, vice-presidents of Rowe-AMI, inspect the new phonograph displayed at distributor showrooms last week.

## N. Y. Coinmen Contributions Pass 24G in UJA Fund Drive

NEW YORK—New York area coinmen have raised \$24,032 for the industry's annual United Jewish Appeal drive, and 244 reservations already are in for the annual Victory Dinner, Tuesday (5), at the Plaza Hotel.

The trade will honor Roger S. Littleford Jr., publisher of Billboard Music Week, and Joe Orleck, publisher of Cash Box, at the banquet.

Included in the totals are machines donated by manufacturers, with the equipment having a con-

servative estimated value of \$4,550. Manufacturers who have donated include Rock-Ola, Rowe-AMI, Chicago Coin, Bally, United Manufacturing and Wurlitzer. Al (Senator) Bodkin is in charge of manufacturer solicitation.

The group's executive committee met at the Hotel Astor Wednesday (23). Lou Wolberg, Carl Pavesi, Nash Gordon, Mr. and Mrs. Al Bodkin, Mr. and Mrs. Irv Holzman, Al Simon, Al D'Inzillo, Mike Munves, Aaron Sternfield, Marty Too-

(Continued on page 56)

## Coin Machine Exports

January, 1962

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	89	\$ 63,028	193	\$ 54,922	749	\$167,680	1,031	\$ 285,630
West Germany	298	191,065	9	2,522	143	41,423	450	235,010
France	60	32,220	15	11,995	413	150,426	488	194,641
United Kingdom	2	1,624	43	13,525	311	112,357	356	127,506
Switzerland	62	44,799	—	—	133	47,406	195	92,205
Canada	34	31,800	—	—	104	34,055	138	65,855
Netherlands	—	—	—	—	151	53,450	151	53,450
Japan	19	15,053	—	—	101	30,362	120	45,415
Italy	—	—	—	—	110	43,433	110	43,433
Venezuela	47	23,461	—	—	51	14,551	98	38,012
Nan Islands	7	5,294	55	24,018	—	—	62	29,312
Australia	31	16,130	14	2,650	45	9,184	90	27,964
Sweden	10	7,930	—	—	63	13,160	73	21,090
Other Countries	59	42,797	140	27,513	288	54,428	487	124,738
Totals	718	\$475,201	469	\$137,145	2,662	\$771,915	3,849	\$1,384,261

## Machine Exports Off to Sad Start In '62; Dip Hits New Juke Boxes

NEW YORK—Coin machine exports by United States manufacturers and distributors got off to a sorry start in 1962, according to figures released this week by the United States Department of Commerce. Total value of juke boxes and coin-operated amusement games shipped out of the country in January was placed at \$1,384,261, compared with \$2,283,399 for the preceding month.

However, the drop-off was due mainly to a seasonal factor. Few orders are placed in December because of the holiday slump. And January shipments generally reflect December business.

In view of the strong showing made by U. S. coin machine exporters in 1961 (10 per cent ahead of the previous year), the January, 1962, figures give no cause for alarm.

### New Boxes

Most of the drop between December and January is accounted for in the shipment of new juke boxes—from 1,512 units to 718 units, with total value

dipping from \$1,022,495 to \$475,210.

Used juke box exports, too, dropped off—from 712 units valued at \$217,186 to 469 units valued at \$137,145.

Game exports declined from 3,428 units valued at \$1,043,718 to 2,662 units valued at \$771,915.

### Big Five

Europe's big five—Belgium, West Germany, the United Kingdom, France and Switzerland—still accounted for more than two thirds of the U. S. coin machine export volume. But in January, Belgium replaced Germany as the leading purchaser of U. S. equipment.

The Belgians still are the heaviest buyers of U. S. games, with 749 units shipped in January. Its closest European competitor, France, bought 413 units during the month.

And the West Germans maintained their leadership in new phonographs; with 298 units shipped in during January. Switzerland was next with 62.

## Amusement Supply Moves to New St. Louis Location

ST. LOUIS—The Amusement Supply Company, Inc., located for nine years at 707 Missouri Avenue, East St. Louis, Ill., is moving to St. Louis. The firm is a Bally regional distributor.

According to W. C. Geiger, manager, the move will still allow Amusement Supply to service their Illinois customers, but at the same time will improve their service to their Missouri customers.

The new home of Amusement Supply will be at 2910-12 Washington Avenue here. Their new phone number is FRanklin 1-4220 and 4221. The firm has the use of a parking lot three doors west of the new plant and pick-up trucks can drive into the building through an alley entrance, the new location is expected to be occupied by June 4.

## Appeal Injunction Against Pinball Law

TOPEKA, Kan. — The Wyandotte County District Court's ruling that Kansas City's pinball control ordinance is unconstitutional is being appealed to the Kansas Supreme Court.

Judge O. Q. Claflin had held that the ordinance, which provides for a \$10 license for operation of coin games, and the refusal of a license to machines covered by the \$250 federal gaming tax stamp, was defective in that it required the approval of the chief of police and the city electrical inspector before such a license could be issued.

A permanent injunction against enforcement of the ordinance has been issued by Judge Claflin.

## 2 Big Coin Firms Talk of Merger

By OMER ANDERSON

HAMBURG — Trade sources here report that informal talks are under way for a merger of a major West German coin machine manufacturer with a large French firm.

Names of the principals are being withheld while the talks are still in the exploratory phase. However, both firms are old established phonograph manufacturers, and the German firm produces other coin machine equipment.

One source close to the talks explained: "There is mystery involved in these discussions. The Common Market is simply revolutionizing the way of doing business in Europe, and the coin machine manufacturers are going to have to get in step with the changing times. That is what these two firms are doing," he said.

### Lower Tariff

Trade sources pointed out that with the further 20 per cent tariff slash on July 1, the Common Market countries (West Germany, France, Italy, Holland, Belgium and Luxembourg) will have lowered their common tariffs by 50 per cent. The Supermarket Six are thus two years ahead of the schedule established by the Treaty of Rome in 1957.

By 1965, on the accelerated schedule, all tariffs will have been abolished among the six countries, and the big market will be an accomplished fact. This will be the signal for ruthless competition among the various national firms for domination of the vast trading area.

No longer will the various na-

tional producers be protected by domestic tariffs within the Common Market, and, inevitably, some firms will grow bigger—but many will vanish.

### Single Juke Box

The merger under discussion here would consolidate operations of the two firms and concentrate production on a single juke box line. The firm created by the merger would produce games and vending equipment. Production would be divided between plants in France and West Germany, depending on market conditions.

The merger would be accomplished by an exchange of stock, it is understood, and it is expected

(Continued on page 56)

## COIN GOLF UNIT GETS EXPOSURE ON FLORIDA TV

MIAMI — A coin-operated putting game is getting regular television exposure in the Miami market. The show, "Hole in One," is aired over WLBW-TV, 7 p.m., Saturdays, with Jack Barry in charge. Golf-It, a locally produced game, is the main prop of the show. Format is that of a quiz show. The contestant is asked to fill in the missing letters of a nine-letter word, but he must sink a putt to get a shot at filling in the letter. If he sinks nine consecutive putts he wins \$5,000.

## 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

LOVERS WHO WANDER  
AND  
(I WAS) BORN TO CRY

DION  
Laurie  
3123

THAT'S OLD FASHIONED  
AND  
HOW CAN I MEET HER!

EVERLY BROTHERS  
Warner Bros.  
5273

SHOUT (Part I)  
AND  
SHOUT (Part II)

JOEY DEE & THE STARLITERS  
Roulette  
4416

HOW IS JULIE!  
AND  
TURN AROUND, LOOK AT ME

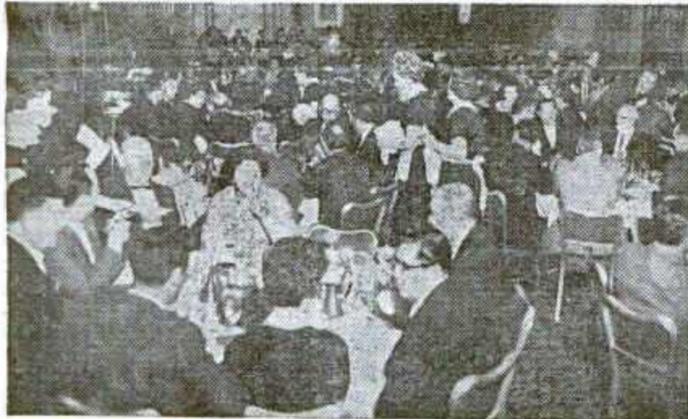
LETTERMEN  
Capitol  
4746

I'LL NEVER DANCE AGAIN  
AND  
GEE, IT'S WONDERFUL

BOBBY RYDELL  
Cameo  
217

# 350 ATTEND BOSTON AMI SHOWING

The recent Trimount-Automatic Canteen showing of the new AMI drew 350 tradesters to a dinner at Boston's Statler-Hilton. Part of the dinner crowd is shown center. Top is the Trimount showroom, where the new AMI was presented to the trade. Bottom are the people responsible for the showing. From left to right, Irwin Margold, Trimount general manager; Mrs. Margold; Patrick T. O'Malley, president of Automatic Canteen; Mrs. Dave Bond; Dave Bond, president of Trimount, and Marshall Caras, assistant general manager of Trimount. Also on hand were Tom Sams, Rowe-AMI vice-president, and State Senator John E. Powers.



## Gottlieb Paints Promising Future In Europe Market

CHICAGO—Chicago coinman, Alvin Gottlieb, has just returned from an extensive trip through Italy, Greece, Turkey and England.

Gottlieb reports that the coin business, as well as all segments of the industry, seem to be booming in the countries he visited. "Although we have shipped many games to Europe," he said, "I saw many areas that hold high promise for the import of all types of coin

machines. The economies of those areas are just now getting into gear, and as they prosper imports will naturally rise."

Gottlieb, of D. Gottlieb & Company, 1140-50 N. Kostner Avenue here, said he met many friends while overseas and picked up some valuable ideas.

## Fort Quits Hospital

COLUMBUS, Miss. — A. B. Fort, Fairway Amusement Company, is recovering at home from a heart attack. He spent a month in the hospital. He is reported doing well and expects to be back on the job soon, but under a reduced work schedule.

# AMI Box Features Programming Ease

CHICAGO — The new Rowe AMI phonograph, shown for the first time to the trade in distributor showrooms throughout the nation last week, emphasizes programming ease for the operator and juke box patron.

The new keyboard, with 20 letters and 10 numbers, is much larger than those on previous models, with translucent selector keys calculated to minimize misplays.

Each phonograph can be adjusted to play 100, 160 or 200 records to suit the location, thereby eliminating the need for different models for different size locations. Simple adjustments on the unit change title identification panels to the number of selections determined.

### Location Identification

An attempt is made to identify the juke box with the location. A panel at the top is large enough to accommodate the largest of location names, with letter backlighted

in glowing blue to identify the location with the source of the music.

Charcoal brown with chrome trim is the cabinet motif, with a continuously moving color star pattern in the upper right-hand corner. Under this display is a new "Top Talent" panel to showcase recording artists.

The stereo sound has low and high frequency speakers at the front of the phonograph, with special mid-range speakers at both sides. Upper and lower frequency ranges are controlled by new acoustical filters.

### Changer Mechanism

Another feature is a new record changer mechanism which weighs only 43 pounds and can be removed in three minutes. Most other major components have been reduced in size and weight.

The new unit plays both 33 and 45 r.p.m. records interchangeably. The Automix 33-45 assembly is standard equipment.

# EUROPEAN NEWS BRIEFS

## Italian Coinmen Form Assn.

ROME—Italian coin machine operators decamped from the organization of amusement enterprise proprietors and have established an independent trade organization, the first to exist. The new operator organization is the Sezione Apparecchi Attrazioni Ricreative (SAPAR), which will co-operate with the Associazione Generale Italiana Dello Spettacolo (ANESV) and the affiliated Associazione Nazionale Esercenti Spettacoli Viaggianti, the organizations heretofore representing operator interests. SAPAR is divided into eight regional groups, which form the grassroots operator organizations. SAPAR's affairs are managed by a managerial committee and an administrative council. Offices have been established at 10 Via di Villa Patrizi, Rome, also the headquarters of the ANESV.

## Japanese Eye Irish Facilities

DUBLIN—Ireland's industrial development commission has received inquiries from "several" Japanese electronics producers concerning manufacturing facilities for juke boxes. Commission officials said the Japanese firms are interested in assembling phonographs in Ireland for sale in the Continental and North American markets. It is understood here that the inquiries are linked to the development of a Japanese juke box industry stimulated by restrictions on the importation of machines into Japan. Japan's Board of Foreign Trade has restricted 1962 phonograph imports to 1,000 machines.

## Jukes Exempt From Lease Taxes

BRUSSELS—The Belgian courts have ruled that an operating contract in the case of juke boxes is not a lease and therefore is exempt from taxes levied against leases. Local authorities have interpreted operator agreements with locations to fall under the legal definition of a lease for tax purposes. However, the operating contract ruling still leaves the operators in a legal quagmire concerning games operation. Their efforts to obtain national legislation clarifying the legality of bingos and other games, and establishing uniform taxation have so far been unsuccessful.

## French Gear for Exports

PARIS—France's coin machine industry is preparing for an export sales spurt geared to the next round of European Common Market tariff slashes on July 1. These cuts will reduce tariffs among the six Common Market countries by a flat 20 per cent and will bring total tariff reductions since the Community was created by the Treaty of Rome in 1957 to 50 per cent. Heretofore, France's heavily protected industry has concentrated on the domestic market. But with the dismantling of its protective tariffs, French manufacturers are being forced to revamp their operations and take aim at the European market. It is understood that a number of French firms plan price cuts to become competitive against German and U.S. producers in the Continental trade.

## Hessian Group Names Mueller

FRANKFURT—Willy Mueller has been elected president of the Hessian Operators Association, Verband Hessischer Auto- (Continued on page 44)

## MIKE BLUMBERG SCORES AN ACE

CHICAGO—Mike Blumberg, chief accountant at Atlas Music Company here, distributor of the Rowe AMI phonograph, is walking on air these days. Mike made a hole in one Sunday (20) on the 130-yard fourth hole at Old Orchard Country Club.

## AMI Model Gets Around; Dayton, Cincy Showing

CINCINNATI—Royal Distributing, Inc., 2070 Seymour Avenue here, held its first showing of the 1962 Rowe AMI phonograph Thursday (17) and hosted nearly 100 operators. Harold Hoffman, manager, and Clint Shocky, sales manager, were co-hosts of the affair.

A buffet was served for the visiting operators in the new room adapted specially for the showing, Ye Orbital Inn. The new showroom is a part of Royal's 2,000-square-foot building.

### Dayton Showing

The following day, Friday (18) Royal held a showing of the Rowe AMI at the Capri Motel, Dayton, Ohio. This affair was hosted by Paul Himburg, sales representative for Royal in Dayton. Over 90 operators attended the Dayton showing and they, too, were served a buffet. As in the case of the Cincinnati showing, Himburg reported high acceptance for the unit was displayed by all the operators in attendance.

Also on display at both showings was the new Rowe Celebrity food vending line. Royal has recently been named distributor for the line and this was its first showing of the line. Clarence Anderson is the sales manager of the division. His territory includes the entire Southern half of Ohio. Royal has a factory-trained serviceman on its staff and the firm will also carry a full line of parts for the Rowe Celebrity food vending machine line.

## Wurlitzer Report To Be Read June 5

CINCINNATI—Shareholders of The Wurlitzer Company will meet June 5 at the firm's local office at 704 Race Street to elect directors and consider the annual financial statement and reports of officers.

The company's recent annual report for the fiscal year ended March 31 showed consolidated net sales of \$40,522,730, up 16 per cent from the preceding year. Capital expenditures amounted to \$855,954, compared with \$1,041,136 for the preceding year.

Net earnings for the year were \$1,210,859, compared with \$1,366,236 for the previous year.

## Godwin Buys Firm; Moves to Texarkana

TEXARKANA, Ark.-Tex. — Lynn Farr, owner of Central Music Company, recently sold out to Lester E. Godwin, former phonograph operator of Dallas.

Godwin moved to Texarkana and renamed the route Godwin Music Company. A reported 55 to 60 pieces of equipment changed hands.

Price was not disclosed. A part of the contract was that Godwin takes over current debts of Farr's in the operation.

## Duane Faull Takes Rest

HOT SPRINGS, Ark. — Duane Faull, Faull Amusement Company, who was stricken ill recently, has turned operation of his route over to a friend, R. G. Jennings, Jennings Coin Machine Company.

# Westchester Ops Wind Up Banquet Series on High Note

YONKERS, N. Y.—Nearly 400 operators, distributors and record company representatives attended the 11th, and probably the last annual banquet of the Westchester Operators Guild at the Tropical Acres Restaurant here Tuesday night (22).

Carl Pavesi, White Plains operator and president of the association since its inception, explained that in 1963, the Westchester group will eschew the annual banquet in favor of a weekend in the country, to be sponsored by at least three New York State coin machine groups.

The venture will probably have the backing of the Music Operators of New York, the New York State Operators Guild, and, of course, the Westchester Operators Guild. The two first-named organizations represent New York City

and the Hudson Valley respectively.

A fourth organization, the New York State Coin Machine Association, will probably act as the coordinating force. A joint weekend outing by the four organizations is expected to pull operators from every part of New York State and become an annual State coin machine convention.

Ground work for the annual convention was laid last year, when the New York State Coin Machine Association joined with the NYSOG and MONY to hold a weekend meet at the Laurel Country Club, Sackett Lake, N. Y.

In keeping with policy of the last 11 years, speeches were banned at the Westchester affair, as the evening was devoted to conviviality.

Malcolm Wein, association coun-

cil, acted as toastmaster, while Phil Foster, Brooklyn comic, emceed the affair. Recording talent included Carol Sloane, Columbia artist, and the Mighty Cravers, with Mary Bee and Baron Jenkins.

General chairman for the affair was Harold Rosenberg, with Seymour Pollak as co-chairman. Nat Bensky was in charge of entertainment, with Carl Pavesi handling ticket sales, and Ed Goldberg and Walter Swenson in charge of seating.

Guests included Barney Sugarman, Irving Kempner, Lou Wolberg, Myron Sugarman, Nat Sugarman and Lou Schreiber, all of Runyon Sales; Al Simons and A. D'Inzillo, Simon Sales; Jack Silverman and Phil Silverman, Bruno New York; Sal Perugi, RCA Victor Elliot Blaine, Cosnat Distributors Mal Hurwitz, Mobile One-Stop Service; Frank Campagna and Jim Carr, Columbia Records, and Jack Wilson, Mike Mulqueen and Gertrude Browne, all of the New York State Operators Guild.

Also, Tom Greco, New York State Coin Machine Association; Al Denver, Nash Gordon, George Holtzman, Teddy Blatt and Al (Senator) Denver, Music Operators of New York; Aaron Sternfield, Frank Luppino and Dennis Hyland Billboard Music Week.

And, Jerry Lambert and Joe Burns, Music Operators of Connecticut; Fred Yolen, Modern Cigarette Service; Lou Boorstein and Bernie Boorstein, Leslie Distributors; Sam Green and Aaron Hall, Mercury Records; Morris Altman and Murray Weiner, Continental-Apco; Bill LaPorte, National Vendors; Eric Bernay, A-1 One-Stop; Meyer Parkoff, Murray Kaye and Gordon Howard, Atlantic - New York, and Perry Wachtel and Norm Berkowitz, DePerri Advertising Agency.



PHIL FOSTER AND CARL PAVESI swap sea stories at the annual Westchester Operator Guild dinner.



AL (SENATOR) BODKIN, towering above the crowd in the rear row, gets together with some of his friends at the Westchester Operators Guild annual banquet.



COMIC PHIL FOSTER, center, flanked by Harold Rosenberg, left, program chairman; Carl Pavesi, right, president, and officers of the Westchester Operators Guild, take time out for a formal pose at the annual WOG dinner in Yonkers, N. Y.

## HIGH IMPORT TAXES DIM ISRAEL SALES OUTLOOK

TEL AVIV—The future for juke boxes and coin-operated games in Israel is bleak, according to Max Hurvich, head of the Birmingham Vending Company, Birmingham. Mr. and Mrs. Hurvich are winding up a six-week tour of Europe and Israel.

Hurvich, a bulk vending and coin machine distributor in the United States for 30 years, decided to investigate the possibilities of exporting coin machines from the U. S. to Israel.

However, government officials soon put a damper on the idea. Hurvich was told that import taxes, even on used equipment, would make the cost of the machines prohibitive.

Hurvich, a board member of the Music Operators of America and the National Vendors Association, is in partnership with his twin brother, Harry, in the operation of Birmingham Vending.

## EUROPEAN NEWS BRIEFS

• Continued from page 43

matenaufsteller E.V. Elected with Mueller were Martin Sendke, vice-president; Franz Ganske, Anton Orthlauff-Bloos, Fritz Hannes, members of board of directors; Adolf Ess, Alois Gaertner, Werner Kallenbach, council of elders; Horst Pannewitz and Jose Clotten, auditors; Siegfried Thalwitzer, Kurt Schulz, Lothar Kirchgassner, Friedrich Baechtle and Friedrich Schmidt, board of arbitration. The association observed the 10th anniversary of its founding, awarding certificates to 14 charter members. The association has voted to hold its present level of membership assessments as an example for government tax authorities, machine manufacturers and the diskeries.

## Dr. Justi Heads VDAI

COLOGNE—Coin machine manufacturers and wholesalers belonging to Verband der Deutschen Automaten-Industrie E.V. (VDAI) have re-elected Dr. Friedrich Justi as chairman and Guenter Wulff vice-chairman. In addition, Wulff was named to head the association's division handling phonographs, games and payouts, with Karl-Josef Huch as his deputy and Harro Koebeke as treasurer. Dr. Justi will double as chief of the VDAI's vending machine division, with Ferdinand Ferber as deputy and Kurt Wiegandt treasurer. The association has voted to consider establishment of a coin machine legal library and to sponsor a trade fair for international coin machine specialists.

## U. S. Dominates Swedish Market

STOCKHOLM—Trade surveys show that U. S. juke boxes continue to dominate the Swedish market, and that German manufacturers, despite an intensive sales drive, have been unable to dent the strongly American market here. The surveys show that a full 85 per cent of all phonographs on location are of U. S. origin, either imported directly from the U. S. or from American production in Europe.



MRS. CARL PAVESI, wife of the Westchester Operators Guild president, is presented with a bouquet of roses by Malcolm Wein, WOG counsel, who was toastmaster at the organization's annual banquet.

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ONLY  
**WURLITZER**  
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# Urban Launches National Drive For Movie Machine Distributors

LOUISVILLE—Urban Industries, manufacturer of coin-operated motion picture viewing machines, has gone into production on two units, Peek-a-Rama and Kiddie Kolor Kartoon, and has begun a national drive to line up distributors.

In charge of the sales effort is Charley Katz, who this week was named sales manager of the firm. Katz, a veteran of 35 years in the business, had been with the Kiddie-lane Corporation, the Bert Lane Company, Capitol Projector Corporation, Drum Equipment Corporation and the Bally Manufacturing Company.

Bernard Berman, president of Urban, said that the company's two machines have been tested in Kentucky and Indiana for more than two years. Berman is a major coin machine operator in that area and has five arcades in Louisville. Other officers in Urban Industries are Nat Bailen, vice-president; Frank Urban, vice-president, and Robert Urban, secretary-treasurer.

**Basic Mechanism**  
The unit was designed by Frank Urban, who worked with a Bell & Howell projector to come up with the current viewer. Both Peek-a-Rama and Kiddie Kolor Kartoon have the same basic mechanism—a Bell & Howell projector adapted for Urban Industries.

Both units show 8mm. color film, with three subjects on a roll. The film works on a simple gravity system, with no motor or gears. List price for the viewer is \$499.50 in either version. The manufacturers say they have field-tested 30 Kiddie Kolor Kartoons and 70 Peek-a-Ramas for about two years without encountering a mechanical failure.

They add that the firm has an extensive library of both kiddie and adult film, especially edited for the machines.

# MOA Intensifies Search for Exec

CHICAGO—The Music Operators of America is intensifying its search for a professional trade association manager. Leo Kaner, MOA national tax counsellor, has been interviewing applicants in the organization's Chicago office.

MOA's executive committee will operate the Chicago office until the new executive secretary takes over. The new man will assume duties formerly performed by Ed Ratajack, MOA managing director, who resigned following the group's national convention here in early May.

The manager eventually will take over the duties of President George Miller, who will not be a candidate for re-election when his term expires at the end of the year.

The executive committee will name a subcommittee to interview applicants. Clint S. Pierce, MOA board chairman; Lou Casola, vice-

president, and Kaner met here this week to set up interviewing procedures.

The man to be hired will probably be a professional trade association man, with some public relations experience, and with no current or prior connection with the coin machine industry. He will be based in Chicago, but will visit operators, distributors and manufacturers throughout the nation.

# Connecticut Ops Get First Look at AMI

EAST HARTFORD, Conn. — Connecticut operators will have their first chance to view the new AMI Monday (28) at Runyon Sales' new headquarters here at 307 Tolland Street.

Factory representative Art Seglin will be on hand, as will Barney Sugarman, Runyon president, and Irv Kempner, Connecticut sales manager. Nat Gutkin, service manager, will explain the new unit.

# Marty Rosen Named Runyon Service Mgr.

NEW YORK—Marty Rosen, a 32-year veteran of the coin machine industry, last week was named service manager at Runyon Sales, local AMI outlet.

Rosen, who has been operating a free-lance service organization for 15 years, at various times worked for many of the big names in the trade—the late George Ponser and Willie Blatt, Mike Munves and Dave Simon.

# Miss Gordon to Wed

NEW YORK—Nash Gordon, executive secretary of the Music Operators of New York, and Mrs. Gordon, announce the engagement of their daughter, Marjorie Lois, to Ira Levine, son of Dr. and Mrs. Jacob R. Levine, New Rochelle, N. Y. Miss Gordon is a senior at Hunter College. Her fiancée, a graduate of Adelphi College, is a student at Columbia Law School.

more will LIVE  
the more you GIVE

**HEART FUND**



NEARLY 200 PERSONS attended the recent showing of the new Rowe-AMI phonograph at the Bush International showroom in Jacksonville, Fla. John Hale, president of Rowe-AC Services, and O. R. Truppman, BI's divisional head, greeted the operators.



INDUSTRY LEADERS at the Bush International showing of the new Rowe-AMI model included, left to right: John Crosby, Dukes Music Company, Savannah, Ga.; John Hale, president of Rowe AC Services, Chicago; Joe Barton, manager of BI's Jacksonville office, and Jimmy Dukes, Dukes Music Company, Savannah, Ga.

NOW SHOWING  
**NEW Rowe AMI**  
with  
**ORBITAL SOUND**  
and  
**"THREE-in-ONE"**

See 4-Color Ad Inside Spread This Issue

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NOW SHOWING  
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with  
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Say You Saw It in Billboard Music Week

# Ohio Vendors Pledge Code of Ethics

By IRINA MIHALEGA  
COLUMBUS, O. — A vending affiliate membership established by the Ohio Vendors Association at a recent meeting.



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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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Fill in coupon, clip and mail to:

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We handle complete line of machines, parts & supplies.



The adopted vending code, another step in organizing the recently established OVA, declares: "We consider automatic merchandising a worthy vocation, as it affords us a distinct opportunity to serve the public. We will see that our merchandise or service machines are always clean, attractive and in good working order. We will have the machines serviced by competent personnel as frequently as the type of merchandise or service may require. We hold that the sale of our goods and services for profit is proper and ethical, provided that all parties to the transaction are benefited thereby."

Need or a membership drive was high on the agenda of the meeting, presided over by OVA president Herman Eisenberg, Confection Sales, Cleveland. Eisenberg said complacency was the primary reason for lack of a strong membership.

"I've seen a lot of threatening situations in the business come up during my time and the recent legislation won't be the last," Eisenberg said. "For the good of the business, we should have a strong organization so that action will not be dependent upon a few to handle a serious situation—people who may not be around in the future. Everybody in the vending machine business should belong."

To make it possible for every bulk vending operator to be a member of the OVA, regardless of how small the operation, an affiliate membership was established.

"To make it encouraging for operators under 100 machines," Eisenberg said, "we will have an affiliate membership costing only \$2. Affiliate members can attend all meetings and be heard. The only thing they won't have is the vote."

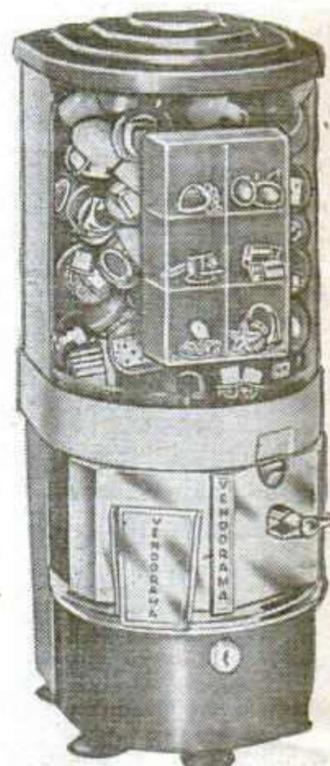
This membership fee in the main will defray mailing costs of notices of meetings, current legislative information on bulk vending and other pertinent industry information. New members will receive the latest edition of "The Vending Machines Food Service Operation Law—Its Regulations and Interpretative Guide," issued by the Ohio Department of Health.

It was resolved that all members of the OVA call on operators in their area to encourage membership in an organization which will benefit the entire industry. Membership is open to all Ohio-based bulk vending operators and bulk vending operators doing business in the State of Ohio.

The next meeting of the OVA will be held in Cleveland in early fall at a time and place to be announced.

Also in attendance were Clark Applegate, Miami Valley Vending Supply, Clayton; John O. Brehmer, Buckeye Vending, Columbus; George J. Bourquis, Canton; Harold L. Deever, Deever-Moore, Ashland; Leonard Quinn, Confection Products Company, Columbus.

# Victor's New Machine Is Versatile Type



VENDORAMA

one (1) col outline 4" cut, cin has CHICAGO — The Victor Vending Corporation has gone into production on its new model Vendorama, an all-purpose machine which vends regular size or the larger V-1 capsules.

The unit vends 1-cent, 5-cent, 10-cent and 25-cent items and can dispense penny 100-count gum or three-for-a-nickel items mixed with Rocket Charms.

It can also vend 210-count gum and charms along with nuts or candy at 1 cent, 5 cents or 10 cents.

The machines gross \$22 per fill on 210-count gum and charms and about \$50 a fill on 5-cent Rocket charms.

The globe-style unit lists for \$18.50, while the hall-cabinet model lists for \$19.

the warmongers by increasing individual production."

Bulk vending is a relatively new field of Communist economic activity and is a product of the general borrowing of Western techniques and commercial practices (conforming to the Communist line) instituted by Nikita Khrushchev soon after he came to power.

As with Communist economic activity generally, the bulk vending is linked to Communist propaganda. In this connection, the spaceship vending machines are designed not only to sell the product, but also to propagandize Soviet space achievements and generate pride in "the triumph of Socialist science," as one bulk vending machine attendant for HO described it to a BMW reporter in East Berlin.

## OUTER SPACE PITCH

# Reds' New Machines Return Titov Charms

EAST BERLIN — East Germany's Handelsorganisation (HO), which operates the country's coin machines as well as restaurants, night clubs and food stores, has just introduced a new line of spaceship bulk vending machines patterned after the Soviet space capsules.

They are used for ball gum and nuts and were first introduced at the Leipzig Spring Trade Fair. Now they are being installed generally in East Germany.

The machines are intended as a replica of the spacecraft used by Gehrman Titov when he orbited the globe 17 times. Copying

Western bulk vending practice, the Communists for the first time are including charms in the ball gum stock, the charms being spaceships (replicas of that of Yuri Gagarin as well as Titov), the Soviet atomic icebreaker, the East German Wartburg automobile and the sickle-and-compass East German national emblem.

### Slogan Carriers

Machines are painted red and gold. Some of them carry the Communist propaganda slogans seen everywhere in East Germany. For example, the machine just inside the entrance at the Lehrterbahnhof, in East Berlin, proclaims, "Fight



# 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.

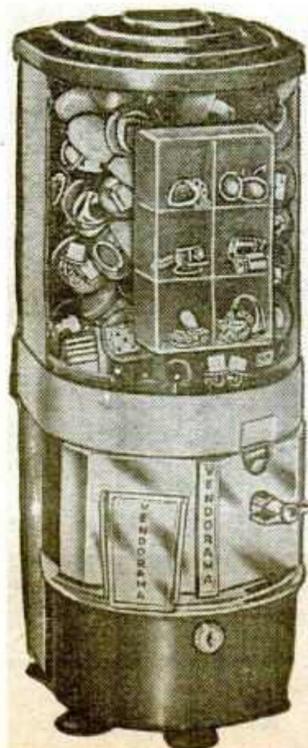
Vendorama has extra large capacity. Grosses \$22.00 per fill of 210 gum and charms. Grosses about \$50.00 per fill of Rocket Charms @ 5c.

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!

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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.

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Write for beautiful illustrated circular and prices today.

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# U. S. Candy Makers Need Protection, New England Group Tells Congress

WASHINGTON — The New England Confectionery Company, of Cambridge, Mass., has protested to Congress over the lack of protection for American candy makers from what they term unfair European competition.

George B. Keough, vice-president of the firm, has written to Rep. Thomas J. Lane (D., Mass.) to vote against the new Trade Expansion Act now under consideration, Lane reported to Congress last week. Keough says the bill will open the door even wider to European competitors who pay far lower wages, buy ingredients more cheaply, and are favored with a lowering of U. S. duty from the 1930 level of 40 per cent ad valorem, to about one-fourth of that at present. U. S. candy, on the other hand, has to face high tariff barriers abroad, says Keough, and high prices at home.

The New England firm says that

the 155 manufacturing confectioners in Massachusetts produce retail candy sales of over \$200 million. If the Trade Expansion bill passes, the firm foresees unfair competition which will cut down on candy sales, on manufacturer buys of equipment and raw product, and will reduce employment in the State.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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# Ops Warned To Stay Alert

MONTICELLO, N. Y.—Several bulk vending operators were among the 400 vending industry tradesters who attended the recent combined meeting of the New York Automatic Vending Association and the National Automatic Merchandising Association's regional meeting at the Laurel Country Club here.

Morris Weintraub, NYAVA executive director, said that while manufacturers and suppliers have shown an awareness of industry problems, operator participation in association affairs has been disappointing.

"A law in any city, town, county or State, which affects a vending machine adversely will hurt the local operator many times more than anyone else," he charged, "and yet, he does not seem to be concerned."

Weintraub said that of 1,000 operators in the State, only 93 have joined NYAVA, and only 29 of this total are active.

# Folz Breaks Ground For New Building

OCEANSIDE, L. I., N. Y.—The Folz Vending Company, largest bulk operation in the nation, will occupy new headquarters here in September.

Ground was broken this week for the 10,000-square-foot, all-brick building, which will house the firm's offices and warehouse. The building will contain offices for Roger Folz and Harold Folz, the principal owners, with stock room and shop facilities.

The plant will be built on an 18,000-square-foot lot, with 6,000 square feet available for parking.

# Confectioners' Sales Shoot Up Again

WASHINGTON — Manufacturers' confectionery sales climbed for the sixth straight year, to \$1.2 billion value for 3.1 billion pounds in 1961. Americans consumed an average of 17.2 pounds per capita, up 1.8 per cent over 1960. Confectionery facts and figures for 1961 are reported in Commerce Department's preview of its annual Confectionery Sales and Distribution Report, due out early in June.

How much of the \$1.2 billion in manufacturers' sales went to vending machine operators is not noted in the preliminary report. The amount will be only partially indicated even in the full report, which breaks out only manufacturer-wholesaler sales to vendors. The 1960 sales to vending machines totaled \$32,776,000 from the manufacturer-wholesaler group, up \$3.1 million over the previous year. Continuing upward trends indicate that 1961 manufacturer-wholesaler supplies to vending machines should go at least \$35,000,000 minimum.

Commerce Department spokesmen say recent improvements in fast machine tabulation for manufacturers' statistics may make it more feasible for vending machine association to finance a confectionery breakout from all manufacturing sources more cheaply than in previous years.

The increase in manufacturers' confectionery sales value to \$1,231,859,000 in 1961 was \$26,109,000, or 2.2 per cent above 1960. Poundage was 3,109,023,000, an increase of 105,326,000, or 3.5 per cent, as reported by the Food Industries Division, Business and Defense Services Administration of the Commerce Department.

Bar goods sales, which account

for one-third of the manufacturers' sales, rose to 940 million pounds, valued at \$383 million, a gain of 4 per cent over 1960 sales of 906 million pounds valued at \$370 million. Value per pound was 40.7 cents, as against 40.8 cents in 1960.

American consumers continued to favor chocolate-covered bars, as manufacturers sold 441 million pounds valued at \$165 million, a gain of 3 per cent in quantity, 4 per cent in value. However, molded

chocolate bars amounting to 249 million pounds at \$135 million showed strong sales increase of 20 per cent in quantity and 10 per cent in value in 1961. Confectionery (cocoa) coated bars dropped 10 per cent in poundage and 7 per cent in value from 1960, for a total of 126 million pounds valued at \$44 million.

Also in bar goods, the small non-chocolate bars dropped 3 per cent in 1961 sales of 124 million pounds valued at \$39 million. Five-cent and 10-cent specialties reported sales of 248 million pounds at \$104 million, a 4 per cent decrease in poundage, but about the same over-all value as 1960. Value per pound averaged 42.1 cents in 1961 as against 40.5 cents in 1960, an increase of 4 per cent.

## Bulk Sales Up, Too

Bulk goods sales in 1961 were 429 million pounds, at \$139 million, as against 1960 quantity of 410 million pounds at \$131 million, an increase of 5 per cent in poundage and 6 per cent in value. (Bulk goods are candies generally retailed unpackaged, and sold by pound or in bulk.)

In bulk sales, manufacturers' sales of the chocolate-covered variety were 108 million pounds, valued at \$57 million, up 4 per cent in poundage and 8 per cent in value; solid chocolate sold 29 million pounds at \$15 million, an increase of 15 per cent in poundage and 10 per cent in value; confectionery (cocoa) coated was down 6 per cent in poundage and 8 per cent in value, selling only 6 million pounds valued at \$2 million. Other bulk, non-chocolate and non-cocoa, sold 286 million pounds, valued at \$65 million.

# Headshrinkers at Price Place Are The Real McCoy

NEW YORK—A deathlike replica of a shrunken head is the latest charm to come off the production line of the Paul A. Price Company. The item is made of the same material as the firm's Scare 'Em series—a soft, moist plastic which feels somewhat slimy to the touch.

The charm, aptly named and copyrighted, Shrunken Head, can be stuck on foreheads, placed on the palms of hands and made to adhere to glass and other flat surfaces.

According to the manufacturer, the Shrunken Heads are flexible and may be distorted into a variety of ghoulish expressions.

Each Shrunken Head comes with a loop on top so that the moppet can string thread through the aperture and simulate hair.

The first run is being made in black, but the item is expected to be available in other colors.

Penny goods sales by manufacturers were 174 million pounds, valued at \$54 million, compared with 176 million pounds at \$53 million in 1960, a decrease of 1 per cent in quantity, and an increase of 1 per cent in total value. Average price per pound of product was 30.8 cents per pound as against 30.1 cents in 1960, an increase of 2 per cent.

## Package Goods Leads All

Package goods, as always, accounted for the biggest chunk of manufacturers' sales: 36 per cent of the industry's reported poundage and 39 per cent of value. Sales of packaged goods in 1961 were 1,024 million pounds, valued at \$432 million, compared to 998 million pounds at \$422 million in

(Continued on page 56)



## SCARE EMS

(T.M.)  
The Hottest Item in Bulk Vending!

For best results use the original and the best!

LARGE FROG (with dangling legs)—Only \$36.00 per M Capsuled  
LARGE CRAWFISH—Only \$36.00 per M Capsuled  
JR. SCARE EMS—Only \$30.00 per M Capsuled  
Large SCARE EMS—Only \$45.00 per M Capsuled  
New Six-Inch WORM, assorted colors—Only \$36.00 per M Capsuled

Write for prices and many new items.

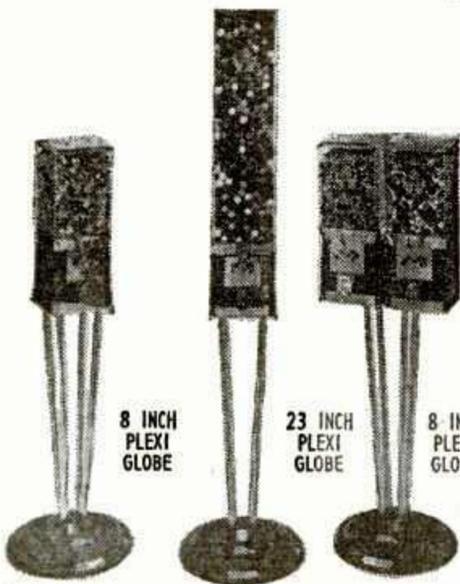
**PAUL A. PRICE CO., INC.**  
55 Leonard Street, New York 13, N. Y.  
COrtland 7-5147-8

## ANSWERS TO THE OPERATOR'S DREAM

- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE

# BEAVER VENDORS

Patent Pending

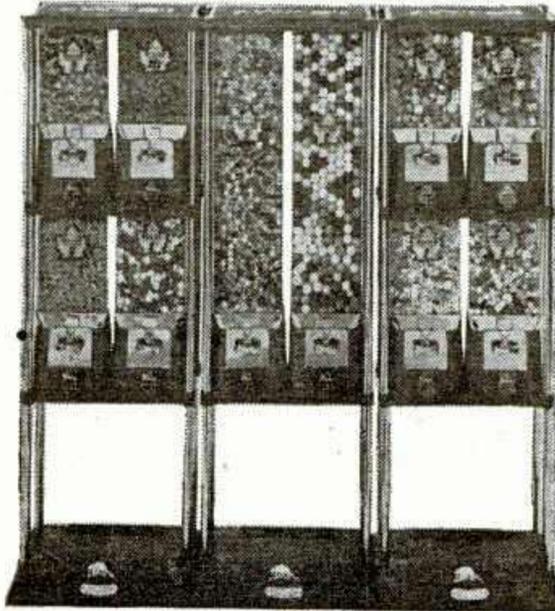


8 INCH PLEXI GLOBE

23 INCH PLEXI GLOBE

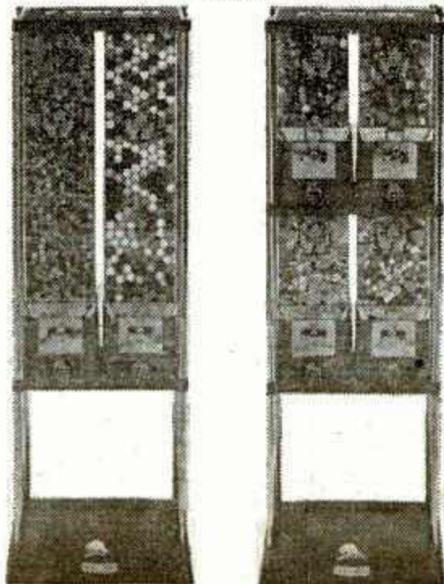
8 INCH PLEXI GLOBE

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)**

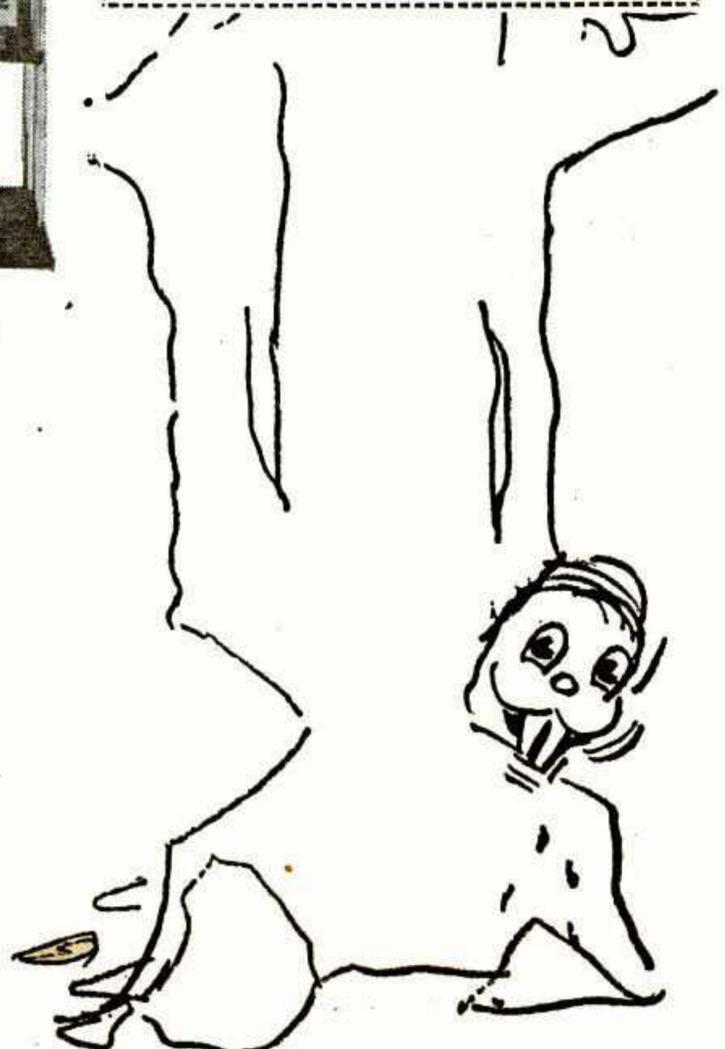


Contains 2 Units

Contains 4 Units

PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY & STATE \_\_\_\_\_



## CAMPBELL VENDING, INC.

541 SENECA ST.

BUFFALO 4, N. Y.

Support the MEND Fund  
Inquiries Invited

### HORRIBLES

They're real, life like, soft, slimy, wriggly—they're HORRIBLE. That's why kids like them. Kids buy them so you'll love them too and the price is right.

FOR 5c CAPSULE VENDING:

**Junior Horribles**

packed 2 in a sample—

**\$22.00 per M capsules**

FOR 10c CAPSULE VENDING:

**Large Horribles**

packed in capsules—

**\$38.00 per M capsules**

At your nearest warehouse or direct from the factory.

Birmingham Vending  
540 2nd Ave., N.W.  
Birmingham 4, Ala.  
King & Co.  
2700-2 West Lake Street  
Chicago, Ill.  
Graft Vending Supply Co., Inc.  
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Dallas, Tex.  
Shaw Vending Supply Co.  
6327 Calhoun 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.  
1023 South Grand Ave.  
Los Angeles 15, Calif.  
Oak Sales of Florida  
1121 71st  
Miami Beach 41, Fla.  
Oak Sales  
2033 Fifth Ave.  
Pittsburgh 19, Pa.  
Ridge Gum Corp.  
4324 Ridge Rsp.  
Cleveland 9, Ohio

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### 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¢ Porc. Con- verted for 100 ct. B. G.	6.50
Silver King 1¢ B.G. or Mdse.	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	\$ .64
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulle	.53
Pistachio Nuts, Vendor's Mix	.50
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.45
Cashew, Butts	.40
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
Mershey-ets	.47

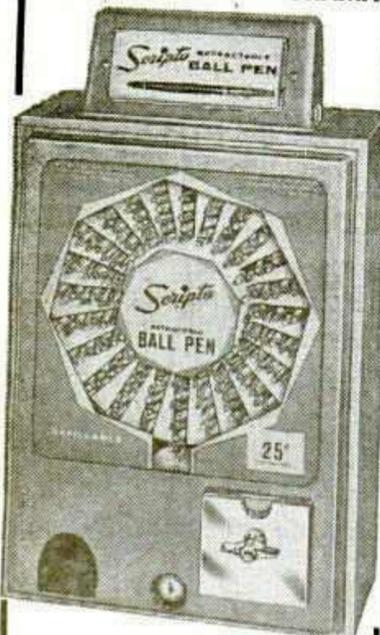
Rain-Bo Gum, 72 ct.	\$ .32
Malt-ette, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Mershey's Chocolate, 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 VICTOR

### SCRIPTO PEN VENDORAMA



Write for Beautiful Illustrated Circular and Prices.

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 4-6467

## Automatic Canteen Ups Earnings As New Celebrity Line Catches On

CHICAGO—Frederick L. Schuster, board chairman of Automatic Canteen Company of America, envisioned "improved earnings" for the second six months of the firm's fiscal year ending September 29, 1962, despite a slightly lower first-half earnings this year.

"The new Celebrity line units," he pointed out, "have been coming off the line in growing quantities since the middle of March, and we are now working at a maximum rate to meet delivery schedules." Schuster added that the new line of commercial phonographs received immediate acclaim by distributors who attended a two-day

introductory sales conference in Chicago earlier this month.

### Record Sales

"Continued record sales at retail levels, a complete co-ordination of manufacturing procedures at our plants in Grand Rapids, Mich.; Whippany, N. J., and Rockford, Ill., plus the continued excellent performance of our finance divisions, all give every indication that the efforts Automatic Canteen has directed toward consolidating and digesting acquisitions made during the past two years are now beginning to pay off.

"We anticipate improved earnings and operational income for the last six months," said Schuster. The company reported sales and operating revenues for the first six months, ended March 17, 1962, of \$99,544,205, with net earnings of \$1,665,735, or 25 cents per share on over 6,750,000 shares outstanding.

## Gulf Coast Ops Cop Wurlitzer Prizes

NEW ORLEANS — Some 25 Gulf Coast operators took part in a recent drawing at F. A. B. Distributing Company here as the local Wurlitzer distributor gave away 10 major prizes and 15 portable television sets.

The occasion was the wind-up of Fletcher Blalock's sales campaign. Operators who bought a specified amount of equipment were eligible for the prizes.

The big winner was Stephan C. Stringfellow, Pascagoula, Miss., who won the Cadillac. Other top winners included: Edward E. Bahry, a Wurlitzer phonograph; Solie Culverhouse, an RCA Victor Color television; Sam Digiglia, Wurlitzer piano; Jesse Walker, an RCA Victor stereophonic record and radio combination; Archie Sebastian, a mink stole; Earl John, an RCA refrigerator; Vernon Cahoon, an RCA upright freezer; C. D. Carlton, an RCA Whirlpool washer, and H. B. Nelson, an RCA Whirlpool dryer.

Portable RCA televisions were won by the following: Mac Ward, C. B. Carlton, Jr., W. B. Harvey, H. B. Deaton, Woody Gammell, L. Juneau, A. B. Fort, C. O. Alson, Ben S. Cotita, Guy Slay, J. B. Thomas, Ivy Bonaventure, C. B. Shive, W. C. Ross and Tony Ingratia.

On hand for the giveaway and representing the Wurlitzer Company were A. D. Palmer, Jr., advertising and sales promotion manager, and Al Dietrich, special sales representative, and Joe Hart and Curley Wharton of the credit department.

## Great Time Saver COIN WEIGHING SCALE

1c or 1c & 5c Combination

Weighs \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.



\$22.00

Complete With Sturdy Carrying Case  
**ORDER TODAY**  
1/2 Dep., Bal. C.O.D. F.O.B. N.Y.  
Distributors, Write for Prices

### J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarettes, and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.  
PResident 2-2900

## 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.

**BIG SAVINGS on BALL AND VENDING GUMS**

SAME FINE FLAVORS CENTERS AND COATING

### Direct Low Factory Prices

Bubble Ball Gum, 140, 170 G	
210 ct. G Giant Size	28 1/2¢ lb.
Chicle Ball Gum, 130 ct.	36 1/2¢ lb.
Clor-o-Vend Ball Gum	41 1/2¢ lb.
Clor-o-Vend Chicks, 320 ct.	41 1/2¢ lb.
Chicle Chicks, 320 G 520 ct.	37 1/2¢ lb.
Bubble Chicks, 320 G	
520 ct.	29 1/2¢ lb.
Tab (short stick), 100 ct.	38¢ box
5-Stick Gum, 100 packs	\$1.90
F.O.B. Factory 150 lb. lots.	

### AMERICAN CHEWING PRODUCTS

37 years of manufacturing experience  
4th & Mt. Pleasant • Newark 4, N. J.

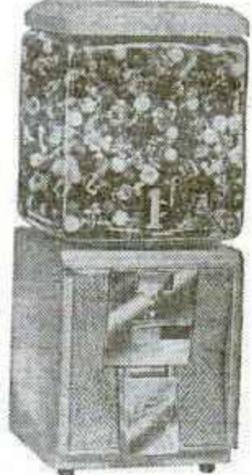


LORD LABORATORIES, Detroit, has gone into production on Vend-Lube, a lubricant designed for moving parts on juke boxes, amusement games and other type coin machines. The powdered substance is dispensed in a plastic squeeze bottle.

## 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

2621 E. Armstrong St. Morris, Ill.  
Phone: Whitney 2-1300

**J. SCHOENBACH**  
Distributor For  
oak Manufacturing Co., Inc.  
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PResident 2-2900  
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**Buy OAK for your PROFIT LINE!**

**oak**

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.

## 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



Penny-Nickel ATLAS MASTER Vendors

## it's RAKE for the OAK PROFIT LINE! 5c, 10c, 25c CAPSULE VENDOR

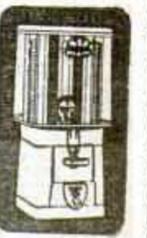
**Capsule Vendor**  
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.



\$17.95

## "GOLD MINE"

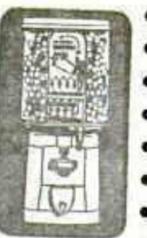
**Tab Gum Selector**  
Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!



\$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

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# NEW Rowe AMI

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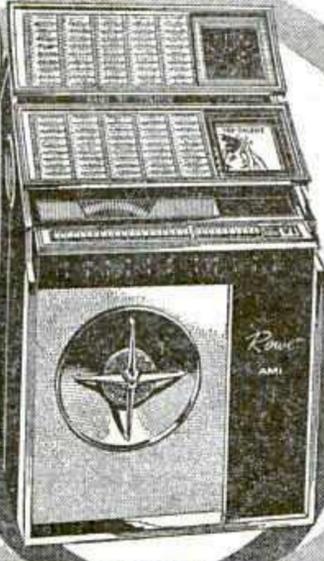
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and

"THREE-in-ONE"

FLEXIBILITY

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4-Color Ad  
Inside Spread  
This Issue



**HERMITAGE MUSIC CO.**

400 Fourth Ave. S., Nashville 3, Tenn. Phone: ALpine 6-5666

## Wurlitzer Engineers Pass Word To 120 Attending 9 Area Schools

NORTH TONAWANDA, N. Y.—The Wurlitzer Company is on a service school binge. In a two-week period, Wurlitzer field service engineers have held nine sessions in various parts of the country, with 120 operators and servicemen attending.

Subjects ranged from electrical circuitry to mechanical components of each phonograph with special attention given the Wurlitzer exclusive feature—Ten Top Tunes with a single selector button.

Reid Whipple, special factory representative and field service engineer, held three separate meetings for Bilotta Enterprises in the Eastern region—Newark, Syracuse, and Albany, N. Y. Operators and servicemen attending were: Homer Jenkins, Fingerlakes Phonographs, Geneva, N. Y.; Jim Carder, Southern Tier Amusement, Owego, N. Y.; John Folten, A & G Amusement, Endicott, N. Y.; John Sullivan, Montour Falls, N. Y.; Joe Shorting, Owego, N. Y.; Dick Snyder, Ithaca, N. Y.; Raymond House, Ithaca, N. Y.; Tony Comella, Newark, N. Y.; Mr. and Mrs. William Thorpe, Seneca Falls, N. Y.; Charles Winter, Rochester, N. Y.; Lenny LeBaron, Harry E. Reiner and Ralph Denby, Bilotta Dist. Co., Newark, N. Y.; William Caiello, Jim Sinnir, Melvin Lawett, David Lee, Bob Button, Stan Dabrowsko, William Bittner, Pat Marcy, Bob Kirk, and Mike Vesco, all from the Syracuse area; Dave Nicholson, Dough Lampariello, Ellsworth Fisher, Donald Bushey, Donald Justice, Walter Gracick, James Brigowle, Hard Swart, John Quinn and Mike de Bonis, all from the Albany area.

Karel Johnson, field service engineer in the Southwest region, held his seminar for United Distributors, Inc., in Wichita, Kan. Operators and servicemen attending were: Bob Welsh, Music Service Co., Wichita; Curley Unruh and Orvis Day, Murphy Music Co., Wichita; Max Lovett, Ted Lovett, Albert Mason, Clyde Gage, Bill Blanchard, and Byron Waggoner, United Dist., Inc., Wichita; Don Fooshee, Fooshee Amusement Co., El Dorado, Kan.; Byron McCollough, Midwest Novelty Co., Great Bend, Kan.; Cliff Powellson, Midwest Novelty Co., Great Bend, Kan.; Kenny Robinson and Jim Williams, Air Capitol Music Co.; L. F. Peterson, Independence, Kan.; Ivan Martin, Automatic Coin Machine Co., Winfield, Kan., and Wilfred Dielman from Gran Diel Music Co., McPherson, Kan.

C. B. Ross, field service engineer of the Midwest region, conducted his meeting in Milwaukee for United, Inc. Attending were: Richard Santig, Hasting Dist. Co.; Casper Sittig, Cap's Amusement; William M. Zajc, Studio Phonographs; Anton Jonelis, Plymouth, Wis.; Sylvester Kindler, United, Inc., Milwaukee; Vern Duerstein, Southern Novelty Co.; Chuck Hartman, Wauertown, Wis.; Robert Fitzke, Wausau, Wis.; Gary Reier, Truger Novelty; Robert and Anthony Zore, Zores Coin Machines, and Bob Bokelman, Bob's TV-Amusement Service, Racine, Wis.

Harry Gregg, field service engineer in the Southeast region, had four service schools.

Attending at Peach State Music Co., Columbia, S. C., were: Al Zarembo, Bill's Amusement Co., Charleston, S. C.; T. M. Watt, Watt Music Co., Anderson, S. C.; Bill Harbin, Bill's Amusement Co., Anderson, S. C.; J. O. Burwell, Bell Music Company, Spartanburg, S. C.; J. Lander Gentry from Bell Music Co., Spartanburg, S. C., and Mrs. W. L. Kitchener, Bill Amusement Co., Charleston S. C.

Also, J. C. Hopkin, Crescent Co., Savannah, Ga.; Jack Ellenburg, Kenneth Smith and Gary Strong, Ellenburg Amusement Co.,

Easley, S. C.; G. B. Garrett, Cape Fear Music Co., Wilmington, N. C.; A. Wilson Simkins, Simkins Music Co., Columbia, S. C.; R. E. Ray from Music Service Co., Columbia, S. C.; M. Harrelson from Bell Music Co., Spartanburg, S. C., and Paul L. Beach, Beach Music Co., Walterboro, S. C.

Those attending at Mims Music in Charleston, S. C., were: Jay Craft, Buddy Hunt, Guy Pane, Roy Hucks, Cody Steadman, Lonny Watson, Odale, Jessie Parker, Marton Kosius, Harold Lee Mims, Jim Alford, Al Zarembo, J. C. Barrett, J. L. Parker.

Operators and servicemen attending at the Francis Marion Hotel, Charleston, were: William L. Kitchener Jr. and John C. Niyon, Bill's Amusement, Charleston; Bill Oberst, Charlie Altman and Joseph Morrison from Winyah Amusement Co.; Jimmie Griffith and Frank Ubiur, Moncks Corner, S. C.; A. H. Windham, Moore Amusement Co.; Daniel L. Evans; Joseph L. Evans, and W. L. Kitchener, Bill's Amusement.

Attending the seminar at Mar-Tab Vending in Miami were: Har-

(Continued on page 56)

## SALES FOLLOW LUEBKE VISIT

DAKAR—The newly independent State of Senegal, on Africa's West Coast, has imported 35 phonographs from West German manufacturers since the visit there in January of West German Federal President Heinrich Luebke. Dr. Luebke was not visiting Senegal in the capacity of a phonograph salesman. He merely made a routine State visit here. However, alert German phonograph firms followed up the President's visit with a barrage of German juke box sales promotion, an example of the hard-sell tactics of the German trade in the world coin machine market.

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4 COLOR AD  
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# NEW Rowe AMI

with

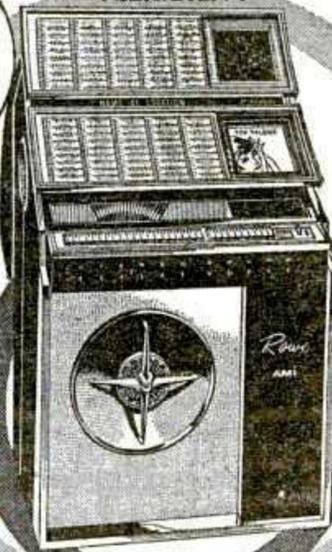
ORBITAL SOUND

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"THREE-in-ONE"

FLEXIBILITY

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## FOR SALE

You've Never Seen Games So Clean

Games, Inc., Super Wild Cats.....	\$175.00
Games, Inc., Twin Wild Cats.....	200.00
Games, Inc., Twin Super Wild Cats.....	300.00
Games, Inc., Wild Cats.....	75.00
United Jumbo Bowlers, 16'.....	375.00
United Bonus Bowlers, 16'.....	425.00
Chi Coin Variety Roll Down Bowlers.....	795.00
Chi Coin Queen Bowlers, 16'.....	650.00
Chi Coin Duchess Bowlers, 16'.....	795.00
Chi Coin Princess Bowlers, 16'.....	895.00

**ROYAL**  
2070 SEYMOUR AVENUE  
CINCINNATI 37, OHIO  
Phone: Elmhurst 1-7400

**SPECIALS**  
Lotta Funs.....\$375.00  
Barrel Funs..... 450.00  
Barrel-O-Funs  
'61 .....475.00

NOW SHOWING

# NEW Rowe AMI

with

ORBITAL SOUND

and

"THREE-in-ONE"

FLEXIBILITY

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**W. B. MUSIC COMPANY, INC.**

2900 Main St., Kansas City 8, Mo. Phone: JEfferson 1-5715

GIVE TO DAMON RUNYON CANCER FUND

## Denver Collections Stay Healthy Despite Lure of Dog Track Action

By BOB LATIMER

DENVER—Collections, "slightly better than average for this time of year," were reported by Denver amusement machine and phonograph operators for the middle week in May. Most noticeable increases remain in the amusement machine bracket, which is not surprising since there have probably been more amusement machines set since the first of the year in Denver than in any time in the past 20 years. The boom resulted from a more favorable legislative climate and a coincident desire of operators to diversify.

As had been anticipated, there was a slight drop in revenue after the Cloverleaf Greyhound Racing Track, 50 miles north of Denver, opened its 1962 season. The dog track, however, which normally attracts upwards of 10,000 Denverites nightly, showed a big increase in the handle, which was matched

by proportionate increases in phonograph and amusement machine collections at the track.

For the first time this year, there was a complete reversal in the top five records, with "Born to Love," by Ray Charles leading the list, followed by "Soldier Boy," by the Shirelles; "Everybody Loves Me But You," by Brenda Lee; "PT-109," by Jimmy Dean, and "Second Hand Love," by Connie Francis.

The only repeat was "PT-109," which has been an established favorite. Incidentally, there has been a sharp dwindling in demand for Twist records, a development not entirely unexpected by Denver operators, with the advent of summer hot weather.

too raucous and they can use it all over their routes."

Jim Skiba, Third Street Radio Doctors, reported favorable operator reaction to the new Paul Anka release, "Steel Guitar and a Glass of Wine." Another winner, said Skiba, is the newly minted "Stranger on the Shore," with Andy Williams.

## Slow Ballad Surprise Leader in Milwaukee

By BENN OLLMAN

MILWAUKEE—A solid week of temperatures in the hot, dry 80's continued to move music route receipts in a healthy direction. One-stoppers affirmed an accelerated demand from operators for Twist-oriented records—disks that can't be labeled as such, but feature the infectious Twist beat to which the public has taken such a strong fancy.

Top-selling juke box disk, according to one-stops and operators, however, this week, is a slow, sirupy ballad, "Roses Are Red," by Bobby Vinton on Epic. The item hasn't made the national charts as yet, but in the Milwaukee market it is currently the unmistakable sales leader. According to Jerome (Red)

Jacomet, Red's Novelty Company, "We've had more requests for 'Roses Are Red' than for any other number in a long while." Ken Zastrow, disk buyer for Milwaukee Amusement Company, also placed it at the head of his want list. And Frank Bartnik, Banaco Music, reported that he has covered his route with the number. "All of a sudden we got a lot of requests for it," Bartnik said.

Other records listed by Ken Zastrow as source of profitable route action include: "I Can't Stop Lovin' You," with Ray Charles, and "It Keeps Right on A-Hurtin'," with Johnny Tillotson, on Cadence. Also big, says Zastrow, are "Bring It on Home," Sam Cooke, RCA Victor; "Night Train," James Brown, Federal, and "Wolverton Mountain," Claude King, Columbia Records.

One-stopper Jimm Mayer, Record City, also lists "Cuore," with Tony De Franco, on Balmor Records, as another promising breakout in this area. Strong items include "Limbo Rock," with the Champs, and the new Ray Charles "I Can't Stop Loving You."

Mayer said, "Operators like 'Limbo Rock' because it is not

### THAT IMPULSE BUY

## 'Right Spot at Right Time' Hypos Denver Firm's Sales

DENVER—Two simultaneous switches in bulk route management methods are paying dividends for Jess Carr, who operates both Easy Vending Company and Kap's Vending Company here.

Carr surprised the local vending industry not long ago when he added ballpoint pen vending machines to his route—making far and away the largest unit sale on any Denver route. Carr, however, has felt from the first that ballpoint pen machines belong on the same stands with penny and 5-cent machines, so long as they are in the right location.

As Carr sees it, the "right location" is a spot directly opposite coin telephones in supermarkets, drugstores, bars, cocktail lounges and restaurants. Since Carr was already in this type of location, it wasn't difficult to space out penny gum and peanut machines to provide the room to install the slightly larger rotary ballpoint pen venders.

**Impulse Sales**  
By spotting six and eight-machine heads directly opposite the telephones in this way, Carr feels that he has tremendously increased the buy-appeal of each machine. People who are using telephones invariably need something to write with, to jot down telephone numbers, shopping lists, etc., the Denver operator has found, and consequently, since his convenient 10-cent machines are within arm's reach of the average telephone installation, he makes a lot of impulse sales.

A typical Carr installation, the Bi-Low Super Market, in suburban Englewood, has a six-head stand two feet to the right of the telephone. Here Carr uses a 5-cent charm vender, a 1-cent charm unit, a 5-cent capsule vender, one jaw-breaker ball gum machine, and one standard ball gum vender, to surround the ballpoint pen ma-

chine, in the center of the top row.

While children seldom are pen customers, it has been obvious to Carr that the telephone is used by anywhere from 35 to 50 adults per day, all of whom are highly likely to require a pen or pencil on any marketing trip.

Thus, the penny machines pull attention from children, while the telephone is attracting adults, and this split appeal brings consistently worthwhile collections.

### FOR SALE GAMES

- CC Star Rocket ..... \$85.00
- CC 14' Bowling League ..... 75.00
- CC Rocket Shuffle ..... 35.00

### PHONOGRAPHS

- AMI J200 ..... \$345.00
- KD Seeburg ..... 315.00
- Seeburg Wall Boxes, 3W1 ... 33.50
- AMI Wall Boxes, 200 Sec. ... 47.50
- AMI 120 Sel. Sel. Wall Boxes. 25.00

Call, Write or Cable  
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- HF100G ..... 285
- VL200 ..... 295
- 201DH ..... 575
- 220S ..... 595
- 222S ..... 669
- AQ160SH ..... 869

- 1650 ..... \$ 89
- 2000 ..... 195
- 2250 ..... 295
- 2300 ..... 425

SEEBURG WALLBOX, 3W1, 100 Sel. .... **\$35**

### AMI

- E120 ..... \$ 95
- H200 ..... 339
- I200 ..... 425

Terms: 1/3 deposit required.

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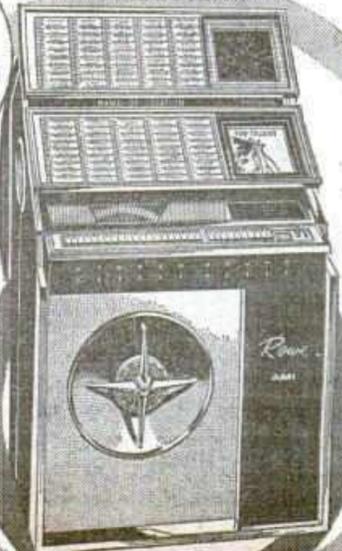
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**ZIG-ZAG**  
Counter Game

8-ball play. 14-54-104 play. Size 12"x17"x9". In line scoring. High scoring. All natural wood cabinet.

\$49.50



**SHUFFLEBOARD SCOREBOARDS**

Coin operated. 15, 21 and/or 30 points. Horseshoe, Overhead double-faced model on chrome stands, complete with coin box.

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Wall Model ..... \$105.00

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- 5-Oz. Bumper Pool Balls (10) ... \$ 9.00
- 4-Oz. Bumper Pool Balls (10) ... 7.50
- 2 1/2" Pool Balls 1-15 w/Cue Ball. 12.50
- 2 1/2" Pool Balls 1-15 w/Cue Ball. 12.50
- 2 1/2" Pool Balls 1-15 w/Cue Ball. 12.50
- Plastic Triangles, 2 1/2" ... 16.95
- 48" Cues ... \$1.50 ea., 25, \$1.50 ea.
- 52" Cues ... \$1.95 ea., 25, \$1.50 ea.
- 67" Plastic Cues ... \$3.95 ea., \$39.00 dz.

We carry complete line of Pool Supplies—Write for list.

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We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

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- 2 Bally Life-A-Line ..... 595.00
- 5 Bally Beauty Contest ..... 55.00
- 3 Bally Beach Queens ..... 75.00
- 2 Bally Lucky Alleys, 14' ..... 245.00
- 1 Bally Pan American Bowler, 14' 445.00
- 1 Bally Whiz Shuffle Bowler, 8 1/2' 245.00
- 1 United Regular Shuffle Alley, 9' 145.00
- 1 Keeney Hi-Straight ..... 95.00
- 1 Gottlieb Rocket Ship ..... 125.00
- 1 Gottlieb Roto-Pool ..... 145.00
- 1 Gottlieb Straight Shooter ..... 195.00
- 1 Gottlieb Brito Star, 2 pl. .... 195.00
- 1 Gottlieb Seven Seas, 2 pl. .... 265.00
- 1 Gottlieb Show Boal ..... 295.00
- 1 Gottlieb Corral ..... 325.00
- 1 Gottlieb Sweet Sioux, 4 pl. .... 345.00
- 1 Rock-Ola 1495 ..... 695.00
- 1 Seeburg KD-200 ..... 295.00
- 1 AMI F 120 ..... 195.00

Rush deposit to:



GIVE TO DAMON RUNYON CANCER FUND

**St. Louis Mad, Mad, Mad For Ray Charles' Hot One**

By VICTOR VOLLAND

ST. LOUIS—Record sales to juke box operators were slightly up during the past week over this same time last year, one-stop distributors here reported. Far and away the heaviest demand is for the national Ray Charles smash, "I Can't Stop Loving You," which one dealer described as having "gone mad."

Pat Blunda of the George Glass Distributing Company, a recent entry in the one-stop trade, also was getting a number of requests for Sam Cooke's "Having a Party" and Johnny Tillotson's "It Keeps Right On A-Hurtin'." Paul Anka's "A Steel Guitar and a Glass of Wine" is going to be a real comer, he added.

The early arrival of summer

weather here after an abbreviated spring has lured many St. Louisans out of doors and put a slight dent in this week's collections, most operators reported.

All of the operators checked agreed on the continuing predominance of the Ray Charles disk on the area's juke boxes. Steve Fisher of the J. Rosenfeld Company said that "Stranger on the Shore," "Johnny Angel" and "Second Hand Love" also continue to make a good showing.

Johnny Mathis' brand-new release, "Marianna," and its flip, "Unaccustomed as I Am," are beginning to get good plays, several operators noted.

Joe Brown of Central Distributors reported that collections on the pop tunes were going through the usual early summer slump, but said that race record collections were holding up very well.

**Gotham Ops Get 1st Look at New Machine**

NEW YORK—Gotham operators and servicemen got their first look at the new Rowe-AMI juke box Thursday (24) and Friday (25) as Runyon Sales, local Rowe-AMI outlet, held a two-day open house.

Tom Sams, Rowe-AMI vice-president, accompanied by George Clercy from the factory, were on hand to explain the new box to operators.

Runyon brass, from President Barney Sugarman down, acted as hosts, with Irv Kempner, Morris Rood, Lou Wolberg, Perry Lowengrob and Lou Schreiber greeting the guests.

Runyon also held showings at its Newark, N. J. and Hartford, Conn., offices during the week.

**NO SUBSTITUTE FOR QUALITY**

**GUNS & RIFLES**

- Bally Bull's-Eye ..... \$175
- Pistol Pets ..... 95
- Space Gun ..... 150
- Silver Bullet ..... 95
- Dale Gun ..... 65
- Gun Patrol ..... 125
- Jet Gun ..... 125
- Pop Gun Circus ..... 125
- Sportland Shooting Gallery ..... 125
- Genco Rifle Gallery ..... 135
- Gun Club ..... 350
- Keeney Air Raider ..... 150
- Atomic Bomber ..... 125
- Mute Sky Fiter ..... 125
- Mid. Shooting Gallery ..... 295
- Seeburg Bear Gun ..... 185
- United Carnival Gun ..... 150

**BINGOS**

- Big Show ..... \$100
- Big Time ..... 75
- Broadway ..... 95
- Cabana ..... 65
- Double Header ..... 100
- Daytime ..... 65
- Ice Frolics ..... 75
- Leader ..... 75
- Palm Springs ..... 75
- Playtime ..... 65
- Manhata ..... 75
- Mexico ..... 75
- Monaco ..... 75
- Parade ..... 100
- Sea Islands ..... 395
- Touch Down ..... 295
- Complete but unshopped, \$15 extra per machine for shopping.

**6 Player Shuffle Alleys**

- ABC Shuffle ..... \$135
- Arrow ..... 85
- Atlas ..... 225
- Blue Ribbon ..... 125
- Bonus Score ..... 135
- Capitol ..... 150
- Champion ..... 95
- Clipper ..... 135
- Heddicap ..... 145
- Hollywood ..... 135
- League ..... 85
- Lightning ..... 85
- Majestic ..... 85
- Mercury ..... 135
- Regulation ..... 250
- Red Pin ..... 295
- Rocket ..... 75
- Speedy ..... 85
- Sunny ..... 495
- Six Star Regulation ..... 195
- Target ..... 100
- Top Notch ..... 100
- Triple Strike ..... 135
- Team ..... 100
- Bally Lucky ..... 245

**SPECIAL**  
10 AMI G-300 MUSIC BOXES.  
MAKE US AN OFFER.

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

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735 South Brook Street, Louisville, Kentucky  
1535 Delaware Avenue, Lexington, Kentucky  
717 North Capitol Avenue, Indianapolis, Indiana

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**BARGAINS FOR THE WEEK**

GAMES GAMES GAMES  
**350 OF THEM BIG WAREHOUSE CLEARANCE SALE**

Received a Large Lot of Guns 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.



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Say You Saw It in **Billboard Music Week**

**FOR SALE**

- 2 Cont. 2-200 Stereo, like new. Phone
- 5 Cont. 2-100 Stereo, like new. Write
- 3 Cont. 2-100 M, like new.... Wire
- 2 Cont. 1-200 M ..... \$525
- 5 Wurlitzer 1800 ..... \$225
- 2 CC Continental, 16 ft., new. Phone
- 1 CC Continental, 13 ft., new. Write
- 1 Bally Bowler, 16 ft., like new. Wire
- 6 ABC Shuffle ..... \$95
- 9 Candid Camera w/o sound... \$50
- 3 Keeney El Rancho, new.... Write
- 2 Western Trails ..... Wire

**WE NEED FOR EXPORT**

Rock-Ola 1488/1485/1478—Capitol—Clipper—Lightning Shuffles—Bally Bingos—Late Williams and Gottlieb Games.

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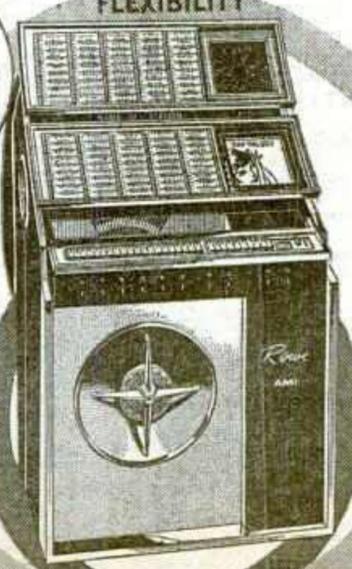
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YOU NEED IT**

Let Us Send It To You:

Send us your order with a small down payment, and what you need will be on its way.

**GUN GAMES**

- Genco Sky Rocket ..... \$ 75.00
- Genco Rifle Gallery ..... 110.00
- Genco Wild West ..... 150.00
- Genco Big Top ..... 175.00
- Williams Vanguard ..... 275.00
- Chicago Coin "Shoot the Clown" ..... 325.00
- Genco Gun Club ..... 425.00

**UPRIGHTS**

- Autobell Circus Wagon Wheel ..... \$ 85.00
- Autobell Circus Days ..... 95.00
- Games, Inc., Double Shot ..... 75.00
- Games, Inc., Super Hunter ..... 100.00
- Games, Inc., Gun Smoke ..... 150.00
- Games, Inc., Wild Cat ..... 175.00
- Games, Inc., Super Wild Cat ..... 375.00
- Keeney Little Buckaroo ..... 175.00
- Keeney Big Roundup ..... 175.00
- Keeney Touchdown ..... 175.00
- Keeney Shawnee ..... 250.00
- Keeney Deluxe Big Test ..... 250.00
- Keeney Twin Deluxe Big Tent ..... 375.00

**PINGAMES—SINGLE PLAYER**

- 1 Gottlieb Coronation ..... \$ 30.00
- 1 Gottlieb Gold Star ..... 40.00
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- 1 Gottlieb Mystic Marvel ..... 40.00
- 2 Gottlieb Poker Face ..... 40.00
- 1 Gottlieb Four Belles ..... 50.00
- 1 Gottlieb Lady Luck ..... 50.00
- 1 Gottlieb Shindig ..... 50.00
- 1 Gottlieb Slugging Champ ..... 50.00
- 1 Gottlieb Frontiersman ..... 60.00
- 1 Gottlieb Rocket Ship ..... 150.00
- 1 Gottlieb Hi Diver ..... 215.00
- 1 Gottlieb Spot A Card ..... 300.00
- 1 Williams Big Ben ..... 50.00
- 1 Williams Perky ..... 50.00
- 1 Williams Regatta ..... 50.00
- 1 Williams Screamo ..... 50.00
- 1 Williams Tim Buc Tu ..... 50.00
- 1 Williams Super Pennant ..... 75.00
- 1 Williams 3 D ..... 125.00
- 1 Williams Cusher ..... 150.00
- 1 Williams Satellite ..... 150.00
- 1 Williams Nags ..... 225.00
- 2 Williams Jungle ..... 275.00

**PINGAMES—2 PLAYER**

- 2 Gottlieb Toreadors ..... \$ 90.00
- 1 Gottlieb Sea Belles ..... 100.00
- 1 Gottlieb Flagship ..... 120.00
- 1 Gottlieb Gondolier ..... 210.00
- 1 Gottlieb Race Time ..... 250.00
- 1 Gottlieb Double Action ..... 275.00
- 1 Gottlieb Atlas ..... 295.00
- 4 Williams Short Stops ..... 180.00
- 2 Williams Pinch Hitters ..... 275.00
- 2 Williams Deluxe Official Baseball ..... 325.00

**PINGAMES—4 PLAYER**

- 1 Gottlieb Scoreboard ..... \$ 60.00
- 1 Gottlieb Majestic ..... 195.00
- 4 Gottlieb Falstaffs ..... 225.00
- 4 Gottlieb Confests ..... 250.00
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- 3 Gottlieb Texans ..... 425.00
- 1 Williams Race the Clock ..... 50.00
- 1 Williams Fun House ..... 55.00
- 1 Williams Music Man ..... 450.00



ALVIN GOTTLIEB, Chicago manufacturer, stands between two Gottlieb games on board the S. S. France. The games are in the ship's game area. The photo was taken while Gottlieb was en route to Europe to tour four countries.

**AMI Model L Unveiled in Detroit;  
Even Competing Distribs See It**

DETROIT — The new Rowe-AMI Model L was introduced to the Detroit trade at a special two-day showing in the showrooms of Miller-Newmark Distributing Company.

Attendance for the two days was about 150, including a good representation of up-State operators. Buffet refreshments were served during the day, with the showing confined to business hours, closing

at 6 p.m., rather than in the evening, to conform to operators' preferences.

In an unusual demonstration of intra-industry co-operation, a special showing was arranged for competing distributors.

General Manager Art Hebert was host for the two-day event, assisted by Don Ruffles of the sales staff in greeting visitors and by bookkeeper Jackie Miller as social hostess, and Cliff Bitting, AMI representative.

Among members of the industry noted were Norman LaFleur and

Norman LaFleur Jr., Norwest Coin; Nate Kaplan; Norm Palin; Jim Rice, Norwest Coin; Christopher Christ, C & K Music; Dick Pesci, Seaway Vending; Bob Hey, Huron Music; Phil Berman, Phil's Amusement; Ben Stocker, Band Box Music; Nick Forest Mark Linkner; Howard Burlison, Howie's Amusement; Fred Flake; Al Young, Seaway Coin Machine Co.; Mr. and Mrs. Leo Czajkowski, C.R.K. Music Co.; Dave Yamshon; Ed Vernon, V & W Music; Jim Morici, Joy Amusement; Stan Best, Best Amusement; Fred Beaudette, Beaudette Music; Sam Bommarito, Milwaukee Bar; Phil Ciaramitro, Sam's Music; Cleo Hardy, Hardy Music; Jake Dumbler and Pete Middlevich, D & P Service; Erwin Moss, Moss Music; Mack Johnson, Johnson Amusement.

Also Cecil Watts; Jordan Spring, Ray-O-Lite; Mr. and Mrs. William Campbell, Campbell Music; Carl Grant, Grant's Music; Rudolph Hunter, Rudy's Music; Steve Mack, Mack Enterprise; Mike Harowski, Dayton Vending; Lonnie Thompson, Hardy Music; Bill Vankoughnet, Domic Mezziara, and Dave Finale, Union Coin Machine Service; Joe Rulka, Progressive Amusement, and Leo More, Union Coin Machine; Louie Kosciolk; Ted Krula, Ted's Music; Dan Evans, Evans and Donovan; Roger Harvey; Fred Lewis; Charles Gerick; Jim Shoop; Mike Benson, Michigan Nickle; Jack Kirschner, Jack's Music; John Wagner; Sam Dinoto, Jay Cee Music, and Pat White, Better Music.

Also present were James Menzie, Excell Music; Morris Goldman, Morris Music; Sam Kali, Kelly Coin; Chuck Garascia, C.G.&S. Music; Timmy Bryngolson and William Ersmacker, D & P Service; Al Turner, Turner Music; Leo Kalyvas and Jack Gage, Union Vending; George Ballas, George's Amusement; George Boellart, Boellart's Bar; Joe Kanterman and Stan Muraszewski, Kay's Amusement; Frank Krause, Sharley's Bar, and Abe Battah.

**Modern Dist'g Co.**  
3222 Tejon Street, Denver 11, Colo.  
Phone GRand 7-6834

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Now he can  
**Escape**  
Rheumatic Fever



Medical science has scored against a major childhood menace. Rheumatic fever and rheumatic heart disease now can be prevented through prompt treatment of "strep" infections.

For medical advice, see your doctor.  
For more information, ask your Heart Association.  
For greater advances against heart disease,

**GIVE**  
to your  
**HEART FUND**



**ROSEN  
SPRING  
SPECIALS**

**SHUFFLES**

	Each
10 CH. C. DROP BALLS	\$145.00
15 CH. C. ROCKET SHUFFLE	95.00
1 ABC	95.00
2 ABC DELUXE	125.00
1 ACE	95.00
2 ADVANCE	50.00
2 ATLAS	275.00
1 BLUE RIBBON	50.00
1 CHAMPIONSHIP	145.00
1 CHIEF	75.00
2 CRISS CROSS	75.00
2 DIAMOND	95.00
2 EAGLE	275.00
1 FIREBALL	95.00
1 FOUR GAME	375.00
2 IMPERIAL	50.00
1 JET	95.00
2 MYSTIC	75.00
2 RAINBOW	75.00
2 REGULATION	150.00
3 ROYAL	75.00
1 SELECT PLAY	75.00
1 SUPER FRAME	50.00
2 TEAM	95.00
2 TEN FRAME	50.00
2 TRIPLE SCORE	50.00
2 TRIPLE STRIKE	95.00
2 VICTORY	75.00
6 CH. C. TOURNAMENT SKEE BALL	95.00
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3 WMS. ROLL-A-BALL	95.00
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7 OFFICIAL SKILL BALL	95.00
20 REBOUND SHUFFLE	50.00

All Prices Quoted Crated F.O.B. Phila.

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Send for Complete Lists

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Exclusive A M I Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE: CENTER 2-2903

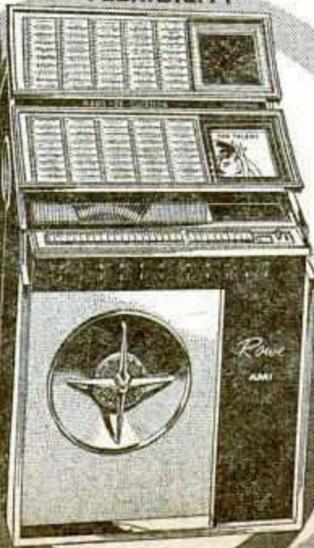
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**Say You Saw It in  
Billboard Music Week**

NOW SHOWING  
**NEW Rowe AMI**

with  
**ORBITAL SOUND**  
and  
**"THREE-in-ONE"**

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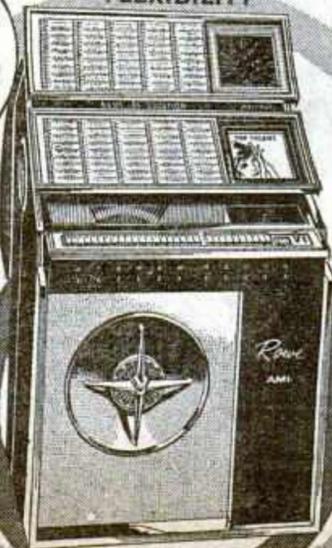
**CENTRAL DISTRIBUTORS, INC.**  
2315 Olive St., St. Louis, Mo. Phone: MAin 1-3511

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with  
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and  
**"THREE-in-ONE"**

FLEXIBILITY

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**FRIEDMAN AMUSEMENT CO.**  
635-41 Boulevard N.E., Atlanta 8, Ga. Phone: TRinity 3-3038

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**NEW Rowe AMI**

with  
**ORBITAL SOUND**  
and  
**"THREE-in-ONE"**

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**MONROE COIN MACHINE EXCHANGE, INC.**

2423 Payne Avenue

Cleveland 14, Ohio

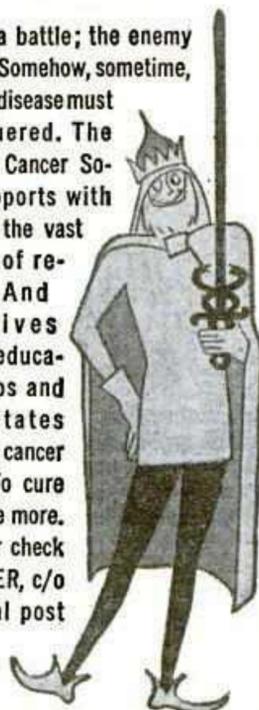
**MOVING? . . .**

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!

**JOIN THE CRUSADE  
AGAINST CANCER**

We're in a battle; the enemy is cancer. Somehow, sometime, this awful disease must be conquered. The American Cancer Society supports with funds all the vast avenues of research. And saves lives through education, helps and rehabilitates countless cancer victims. To cure more—give more. Send your check to CANCER, c/o your local post office.



**TO CURE MORE—GIVE MORE  
AMERICAN CANCER SOCIETY**

Good things happen  
when you



JUNE 2, 1962

BILLBOARD MUSIC WEEK 53

**Gum Co. Head Marries**

CLEVELAND — Doreen Ann Rades and James E. Brunswick, manager of the Ridge-Gum Company here, were married recently at St. Francis DeSales Church. The couple went on a Southern honeymoon.

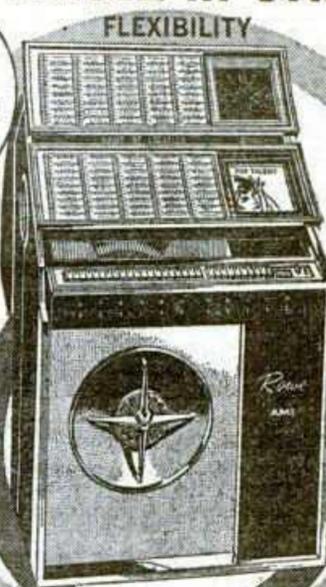


**MEN WHO READ  
BUSINESSPAPERS  
MEAN BUSINESS**

NOW SHOWING  
**NEW Rowe AMI**

with  
**ORBITAL SOUND**  
and  
**"THREE-in-ONE"**

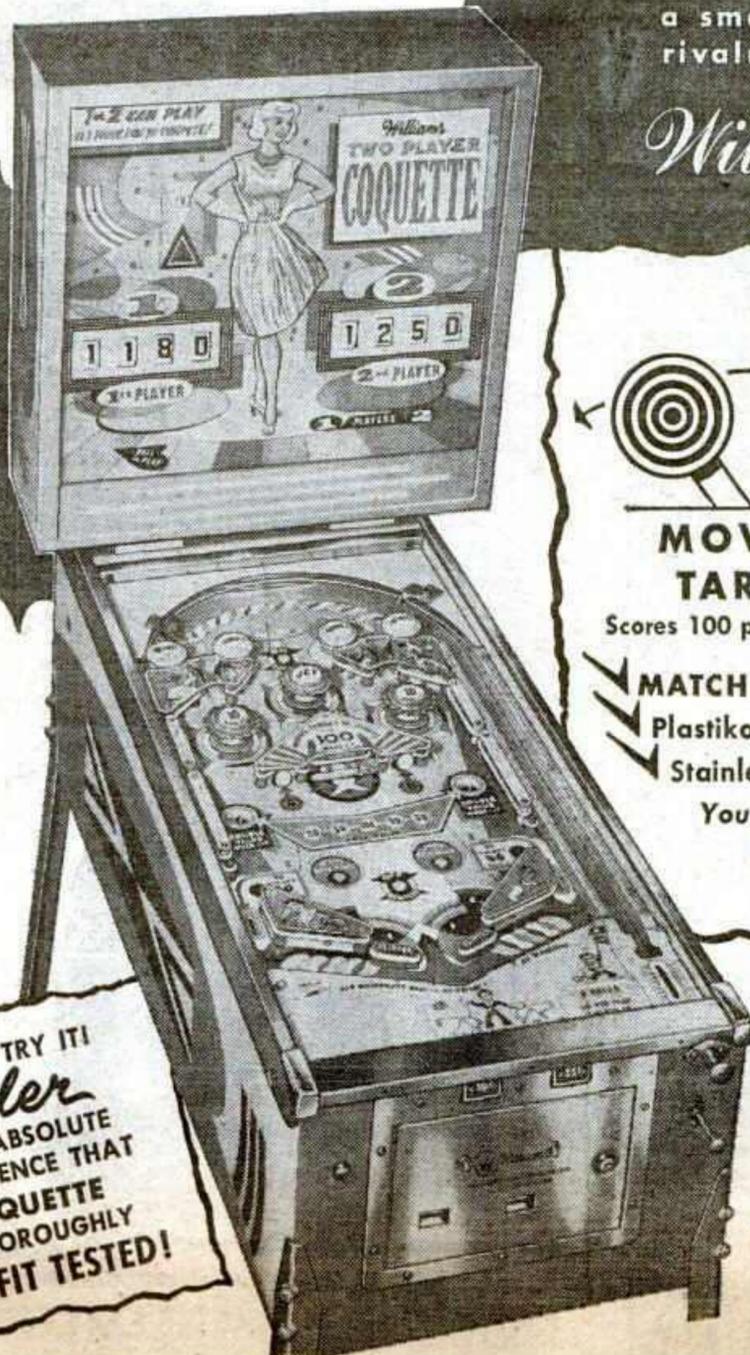
See  
4-Color Ad  
Inside Spread  
This Issue



**MILLER-NEWMARK DISTRIBUTING CO.**

42 Fairbanks St., N.W.  
Grand Rapids, Mich.  
Phone: GL 6-6807

5743 Grand River Ave.  
Detroit 8, Mich.  
Phone: TY 8-2230



**GETS  
THE  
PLAY!**

Deluxe  
in every  
detail!  
Beautifully  
illuminated  
playfield!  
PLENTY  
OF  
ACTION!

SEE IT! TRY IT!  
*order*  
WITH ABSOLUTE  
CONFIDENCE THAT  
**COQUETTE**  
IS THOROUGHLY  
PROFIT TESTED!

a smart combination of scoring ideas that incite keen rivalry between players and assure steady repeat play

*Williams* **COQUETTE**  
2 PLAYER

Check these **FEATURES:**



**MOVING TARGET**

Scores 100 points when lit.

✓ **4 ADVANCE BUMPERS** and 2 Rollover Buttons change values of eject holes at random.

✓ **A and B TARGETS** double eject hole values.

✓ **TOP ROLLOVER BUTTON** lites two jet bumpers for 10 points.

✓ **MOVING TARGET** has powerful appeal.

✓ **MATCH FEATURE** for big bonus player appeal.

✓ **Plastikote finish** long life playfield resists wear.

✓ **Stainless Steel Moulding** with chrome covers.

You must see and try Williams Coquette,  
the table that attracts and holds  
heavy competitive play.



Slug Rejector  
•  
Locked Cash Box

3 or 5 ball play.  
Available with  
single or twin  
coin chutes.



*Williams* **ELECTRONIC MANUFACTURING CORP.**  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

**BUY THE BEST—BUY WILLIAMS**

*"Profit-Makers" From*  
**chicago coin**

- GOLD CROWN • STARLITE
- VARIETY ROLL DOWN BOWLER

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

**FOR SALE**  
 Reconditioned Bingos and Uprights

Carnival Queens .....	\$300.00	Beach Times .....	\$275.00
Sea Islands .....	375.00	Cypress Gardens .....	225.00
Ballerinas .....	475.00	Twin Red Arrows .....	375.00
Touch Downs .....	350.00	Twin Super Wild Cats .....	375.00
Acapulcas .....	550.00	Shawnees .....	225.00
Beauty Contests .....	50.00		

**FOR EXPORT**  
 Night Clubs, Broadways, Parades, Big Times, Big Shows, Varieties, etc.  
 Write for your needs. All games available.  
**D. & P. MUSIC CO.** 27 E. Philadelphia St., York, Pennsylvania  
 Phone: 81846

**SPRING SPECIALS!**  
 as is, complete

United ATLAS .....	\$195	Midway SKEE-FUN .....	\$250
United EAGLE .....	195	Williams VANGUARD ..	150
United NIAGARA .....	195	Williams CRUSADER ...	235
Bally ABC .....	75	Williams TITAN .....	300
Bally LUCKY .....	150	Exhibit HORSES .....	200
Old Smoky .....	\$150		

**WE NEED . . .**  
5 Balls and Guns

**New Baseballs**  
New Road Racers  
Call

**Empire COIN MACHINE EXCHANGE**  
 1012-14 MILWAUKEE AVE., CHICAGO 22, ILL. Phone: EVERGLADE 4-2600  
 DETROIT BRANCH—7743 Puritan, Detroit, Mich. Tel.: Diamond 1-5800

# Prosecutor May Cast Lot With Coin Industry

WASHINGTON — Prince Georges State's Attorney William L. Kahler, who has prosecuted pinball gambling cases in the Maryland county, reportedly will become partner in a law firm serving pinball distributors when he leaves office in January. The story was reported in The Washington Daily News (9) in a rundown which also says the county treasurer, Charles E. Callow, has been accountant and tax expert for another large pinball distributing firm.

The report alleges that Kahler, who has been unable to obtain any convictions in his prosecution of pinball gambling cases over the past three and a half years, will become law partner of Samuel J. DeBlasis. Together, they will represent the Hoke Coin Machine Company, principal distributor of pinballs in the Southeastern section of Prince Georges County.

Kahler made no comment, but County Treasurer Callow reportedly sees no conflict of interest in acting as accountant and tax adviser for the Crews Coin Machine Service of Colmar Manor. Callow said the pinball distributing company accounts are handled like those of any other business firm he takes care of.

**How to End Gambling**  
 Kahler, while in office, has maintained that the only way to end gambling on pinball machines in Maryland would be to pass a law "banning the machines completely." He said it was too difficult to get evidence of gambling to make a court case stand up. Multiple odds pinball machines, which have been classed as gambling devices per se by the Internal Revenue Service, are legal in Prince Georges, but only as amusement devices.

More charges and counter charges involving political candidates and their connection with pinball machine distribution have come out of primary fights to unseat the old-guard Democratic incumbents in office in Maryland. Thomas B. Yewell, the candidate backed by the organization to succeed attorney Kahler, reportedly helped incorporate Silent Sales of A. A., Inc. Yewell said the act was simply a legal signature affixed as part of his law practice in 1956, and that if elected States attorney for the county he would prosecute any breach of law by Silent Sales or any other pinball distributor.

Pinball gambling in the county is said to be a \$4 million-a-year business. Some 275 federal gaming stamps are said to be issued to pinballs in Prince Georges. Yewell allegedly attributes these to the "multiple odds" machines which the federal government taxes at the \$250 gaming rate, regardless of evidence of gambling. Maryland law restricts payoffs in Prince Georges county to free games, but some machines in the county can pay off as many as 4,000 free games to one play.

The story notes that Prosecutor Kahler's predecessor, Blair H. Smith, also a Democratic organization man, defended those charged with pinball gaming operations in cases subsequent to his leaving of office.



MUSIC OPERATORS OF AMERICA officers and directors enjoy a brief repast during the association's recent banquet and floor-show. Gathered are Lou Casola, Pete Geritz, Larry Marvin, and MOA president, George Miller.

Exclusive Chicago Area  
 Distributor for  
**WURLITZER**  
 PHONOGRAPHS  
 and PARTS

**IMPORTERS**  
 SEND FOR  
**FREE**  
 1962 CATALOG  
 64 Pages—Fully  
 Illustrated.

**FIRST** **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 SERVICEABILITY

look to ROCK-OLA for advanced products for profit

NOW SHOWING  
**NEW Rowe AMI**  
 with  
**ORBITAL SOUND**  
 and  
**"THREE-in-ONE"**  
 FLEXIBILITY

See 4-Color Ad Inside Spread This Issue

**RUNYON SALES COMPANY**  
 593 Tenth Ave., New York 36, N. Y. • 221 Frelinghuysen Ave., Newark 14, N. J.  
 306 Tolland Street, East Hartford, Conn.

more than  
**60**  
 ... amazing specialities.  
 Come aboard now... earn  
 while you learn a trade  
 of the future.

**NAVY**

NOW SHOWING  
**NEW Rowe AMI**  
 with  
**ORBITAL SOUND**  
 and  
**"THREE-in-ONE"**  
 FLEXIBILITY

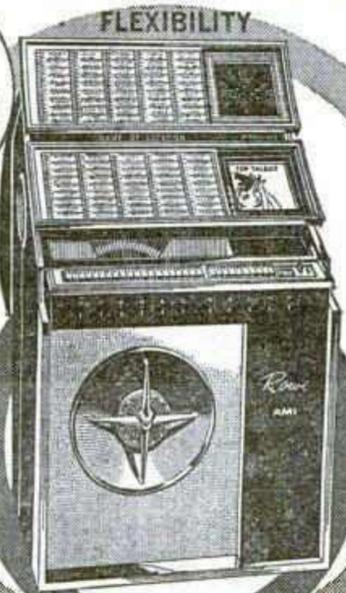
See 4-Color Ad Inside Spread This Issue

**DAVID ROSEN**  
 855 N. Broad Street, Philadelphia 23, Pa. CENter 2-2903

NOW SHOWING  
NEW *Rowe* AMI

with  
ORBITAL SOUND  
and  
"THREE-in-ONE"

See  
4-Color Ad  
Inside Spread  
This Issue



**BUSH INTERNATIONAL**

286 N.W. 29th Street  
Miami 37, Florida  
60 Riverside Avenue  
Jacksonville, Florida

207 W. Cass Street  
Tampa, Florida  
Carra Torre  
San Juan, Puerto Rico

**Forster Buys Orr Route**

MINNEAPOLIS — Albert Forster of Minneapolis has bought the bulk vending route of the late Francis Orr of St. Paul. Orr, who died in April, had operated the Greater Twin Cities area route since 1958. Forster also recently bought out the route of Walter Lindahl in Minneapolis.

**Gilda Eisenberg to Wed**

CLEVELAND—Mr. and Mrs. Herman Eisenberg have announced the engagement of their daughter, Gilda Ellice, to Theodore H. Cohn Jr., son of Mr. and Mrs. Theodore H. Cohn. They will be married November 4. Herman Eisenberg is owner of Confection Sales Company, Cleveland.

SEE  
*Rowe* AMI  
4 COLOR AD  
Inside  
Spread

**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!

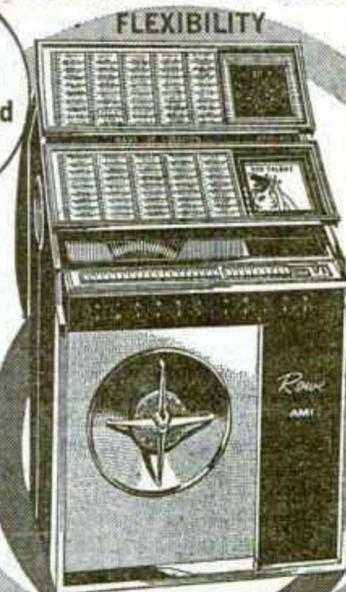
JUNE 2, 1962

BILLBOARD MUSIC WEEK - 55

NOW SHOWING  
NEW *Rowe* AMI

with  
ORBITAL SOUND  
and  
"THREE-in-ONE"

See  
4-Color Ad  
Inside Spread  
This Issue



Distributors for  
**AMI—ROWE—BALLY**

**ATLAS MUSIC COMPANY**

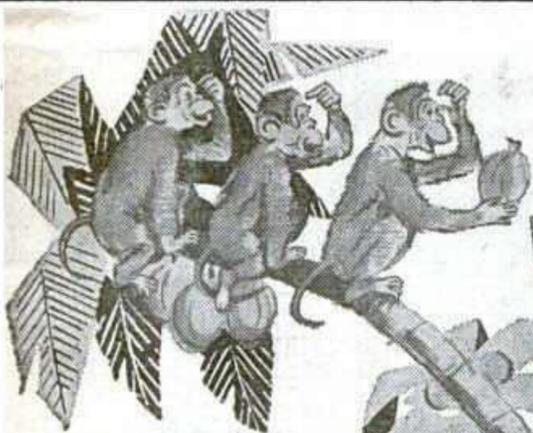
A Quarter Century  
of Service

BRANCH OF ROWE-AC SERVICES DIVISION  
DES MOINES, IOWA  
1120 Walnut St.  
Ph.: 283-2393

CHICAGO 47, ILL.  
2122 N. Western Ave.  
Armitage 6-5005

when answering ads . . .

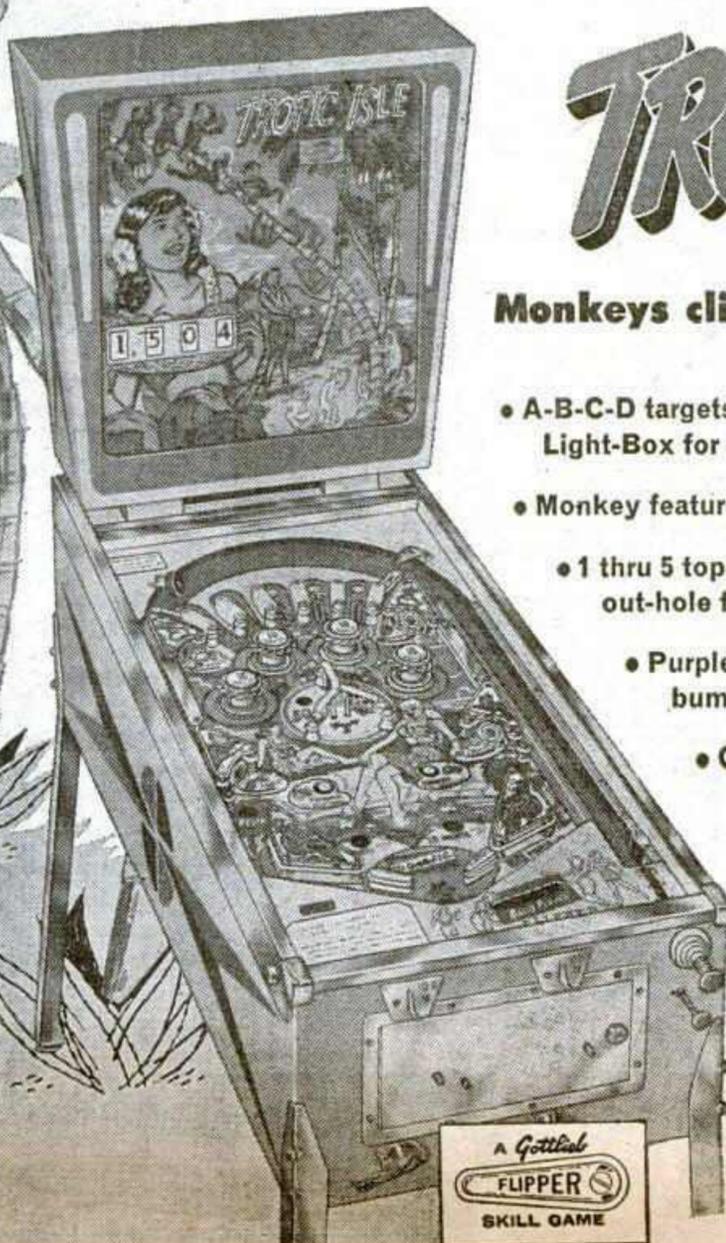
Say You Saw It in Billboard Music Week



UP GO  
PROFITS



Like the monkeys climbing the tree—UP go profits when you put TROPIC-ISLE in your locations. It's cute! It appeals to every player! Test reports prove they don't stop 'till they get a monkey in the tree-top. See your distributor today.



**GOTTLIEB'S**

**TROPIC-ISLE**

Monkeys climb UP the tree! UP go profits!

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollunders score 50 points when lit
- Match feature • Sparkling cabinet design



New "Hard-Cote" Finish  
Extends Playboard Life to  
an All-Time High!

**D. Gottlieb & Co.**

1140-50 N. KOSTNER AVENUE • CHICAGO 81, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

# WANT MECHANICS

Several for Coin-Operated Machines

Experience on AMI, Rock-Ola, Wurlitzer and Seeburg Phonos. Also several game mechanics. Full time—permanent position. Plenty of room for advancement. Fringe benefits. Only thoroughly experienced men considered.

Apply in Person or Phone Collect to Mr. Hans Vandendop

**RUNYON**

SALES COMPANY

36 Legal Street, Newark, New Jersey

Phone: Blgelow 3-8777

8:30 a.m. to 5:00 p.m.

## WANTED USED 1c BULK VENDORS ANY QUANTITY

Victor Toppers, Standard/Delux Acorns, 6 lb. or 8 lb. Northwesterns, 59's or 60's, With Gum & Charm, 140 ct. Chicle or 100 ct. Merchandise Wheels. (Not interested in adjustable wheels or peanut or pistachio dispensers.)

Advise appearance and condition or if rebuilt/refinished. Also price.

**GASTON CAROLINA SERVICE**

Donruss Gum Jobbers  
Box 421, Gastonia, N. C.

SEE **Rowe AMI** 4 COLOR AD Inside Spread



GOOD EXPOSURE was gained for the Seeburg line when Redd Distributing Company, Allston, Mass., used this display at the recent Restaurant and Hotel Show in Boston. At left is Julius (Jake) Jacobi, sales engineer of Redd's, and Danny Kaye sales manager of Model Packaging Corporation's bill-changer division, one of Redd's extensive lines.

when answering ads . . .

Say You Saw It in Billboard Music Week

## Business Has Sags In Some Chi Spots

CHICAGO—Chicagoland operators this week are in the doldrums. Most say business is slow, and others say nothing is happening at all.

Best selections for the week include Heartbeat's waxing of "Down Yonder," by Wee Willie; "Al D La," by Emilio Pericoli on Warner Bros., and "Green Leaves of Summer," by Kenny Ball on Kapp.

Several disks are still going strong for operators. They include Johnny Tillotson's recording of "It Keeps Right on Hurting" on Cadence, Paul Anka's "Steel Guitar and a Glass of Wine" on RCA, and David Rose's recording of "The Stripper" on MGM.

## Confectionery Sales

Continued from page 47

1960. The lift was 3 per cent in poundage, 2 per cent in value, overall. Biggest sellers were in the \$1-and-down bracket.

U. S. exports of candy in 1961 were 12.7 million pounds, valued at \$4.6 million, with an average value of 36.6 cents per pound, compared with 12.3 million pounds at \$4.5 million, an average of 36.2 cents per pound in 1960. Canada and Mexico are reported as principal markets.

U. S. candy imports, to the aggravation of the domestic industry, were up to 68.4 million pounds, valued at \$21.1 million in 1961, as against 49.6 million pounds at \$20 million in 1960. Average value per pound in 1961 was 30.9 cents, compared with 33.5 cents in 1960 imports.

## Talk of Merger

Continued from page 42

that the new firm thus created would acquire additional smaller firms, manufacturing and distribution, in the Common Market area as circumstances and opportunity dictate.

Ever since Automatic Canteen Company of America acquired Tonomat of West Germany and established a strong Continental manufacturing operation at the Tonomat plant near Frankfurt, the Continental trade has been scrambling to organize for the coming of the Common Market.

The three big West German producers to figure in trade speculation involving mergers are N.S.M. of Bingen, Bergmann of Hamburg, and Wiegandt of West Berlin.

## N. Y. Coinmen

Continued from page 42

hey, Bob Austin and Harold Kaufman attended.

An emcee and several top recording artists are being lined up by the entertainment committee of Frank Luppino and Bob Austin. Announcements will be withheld until the banquet.

Contributions are expected to rise over the \$30,000 mark by the June 5 deadline. Attendance at the banquet will range between 300 and 350.

The committee will hold its final 1962 meeting Thursday (31) at the Hotel Astor.

## Wurlitzer Schools

Continued from page 49

old Craver, Robert Nornholm, Louis Pritchard, Frank Hitchborn, George King, Ronald Hodges, George Sterns, Jack Burnsed, William Cranmer, John Kemmler, Ed Evans, Howard Raines, Roy Gullo and John Papandreas all from Martab Vending, Miami; Les Wheeler and Corkey Wheeler, Moon Mullins, Miami; Buster Fallon, Miami, and Bert Kahn, Miami.

# New COMPETITIVE! VERSATILE!

## KEENEY'S 2-PLAYER

# ROLL-A-LINE

**New** 1 or 2 can play • 6 balls per player • 1 ball per frame  
6 frames per game

**KICKER BAR**  
at rear of playfield  
kicks ball back for  
**MORE ACTION**  
and positive  
**BALL CONTROL**

**New...**  
SCORING FEATURES

5	1	16	2	6
4	10	19	9	3
12	20	17	11	
8	24	14	22	7
13	18	21	23	15

**ATTRACTION**  
hinged picture frame backglass door swings open for easy inspection or replacement of lite bulbs.

**LAMINATED PLASTIC PLAYFIELD RESISTS WEAR FOR LONG LIFE**

Press Buttons at sides to operate kicker bar

- Ball in any pocket lites corresponding number on the backglass and registers same number on player's score.
- Additional scores of 40 obtainable by completing 5-in-line vertically, horizontally and/or diagonally.
- "FREE" ball built into center pocket increases scoring opportunities. Enables players to employ a variety of systems to compete for in-line and high scoring.

Available as KEENO-BALL with "MATCH FEATURE"

**J. H. Keeney & CO., INC.**  
2600 W. FIFTIETH STREET • CHICAGO 32, ILLINOIS

● The combined ideas of in-line and high scoring have proved extremely popular in long-run location tests. Keeney designers were sure from the start that this new game would do an excellent job for operators. Now they are certain and we look forward to a long manufacturing and operating run with you, our customers, sharing in some very attractive and substantial profits.



## Could your new juke boxes be as obsolete tomorrow as this?

### Artist of the Week

#### Album Packages

#### Week of May 28—

**JACK PLEIS**  
Stage Left, Stage Right

(Columbia)

**TONY MOTTOLA**  
String Band Strum Along

(Command)

#### Week of June 4—

**PEGGY LEE**  
Blues Across The Country

(Capitol)

**WAYNE KING**  
Tunes Of The Music From  
Hollywood and Broadway

(Decca)

The Seeburg Sales Corporation, Chicago 22

One wrong guess and today's tiger can become tomorrow's white elephant. For instance, take the phonograph that doesn't have built-in intermix to play both 45 and 33 $\frac{1}{3}$  records. It's very close to being obsolete right now. Its re-sale value is on the skids. But Seeburg pioneered the built-in intermix five years ago. We gave every Seeburg operator full protection from unnecessary obsolescence. And we are giving you that investment protection today.

# SEEBURG

**Directional stereo in 33 $\frac{1}{3}$  right at the phonograph**



# SAM COOKE'S

got another winner, a twister he  
wrote himself...it's a brand

## NEW SINGLE

and big-beat follow-up to his  
smash "Twistin' the Night  
Away." It's

# "HAVING A PARTY"

#8036



ORDER BIG!

**RCA VICTOR**



The Most Trusted Name In Sound

