

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS

BILLBOARD MUSIC WEEK  
PAGE ONE RECORD

## Markets Bustle As New Disks Strong

Excitement was brewing on the singles record scene last week in many areas of the country. In addition to two national breakouts — "Gravy," by Dee Dee Sharp and Pat Boone's "Speedy Gonzales"—there were nine regional breakouts, led by three in the city of Baltimore. Houston also got hot last week with three breaking disks.

In addition to these nine there were six other records just below the breakout level that were grabbing strong early action. These included "Lackawanna Twist," by J. Walker on Harvey, hot in Baltimore; "A Losing Battle," by Johnny Adams, and "Memphis Twist," by Earl Forest, both strong in Los Angeles; "Good Lover," by Jimmy Reed, a comer in New Orleans; "Bring It On Home to Me" (flip side of "Having a Party"), by Sam Cooke, which was cookin' in Atlanta, and "Green Door," by T. Tommy on Philips, in Memphis.

A record by Barbara Lynn on the Jamie label, "You'll Lose a Good Thing," which hit No. 96 on the BMW "Hot 100" chart this week, was showing substantial sales strength in four markets, Los Angeles, Philadelphia, St. Louis and Hartford, and was coming up in four others: San Francisco, Pittsburgh, Cleveland, and Minneapolis. Disk seemed to be following the pattern of "Wolverton Mountain," and looked like a coming big one.

On the album level, Dave Guard and his newly formed Whiskeyhill Singers were picking up stereo action as well as mono sales. Elmer Bernstein's record of "Walk on the Wild Side," on the Choro label, was also getting steady sales.

Of the new LP's on the charts, RCA Victor's "Summer Festival" specially priced double LP was having a summer sales festival. It jumped onto both the stereo and the mono chart this week. Almost as strong were two movie score albums, one the Henry Mancini score to "Experiment in Terror" and the other the track of "Rome Adventure."

## New Dance—'The Bug'—Hits Miami

MIAMI—A new dance phenomenon known as "The Bug" is making a moderate noise here in the form of a record by one called Gene the Hat on the local Deauville label. The "Bug" is believed to have got its start in nearby Fort Lauderdale during the Easter holiday influx of college students.

According to Eddie Shapiro of Budisco Distributors here, the word is that the kids in Lauderdale started the dance during their beach soirees. "Now it's sharing at least part of the local play with the 'hully gully' a dance that has always been bigger here among the 'teen set than the Twist," Shapiro said.

On another front, the Consumers Mart of America (CMA), a discount chain with two stores in the greater Miami area, pulled off a whopping disk sale several weeks back offering prime Mercury selections at 99 cents. These included the well-known Mercury classical best-seller, the Minneapolis Symphony's "1812 Overture," among others.

Miami, it may be noted, is virtually all on a discount level, with the presence here of CMA, Grandway, Jefferson, Zayre and Masters in the discount derby. Even the classier department stores in the area, including Jordan Marsh, Burdine's and Richards, are all on a discount policy. The LP's sell on an average of from \$2.49 to \$2.69. Singles, incidentally, are going for an average price of 87 cents.

On the radio front, WCKR, which had been hot on the pop single kick through the Rick Shaw show nightly from 7 p.m. to midnight, has de-emphasized this type of programming. Show is playing the hits now from 7 to 8 p.m. with good music getting the major emphasis for the balance of the show after 8. WQAM and WFUN remain the principal Top 40 type stations with plenty of r.&b. material available through the "Butterball" show on WMBM, on the Miami Beach side of the Bay.

## Everybody's Doing 'The Cut' in S. F.

SAN FRANCISCO—The growth of discounting over the last few weeks has begun to weigh heavily in the thoughts of industry leaders. Macy's department store, a long time holdout against cut disk prices, sliced \$1 off its retail figure this week. The move was calculated to keep the department store in competition with the Emporium stores, the Sherman-Clay music store chain and other outlets selling at reduced rates. One major label distributor revealed that 65 per cent of his sales go to stores that do some form of discounting. None of the stores, however, was going all out in publicizing the discounts.

On the other hand, one of the swiftest dealers in town is the Music Box which operates at list. The store, owned by

(Continued on page 8)

### SINGLES

#### ★ NATIONAL BREAKOUTS

- GRAVY, Dee Dee Sharp, Cameo 219
- SPEEDY GONZALES, Pat Boone, Dot 16368

#### ★ 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.

- SWEET AND LOVELY  
April Stevens and Nino Tempo, Atco 6224  
(Robbins-Daniels, ASCAP) (Los Angeles, Houston)
- WINE, WINE, WINE...  
Nightcaps, Vandan 7491 (Vandanburg, BMI)  
(Dallas-Fort Worth)
- PLEASE MR. COLUMBUS (Turn the Ship  
Around) ...  
Lou Monte, Reprise 20085 (Romance-Ding Dong,  
BMI) (New York)
- REAP WHAT YOU SOW ...  
Billy Stewart, Chess 1820 (Arc, BMI) (Baltimore)
- HE GOT WHAT HE WANTED ...  
Little Richard, Mercury 71965 (Venice, BMI)  
(New Orleans)
- (GIRLS, GIRLS, GIRLS) MADE TO LOVE ...  
Eddie Hodges, Cadence 1421 (Acuff-Rose, BMI)  
(Baltimore)
- THANKS TO THE FOOL ...  
Brook Benton, Mercury 71962 (Benjamin-Dreyer,  
ASCAP) (St. Louis)
- TOUCH ME ...  
Willie Nelson, Liberty 55439 (Pamper, BMI)  
(Houston)
- LITTLE YOUNG LOVER ...  
Impressions, ABC-Paramount 10328 (Curton,  
BMI) (Baltimore)

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

NO BREAKOUTS THIS WEEK

STEREO

- SUMMER FESTIVAL, Various Artists, RCA Vic-  
tor LSC 6097
- BEST OF THE KINGSTON TRIO, Capitol ST  
1705
- EXPERIMENT IN TERROR, Henry Mancini,  
RCA Victor LSP 2442
- IT'S JUST MY FUNNY WAY OF LAUGHIN',  
Burl Ives, Decca DL 74279

#### ★ NEW ACTION LP'S

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

MONO

- THROUGH CHILDREN'S EYES ...  
Limelites, RCA Victor LPM 2512
- DON'T PLAY THAT SONG ...  
Ben E. King, Atco 142
- LOVER PLEASE ...  
Clyde McPhatter, Mercury MG 20711
- THERE GOES THAT SONG AGAIN ...  
Brook Benton, Mercury MG 20673
- IT'S MASHED POTATO TIME ...  
Dee Dee Sharp, Cameo C 1018
- DINAH '62 ...  
Dinah Washington, Roulette R 25170
- PETE FOUNTAIN'S MUSIC FROM DIXIE ...  
Coral CRL 57401
- BLUES CROSS COUNTRY ...  
Peggy Lee, Capitol T 1671
- OLD RIVERS ...  
Walter Brennan, Liberty LRP 3233
- THE MANY MOODS OF FERRANTE &  
TEICHER ...  
United Artists UAL 3211
- DAVE GUARD & THE WHISKEY HILL  
SINGERS ...  
Capitol T 1728
- TWISTIN' THE NIGHT AWAY ...  
Sam Cooke, RCA Victor LPM 2555
- BOBBY VEE MEETS THE CRICKETS ...  
Liberty LRP 3228
- LET ME CALL YOU SWEETHEART ...  
Timi Yuro, Liberty LRP 3234
- I CAN GET IT FOR YOU WHOLESALE ...  
Original Cast, Columbia KOL 5780

STEREO

- ORIGINAL MOTION PICTURE HIT  
THEMES ...  
Various Artists, United Artists UAS 6197
- AFRIKAAN BEAT & OTHER FAVORITES ...  
Bert Kaempfert, Decca DL 74273
- PETE FOUNTAIN'S MUSIC FROM DIXIE ...  
Coral CRL 757401
- LISZT: CONCERTOS 1 & 2 ...  
Sviatoslav Richter, London Symphony (Kon-  
drashin), Philips PHS 900-000
- ROME ADVENTURE ...  
Sound Track, Warner Bros. WS 1458

#### NEW ON THE TOP LP'S

MONO

- 128. SUMMER FESTIVAL ...  
Various Artists, RCA Victor LM 6097
- 130. GOLDEN THEMES FROM MOTION  
PICTURES ...  
Ferrante & Teicher, United Artists UAL 3210
- 134. A TOUCH OF VELVET ...  
Jim Reeves, RCA Victor LPM 2487
- 136. OLDIES BUT GOODIES, VOL. IV ...  
Various Artists, Original Sound OSR 5005
- 137. ROME ADVENTURE ...  
Sound Track, Warner Bros. WS 1458
- 140. COUNTDOWN TIME IN OUTER  
SPACE ...  
Dave Brubeck Quartet, Columbia CL 1775

(Continued on page 8)

#### NEW ON THE HOT 100

- 61. GRAVY ...  
Dee Dee Sharp, Cameo 219
- 70. SPEEDY GONZALES ...  
Pat Boone, Dot 16368
- 78. LITTLE BITTY PRETTY ONE ...  
Clyde McPhatter, Mercury 71987
- 79. DOCTOR BEN BASEY ...  
Mickey Shorr and the Cutups, Tuba 8001
- 86. MARIANNA ...  
Johnny Mathis, Columbia 42420
- 89. DOWN IN THE VALLEY ...  
Solomon Burke, Atlantic 2147
- 90. I DON'T LOVE YOU NO MORE ...  
Jimmy Norman, Little Star 113
- 93. HAVE A GOOD TIME ...  
Sue Thompson, Hickory 1174
- 96. YOU'LL LOSE A GOOD THING ...  
Barbara Lynn, Jamie 1220
- 97. BONGO STOMP ...  
Little Joey and the Flips, Joy 262
- 98. ADIOS AMIGO ...  
Jim Reeves, RCA Victor 8019
- 99. NEVER IN A MILLION YEARS ...  
Linda Scott, Congress 103
- 100. LISA ...  
Ferrante and Teicher, United Artists 470

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	34
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	9
3	3	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	36
4	4	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	34
5	6	WEST SIDE STORY Original Cast, Columbia OL 5230	88
6	5	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	27
7	8	TIME OUT Dave Brubeck, Columbia CL 1297	76
8	7	COLLEGE CONCERT Kingston Trio, Capitol T 1658	15
9	12	NO STRINGS Original Cast, Capitol O 1695	9
10	9	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	130
11	13	CAMELOT Original Cast, Columbia KOL 5620	73
12	22	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	7
13	17	MILK AND HONEY Original Cast, RCA Victor LOC 1065	30
14	14	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	46
15	11	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	27
16	15	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	17
17	24	STATE FAIR Sound Track, Dot DLP 9011	6
18	20	MOON RIVER Lawrence Welk, Dot DLP 3412	24
19	10	THE TWIST Chubby Checker, Parkway P 7001	75
20	16	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	14
21	40	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	6
22	29	PETER, PAUL AND MARY Warner Bros. W 1449	8
23	26	MY FAIR LADY Original Cast, Columbia OL 5090	323
24	35	JOAN BAEZ, VOL. II Vanguard VRS 9094	29
25	18	SING OUT! Limeliters, RCA Victor LPM 2445	20
26	21	DO THE TWIST Ray Charles, Atlantic 8054	26
27	32	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	28
28	27	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	42
29	19	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	14
30	30	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	10
31	49	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1009	6
32	23	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	84
33	25	TONIGHT Ferrante & Teicher, United Artists UAL 3171	14
34	28	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	102
35	33	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	18
36	38	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	12
37	37	CRYING Roy Orbison, Monument M 4007	11
38	39	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	29
39	46	HYMNS Tennessee Ernie Ford, Capitol T 756	247
40	51	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CL 1776	7
41	56	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	25
42	41	MUSIC MAN Original Cast, Capitol WAO 990	208
43	44	NAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol W 1675	7
44	47	RHYTHM SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1727	15
45	58	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	136
46	54	CARNIVAL Original Cast, MGM E 3946	55
47	31	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	22
48	53	WHAT'D I SAY Ray Charles, Atlantic 8029	42
49	34	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	10
50	61	ORIGINAL MOTION PICTURE HIT THEMES Various Artists, United Artists UAL 3197	5
51	60	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	17

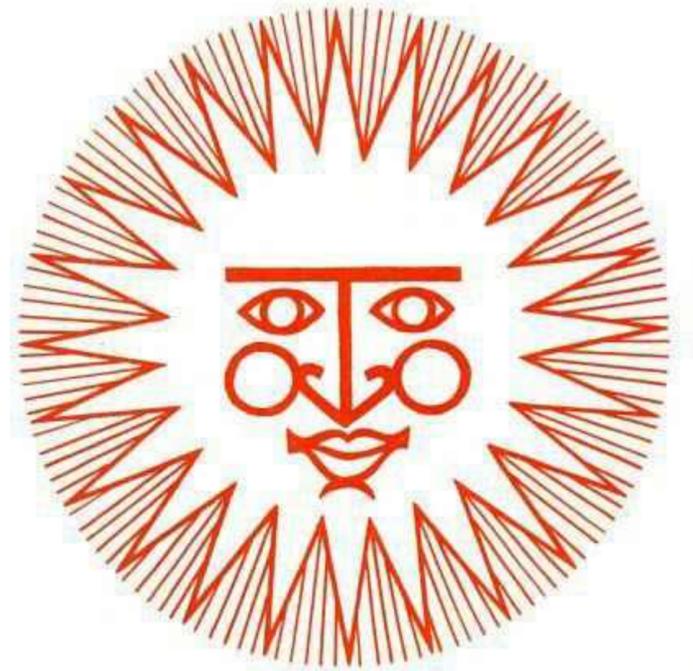
This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	73	YOUNG WORLD Lawrence Welk, Dot DLP 3428	4
53	59	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	30
54	65	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	72
55	63	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	91
56	67	CAMPUS ENCORE Four Pros, Capitol T 1647	13
57	36	LIVE IT UP Johnny Mathis, Columbia CL 1711	17
58	64	DO THE TWIST Connie Francis, MGM E 4022	10
59	50	YELLOW BIRD Lawrence Welk, Dot DLP 3389	44
60	57	VERSATILE BURL LIVES Decca DL 4152	18
61	70	MOM'S MABLEY AT GENEVA CONFERENCE Chess LP 1463	12
62	81	THE VENTURES' TWIST PARTY, VOL. II Dotlon BLP 2014	5
63	71	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	220
64	74	HEAVENLY Johnny Mathis, Columbia CL 1351	143
65	77	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	7
66	43	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	9
67	42	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	38
68	45	MIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1262	13
69	89	"TUFF" SAX Ace Cannon, Hi HL 12007	5
70	52	TWIST WITH THE VENTURES Dotlon BLP 2010	22
71	69	MARIA Roger Williams, Kapp KL 1266	14
72	72	SINCERELY BRENDA LEE Decca DL 4216	13
73	75	FLOWER DRUM SONG Sound Track, Decca DL 9098	25
74	88	JOAN BAEZ, VOL. I Vanguard VRS 9078	16
75	76	RUNAROUND SUE Dion, Laurie LLP 2009	29
76	86	ALL AMERICAN Original Cast, Columbia KOL 5760	6
77	79	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	215
78	104	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	3
79	80	THE KINGSTON TRIO CLOSE UP Capitol T 1642	36
80	85	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	118
81	87	KINGSTON TRIO Capitol T 996	186
82	90	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	85
83	92	KING AND I Sound Track, Capitol W 740	257
84	93	SOUTH PACIFIC Original Cast, Columbia OL 4180	418
85	55	TWISTIN' ROUND THE WORLD Chubby Checker, Parkway P 7008	8
86	66	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	32
87	68	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	141
88	78	DINO—ITALIAN LOVE SONGS Dean Martin, Capitol T 1659	6
89	95	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	18
90	101	BEYOND THE REEF Earl Grant, Decca DL 4231	5
91	48	HEY, LET'S TWIST Sound Track, Roulette R 25168	18
92	102	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PHM 1	5
93	103	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve 8474	3
94	82	BUDDY HOLLY STORY Coral CRL 57326	75
95	94	GLORIA LYNNE AT BASIN STREET EAST Everest LPBR 5137	11
96	98	BOBBY DARIN SINGS RAY CHARLES Atco 140	6
97	100	TWISTIN' 'N' TWANGIN' Duane Eddy, RCA Victor LPM 2525	4
98	96	AFRIKAAN BEAT & OTHER FAVORITES Berka Kaempfer, Decca DL 4273	9
99	97	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 182	29
100	105	EXODUS Sound Track, RCA Victor LOC 1058	74

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	83	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	26
102	108	GOLDEN PIANO HITS Ferrante & Teicher, United Artists WWR 3505	19
103	119	GEORGE MAHARIS SINGS! Epic LN 24001	3
104	115	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 3424	3
105	108	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	55
106	62	BABY IT'S YOU Shirley, Scepter SLP 504	7
107	111	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	20
108	84	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	16
109	122	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LPM 2442	3
110	116	HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT Capitol T 1684	4
111	112	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	31
112	137	ONCE UPON A TIME Lettermen, Capitol T 1711	2
113	117	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	19
114	121	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2983	39
115	91	NEVER ON SUNDAY Connie Francis, MGM E 3965	33
116	120	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	26
117	123	THE BICKERSONS Don Ameche & Francis Langford, Columbia CL 1692	11
118	133	FAMILY SING ALONG WITH MITCH Mitch Miller & the Gang, Columbia CL 1773	2
119	126	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	73
120	99	YOUNG, ALIVE & IN LOVE Paul Anka, RCA Victor LPM 2502	10
121	127	PATSY CLINE SHOWCASE Decca DL 4202	12
122	107	TWIST WITH BOBBY DARIN Atco 138	21
123	128	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1568	66
124	150	BEST OF THE KINGSTON TRIO Capitol T 1705	2
125	140	LOVE LETTERS Ketty Lester, Era EL 108	2
126	109	DOWN HOME Chet Atkins, RCA Victor LPM 2450	14
127	138	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	20
128	—	SUMMER FESTIVAL Various Artists, RCA Victor LM 6097	1
129	113	FLOYD CRAMER GETS ORGAN-IZED RCA Victor LPM 2488	4
130	—	GOLDEN THEMES FROM MOTION PICTURES Ferrante & Teicher, United Artists UAL 3210	1
131	141	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1671	39
132	148	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	2
133	135	ALWAYS YOU Robert Goulet, Columbia CL 1676	14
134	—	A TOUCH OF VELVET Jim Reeves, RCA Victor LPM 2487	1
135	146	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1457	101
136	—	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	1
137	—	ROME ADVENTURE Sound Track, Warner Bros. W 1458	1
138	147	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	42
139	110	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	48
140	—	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	1
141	124	ANDY WILLIAMS' BEST Canderyn CLP 3054	11
142	125	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	16
143	129	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	28
144	131	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	44
145	136	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	34
146	142	SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1160	204
147	145	STANDING ROOM ONLY Highwaymen, United Artists UAL 3168	13
148	134	SUBWAYS ARE FOR SLEEPING Original Cast, Columbia KOL 5730	11
149	149	HONKY-TONK MAN Johnny Norton, Columbia CL 1721	8
150	114	HEY! BABY & 11 OTHER SONGS ABOUT YOUR BABY Bruce Channel, Smash MGS 27008	5

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	31
2	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	34
3	5	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	5
4	6	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	36
5	8	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	6
6	7	MOON RIVER Lawrence Welk, Dot DLP 25412	23
7	3	CAMELOT Original Cast, Columbia KOS 2031	73
8	4	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	33
9	9	NO STRINGS Original Cast, Capitol SO 1695	9
10	12	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	14
11	20	TONIGHT Ferrante & Teicher, United Artists UAS 4171	12
12	10	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	118
13	17	MARIA Roger Williams, Kapp KS 3266	13
14	22	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	3
15	11	TIME OUT Dave Brubeck, Columbia CS 8192	45
16	16	STATE FAIR Sound Track, Dot DLP 29011	6
17	18	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	24
18	21	PERSUASIVE PERCUSSION, VOL. I Terry Snyder & the All Stars, Command RS 800 SD	117
19	14	OKLAHOMA! Sound Track, Capitol SWAO 595	104
20	15	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	46
21	19	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	6
22	30	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	4
23	25	WEST SIDE STORY Original Cast, Columbia OS 2001	50
24	23	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	21
25	37	YOUNG WORLD Lawrence Welk, Dot DLP 25428	2
26	26	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PHM 1	5
27	28	GREAT THEMES FROM HIT FILMS Enoch Light & His Ork, Command RS 835 SD	8
28	24	FLOWER DRUM SONG Sound Track, Decca DL 79098	21
29	40	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 35424	2
30	31	NAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol SW 1675	7
31	13	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	18
32	44	AMERICAN WALTZES Mantovani, London PS 248	2
33	34	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	20
34	39	ROMAN GUITAR Tony Martin, Command RS 816 SD	11
35	32	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	7
36	33	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	14
37	29	YELLOW BIRD Lawrence Welk, Dot DLP 25389	45
38	35	A SONG FOR YOUNG LOVE Lettermen, Capitol ST 1669	12
39	—	SUMMER FESTIVAL Various Artists, RCA Victor LSC 6097	1
40	48	THROUGH CHILDREN'S EYES Limeliters, RCA Victor LSP 2512	2
41	43	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LSP 2484	11
42	47	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KS 3276	8
43	46	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	41
44	—	BEST OF THE KINGSTON TRIO Capitol ST 1705	1
45	45	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	26
46	27	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	18
47	41	DOWN HOME Chet Atkins, RCA Victor LSP 2450	8
48	—	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LSP 2442	1
49	36	SING OUT! Limeliters, RCA Victor LSP 2445	18
50	—	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 74279	1



# The Best Summer Tonic for Record Dealers!



## Fully Transistorized Phonograph

Runs 100 Hours Or More On Ordinary Flashlight Batteries! Completely portable! Plays all record sizes and all four speeds! Use on the beach! On a picnic! On the patio! Diamond and Sapphire stylus!

**ONLY \$59.95/Manufacturer's Suggested List Price**  
**AG 4026**

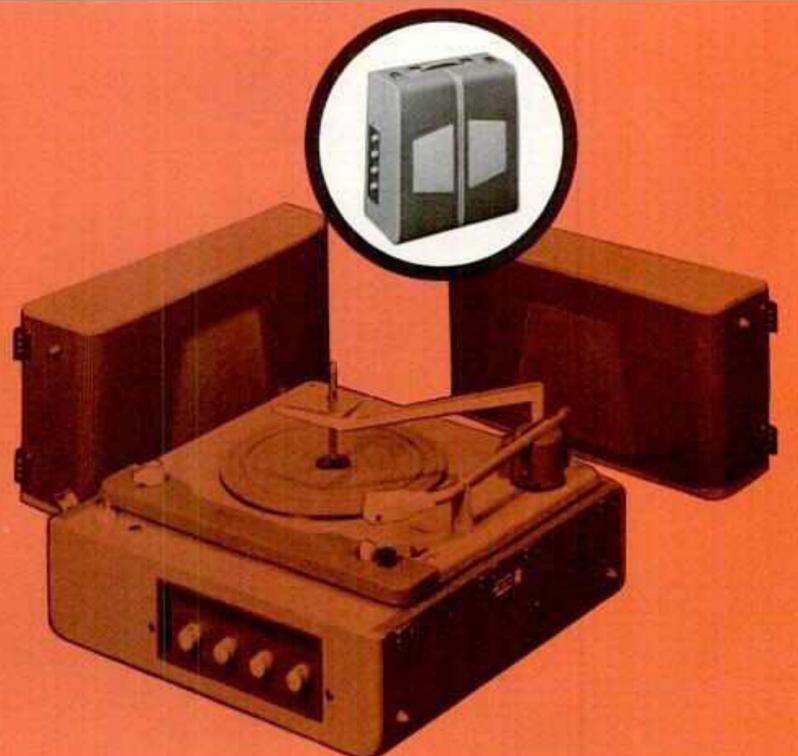


**MADE IN HOLLAND BY PHILIPS**

## Full Stereo Portable

Two powerful 7-inch Ticonal Speakers! Big set sound! Balanced volume control for full treble and base response! Solid wood cabinet covered in two-tone gray simulated leather! Turnover Diamond and Sapphire cartridge plays records at all four speeds! Automatically intermixes 7", 10" and 12" records!

**ONLY \$139.50/**  
**Manufacturer's Suggested List Price**  
**MODEL AG 9115**



**TREMENDOUS SUMMER PROGRAM UNDER WAY SEE YOUR MERCURY DISTRIBUTOR**

★ STAR PERFORMERS—Selections registering greatest upward progress this week. S 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	Wk. On Chart
1	1	1	4	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	7
2	2	2	1	STRANGER ON THE SHORE	Mr. Acker Bilk, Atco 6217	14
3	6	12	18	IT KEEPS RIGHT ON A-HURTIN'	Johnny "The Great" Watson, Cadence 1418	6
4	5	10	21	THE MAN WHO SHOT LIBERTY VALANCE	Gene Pitney, Musicor 1020	8
5	9	17	28	PALISADES PARK	Freddy Cannon, Swan 4106	6
6	3	4	10	LOVERS WHO WANDER	Dion, Laurie 3123	9
7	7	16	24	SECOND HAND LOVE	Connie Francis, MGM 13074	6
8	15	28	62	THE STRIPPER	David Rose & His Ork, MGM 13064	6
9	10	19	33	PLAYBOY	Marvelles, Tamla 54060	7
10	8	9	12	THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024	13
11	12	18	25	DON'T PLAY THAT SONG	Ben E. King, Atco 6222	9
12	25	37	51	CINDY'S BIRTHDAY	Johnny Crawford, Del Fi 4170	6
13	23	33	41	THAT'S OLD FASHIONED	Everly Brothers, Warner Bros. 5273	6
14	4	3	2	SOLDIER BOY	Shirley, Scepter 1228	13
15	22	24	30	FOLLOW THAT DREAM	Elvis Presley, RCA Victor EPA 4368 (Extended Play)	6
16	30	62	81	AL DI LA'	Emilio Pericoli, Warner Bros. 5259	5
17	14	5	3	MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	16
18	27	38	54	SNAP YOUR FINGERS	Joe Henderson, Todd 1072	5
19	31	46	57	SHARING YOU	Bobby Vee, Liberty 55451	5
20	41	68	88	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka, RCA Victor 8030	4
21	13	6	6	EVERYBODY LOVES ME BUT YOU	Brenda Lee, Decca 31379	10
22	17	15	20	I SOLD MY HEART TO THE JUNKMAN	Blue Belles, Newtown 5000	9
23	21	29	40	SO THIS IS LOVE	Castells, Era 3073	10
24	34	40	46	ANY DAY NOW	Chuck Jackson, Wand 122	8
25	28	32	36	VILLAGE OF LOVE	Nathaniel Mayer, Fortune/United Artists 449	8
26	26	31	38	TEACH ME TONIGHT	George Maharis, Epic 9504	9
27	24	22	22	TWISTIN' MATILDA	Jimmy Soul, SPQR 3300	12
28	20	13	13	UPTOWN	Crystals, Phillies 102	12
29	18	8	5	OLD RIVERS	Walter Brennan, Liberty 55436	11
30	32	42	44	WALK ON THE WILD SIDE	Jimmy Smith, Verve 10255	6
31	68	—	—	ROSES ARE RED	Bobby Vinton, Epic 9509	2
32	16	14	7	SHE CRIED	Jay & The Americans, United Artists 415	14
33	11	11	15	CONSCIENCE	James Darren, Colpix 630	10
34	36	39	49	I LOVE YOU	Volumes, Chess 1002	8

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
35	51	77	80	WOLVERTON MOUNTAIN	Claude King, Columbia 42382	4
36	46	75	91	HAVING A PARTY	Sam Cooke, RCA Victor 8036	4
37	45	53	76	THEME FROM BEN CASEY	Vajenna, Carlton 573	5
38	19	7	11	SHOUT! SHOUT! (Knock Yourself Out)	Ernie Maresca, Seville 117	12
39	35	56	59	LEMON TREE	Peter, Paul & Mary, Warner Bros. 5274	7
40	60	88	95	JOHNNY GETS ANGRY	Jeanie Summers, Warner Bros. 5275	4
41	52	72	—	THEME FROM DOCTOR KILDARE	Richard Chamberlain, MGM 13075	3
42	47	54	70	HOW IS JULIE?	Lettermen, Capitol 4746	6
43	62	86	—	I'LL NEVER DANCE AGAIN	Bobby Rydell, Cameo 217	3
44	48	71	85	BRISTOL TWISTIN' ANNIE	Dovells, Parkway 838	5
45	50	65	74	FORTUNETELLER	Bobby Carlota, Del Fi 4177	7
46	53	63	66	WHERE ARE YOU	Dinah Washington, Roulette 4424	5
47	49	45	48	HIT RECORD	Brook Benton, Mercury 71962	7
48	56	58	60	BALBOA BLUE	Marketa, Liberty 55443	8
49	59	74	89	SWINGIN' GENTLY	Earl Grant, Decca 28500	4
50	29	25	14	FUNNY WAY OF LAUGHIN'	Burl Ives, Decca 31371	11
51	57	50	61	BORN TO LOSE	Ray Charles, ABC-Paramount 10330	6
52	74	85	—	THE CROWD	Ray Orbison, Monument 461	3
53	55	60	73	WHEN I GET THROUGH WITH YOU	Patsy Cline, Decca 31377	5
54	40	27	26	TELL ME	Dick & DeeDee, Liberty 55413	14
55	38	36	35	NIGHT TRAIN	James Brown, King 5614	10
56	39	23	16	I WISH THAT WE WERE MARRIED	Ronnie and the Hi-Lites, Joy 260	11
57	63	78	82	I'LL TRY SOMETHING NEW	Miracles, Tamla 54059	6
58	44	30	27	CATERINA	Perry Como, RCA Victor 8004	11
59	72	87	99	WEST OF THE WALL	Toni Fisher, Big Top 3097	4
60	97	—	—	THE WAH-WATUSI	Orions, Cameo 218	2
61	—	—	—	GRAVY	Dee Dee Sharp, Cameo 219	1
62	84	—	—	JOHNNY LOVES ME	Shelley Fabares, Colpix 636	2
63	66	59	68	MY REAL NAME	Fats Domino, Imperial 5833	6
64	73	76	79	WHY'D YOU WANNA MAKE ME CRY	Connie Stevens, Warner Bros. 5365	7

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
65	100	—	—	SEALED WITH A KISS	Brian Hyland, ABC-Paramount 10336	2
66	77	89	98	LIMBO ROCK	Champs, Challenge 9131	4
67	61	70	78	OH, MY ANGEL	Bertha Tinsman, Brent 7029	7
68	76	—	—	STRANGER ON THE SHORE	Andy Williams, Columbia 42451	2
69	79	81	84	WOMAN IS A MAN'S BEST FRIEND	Teddy & the Twilights, Swan 4102	5
70	—	—	—	SPEEDY GONZALES	Pat Boone, Dot 16368	1
71	78	97	—	THAT HAPPY FEELING	Bert Kaempfert, Decca 31388	4
72	82	84	—	TWIST AND SHOUT	Isley Brothers, Wand 124	3
73	70	66	77	DOCTOR FEEL GOOD	Dr. Feelgood & the Interns, Okeh 7144	8
74	86	96	97	TENNESSEE	Jan and Dean, Liberty 55454	4
75	85	—	96	HOW CAN I MEET HER?	Everly Brothers, Warner Bros. 5273	3
76	69	73	83	DRUMMIN' UP A STORM	Sandy Nelson, Imperial 5829	8
77	92	—	—	KEEP YOUR LOVE LOCKED (Deep in Your Heart)	Paul Petersen, Colpix 632	2
78	—	—	—	LITTLE BITTY PRETTY ONE	Clyde McPhatter, Mercury 71987	1
79	—	—	—	DOCTOR BEN BASEY	Mickey Shore & the Cutups, Tuba 8001	1
80	93	92	93	WHERE HAVE YOU BEEN ALL MY LIFE	Arthur Alexander, Dot 16357	4
81	89	100	—	I NEED YOUR LOVING	Don Gardner and Dee Dee Ford, Fire 508	3
82	87	—	—	QUEEN OF MY HEART	Rene & Ray, Donna 1360	2
83	80	80	94	LIPSTICK TRACES	Benny Spellman, Mintz 644	6
84	88	99	100	BOOM BOOM	John Lee Hooker, Vee Jay 438	4
85	96	—	—	BABY ELEPHANT WALK	Lawrence Welk, Dot 16364	2
86	—	—	—	MARIANNA	Johnny Mathis, Columbia 42430	1
87	81	98	—	SCOTCH AND SODA	Kingston Trio, Capitol 4740	6
88	91	93	—	ROUTE 66 THEME	Nelson Riddle, Capitol 4741	3
89	—	91	92	DOWN IN THE VALLEY	Solomon Burke, Atlantic 2147	3
90	—	—	—	I DON'T LOVE YOU NO MORE	Jimmy Norman, Little Star 113	1
91	99	—	—	DANCIN' THE STRAND	Maureen Gray, Landa 689	2
92	94	95	—	GREEN LEAVES OF SUMMER	Kenny Ball, Kapp 460	3
93	—	—	—	HAVE A GOOD TIME	Sue Thompson, Hickory 1174	1
94	95	—	86	DRUM STOMP	Sandy Nelson, Imperial 5829	3
95	98	—	—	BABY ELEPHANT WALK	Miniature Men, Dolton 57	2
96	—	—	—	YOU'LL LOSE A GOOD THING	Barbara Lynn, Jamie 1220	1
97	—	—	—	BONGO STOMP	Little Joey & the Flips, Joy 262	1
98	—	90	90	ADIOS AMIGO	Jim Reeves, RCA Victor 8019	5
99	—	—	—	NEVER IN A MILLION YEARS	Linda Scott, Congress 103	1
100	—	—	—	LISA	Ferrante & Teicher, United Artists 470	1

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

Adios Amigo (Randy-Smith, ASCAP)	98	I Sold My Heart to the Junkman (Mills, ASCAP)	22	Snap Your Fingers (Cigma, BMI)	18
Al Di La' (Witmark, ASCAP)	16	I Wish That We Were Married (Joy, ASCAP)	54	So This Is Love (Patterson, ASCAP)	23
Any Day Now (Plan Two, ASCAP)	24	I'll Never Dance Again (Aldon, BMI)	43	Soldier Boy (Ludiz, BMI)	14
Baby Elephant Walk—Miniature Men (Famous, ASCAP)	95	I'll Try Something New (Jobets, BMI)	57	Speedy Gonzales (Bud, ASCAP)	70
Baby Elephant Walk—Walk (Famous, ASCAP)	85	It Keeps Right on A-Hurtin' (Tarridge, BMI)	3	Steel Guitar and a Glass of Wine, A (Spanka, BMI)	30
Balboa Blue (Lock-E. D. M., ASCAP)	48	Johnny Loves Me (Aldon, ASCAP)	40	Stranger on the Shore—Bik (Mellin, BMI)	2
Bongo Stomp (Drury Lane, BMI)	97	Johnny Loves Me (Aldon, ASCAP)	42	Stripper, The (David Rose, ASCAP)	8
Boom Boom (Conrad, BMI)	84	Keep Your Love Locked (Aldon, BMI)	77	Swingin' Gently (Marvelles, BMI)	49
Born to Lose (Pamless, BMI)	51	Lemon Tree (Boulder, ASCAP)	39	Teach Me Tonight (Hub-Lewis, ASCAP)	26
Bristol Twistin' Annie (Schulman, BMI)	44	Limbo Rock (Four Star, BMI)	66	Tell Me (Odin, ASCAP)	54
Doctor Ben Basey (Kambler, BMI)	21	Lipstick Traces (Mintz, BMI)	83	Tennessee (Wonder-Achlon, BMI)	74
Doctor Feel Good (Cigma, BMI)	73	Lisa (Miller, ASCAP)	100	That Happy Feeling (Northen, ASCAP)	13
Down in the Valley (Progressive, BMI)	11	Little Bitty Pretty One (Records, BMI)	78	That's Old-Fashioned (Aberbach, BMI)	71
Drum Stomp (Travis, BMI)	89	Lovers Who Wander (Dial, ASCAP)	6	Theme From Ben Casey (Marfran, ASCAP)	37
Everybody Loves Me But You (Champion, BMI)	21	Man Who Shot Liberty Valance, The (Famous, ASCAP)	4	Theme From Doctor Kildare (Hastings, BMI)	41
Follow That Dream (Gladys, ASCAP)	15	Marianna (Famous, ASCAP)	86	Twist and Shout (Rusker, BMI)	72
Fortuneteller (Kemo, BMI)	45	Mashed Potato Time (Rice-Miller, BMI)	17	Twistin' Matilda (General-Pickwick, ASCAP)	27
Funny Way of Laughin' (Pamper, BMI)	50	My Real Name (Travis, BMI)	63	Uptown (Aldon, BMI)	28
Gravy (Kalmann, ASCAP)	61	Never in a Million Years (Robbins, ASCAP)	99	Village of Love (Triano, BMI)	25
Green Leaves of Summer (Felt, ASCAP)	92	Night Train (Pamless, BMI)	55	Wah-Watusi, The (Kalmann-Lewis, ASCAP)	40
Have a Good Time (Acuff-Rose, BMI)	92	Oh, My Angel (Clifton, BMI)	67	Walk on the Wild Side (Columbia Pictures, ASCAP)	30
Having a Party (Kagt, BMI)	36	Old Rivers (Gladys & Metrice, BMI)	29	West of the Wall (Music Productions, ASCAP)	59
Hit Record (Luristan-Dreyer, ASCAP)	47	One Who Really Loves You, The (Jobets, BMI)	10	When I Get Through With You (Pamper, BMI)	53
How Can I Meet Her? (Aberbach, BMI)	75	Palisades Park (Claridge, ASCAP)	5	Where Are You (Felt, ASCAP)	46
How to Succeed in Business Without Really Knowing (Post, ASCAP)	65	Playboy (Jobets, BMI)	9	Why'd You Wanna Make Me Cry (Aldon, BMI)	64
I Can't Stop Loving You (Acuff-Rose, BMI)	1	Queen of My Heart (Marvelles, BMI)	82	Wolverton Mountain (Painted Desert, BMI)	34
I Don't Love You No More (Hills, BMI)	90	Roses Are Red (Lyle, ASCAP)	31	Woman Is a Man's Best Friend, A (Claridge, ASCAP)	69
I Love You (Crisp, BMI)	34	Route 66 Theme (Gower, BMI)	88	You'll Lose a Good Thing (David-Crazy Cajon-Jamie, BMI)	96
I Need Your Loving (Fest-Pete, BMI)	81	Scotch & Soda (Boechwood, BMI)	87		
		Sealed With a Kiss (Post, ASCAP)	65		
		Second-Hand Love (Marca, BMI)	7		
		Sharing You (Aldon, BMI)	19		
		She Cried (Trio, BMI)	32		
		Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP)	38		

### BUBBLING UNDER THE HOT 100

101. WHAT DID DADDY DO	Shep & the Limelites, Hull 751
102. DREAM	Dinah Washington, Mercury 71958
103. SHAKE A HAND	Ruth Brown, Philips 40028
104. INSTANT MASHED	Ventures, Dolton 55
105. TURN AROUND, LOOK AT ME	Lettermen, Capitol 4746
106. THAT GREASY KID STUFF	Janie Grant, Caprice 115
107. LITTLE RED RENTED ROWBOAT	Joe Dowell, Smash 1759
108. AIR TRAVEL	Ray & Bob, Leda 1150
109. MY TIME FOR CRYING	Maxine Brown, ABC-Paramount 10327
110. SEVEN-DAY WEEKEND	Gary (U. S.) Bonds, LeGrand 1019
111. BUT NOT FOR ME	Ketty Lester, Era 3080
112. THANKS TO THE FOOL	Brook Benton, Mercury 71962
113. WORK OUT, PART I	Ricky Dee & the Embars, Newtown 5001
114. PLEASE MR. COLUMBUS (Turn the Ship Around)	Lou Monte, Reprise 20085
115. EVERYTIME (I THINK ABOUT YOU), PART I	Joey Dee & the Starliners, Roulette 4431
116. EVERYBODY LOVES A LOVER	Angels, Caprice 116
117. (GIRLS, GIRLS, GIRLS) MADE TO LOVE	Eddie Hodges, Cadence 1421
118. SOUND OF THE HAMMER	Vicki Tasso, Colpix 638
119. A HEARTACHE NAMED JOHNNY	Jays P. Morgan, MGM 13076
120. GOODNIGHT IRENE	Jerry Reed & the Hully Girls, Columbia 42417

**Dot**®

RECORDS PROUDLY PRESENTS

THE BIGGEST HIT OF THE SUMMER

**PAT BOONE**

SINGING



**SPEEDY**

**GONZALES**

B/w **THE LOCKET**

#16368



A GREAT  
BEST SELLING LP

DLP9011 Mono  
29011 Stereo

Ann-Margret appears by arrangement with RCA Victor Records  
Bobby Darin appears by arrangement with ATCO Records



"THE NATION'S BEST SELLING RECORDS"

## Manufacturers Weigh Rack-Jobber Plan

### Would Change Distributors' Role, Cut Jobber Prices

By SAM CHASE

NEW YORK — A substantial number of key record manufacturers now are in the midst of a "realistic reappraisal" of their relationships with rack-jobbers which may result in a basic change in the costs and techniques by which disks are sold to the rack merchandisers. A plan is under consideration, BMW has learned, which would continue but drastically alter the functions of distributors as middle men between the manufacturers and rack-jobbers, while recognizing the rack jobber as a full-fledged wholesaler.

A 10-point plan now under study by each of the diskeries has as its basic tenet the sale of records to rack-jobbers at distributor cost. This is a major departure from present procedures, by which rack-jobbers buy from distributors at the same prices as do retail dealers, less a 10 per cent functional discount for performing such services as purchasing, warehousing, poly-bag wrapping, delivery, and providing inventory and display arrangements for their outlets, and so forth.

The proposed plan would not eliminate the role of the distributor between manufacturer and rack-jobber. The latter would continue to place orders through and pick up shipments from distributors, who would in effect be serving a drop-shipping function. In return, the distributor would receive an override or rebate of perhaps 6 to 8 per cent off his normal price for all records sold to rack-jobbers, with manufacturers assuming the expenses for freight, billing and credit on rack orders. (The rebate could go to 10 per cent if distributors maintained these expenses.) Under the plan the rackers probably would be billed directly by the manufacturers and would in all likelihood have their own contractual relations with the diskeries.

#### What They Give Up

To secure these benefits, the rack-jobbers would agree to give up the present practice under which they enjoy guarantees or return privileges which range all the way up to 100 per cent. They would, instead, accept the same privileges accorded distributors, which run

(Continued on page 14)

### New Bill on Discounts Introduced

WASHINGTON — Another bill to make functional discounts mandatory as between manufacturer sales to wholesalers and retailers has been introduced by Sen. Hubert Humphrey (D., Minn.). For a number of years, in both houses, attempts have been made to set up legislation that would force manufacturers to give a "functional" discount to wholesalers as opposed to the big-buy retailers, by amendment of the Robinson-Patman Act.

In the case of record distribution, the bill would force manufacturers to give functional discounts to bona fide wholesale distributing operations and to withhold them from rack-jobbers or chain stores and discount houses which sell direct to consumers and are classed as "retail" buyers.

Humphrey points out that a wholesaler reselling to a small independent retailer must charge for the service. If the manufacturer sells at the same price to big-buy retail outlets, like chain stores, as to the bona fide wholesaler, the end result is for the small retailer to pay more than the large retailer for the product of the same manu-

(Continued on page 35)

### BASIC ARITHMETIC OF THE NEW RACK-JOB PROPOSAL

NEW YORK—Significance of the pending proposals for new rack-jobber prices and buying procedures (see accompanying story), can be seen from the following arithmetic:

At present, rack-jobbers buy from distributors at dealer price less the 10 per cent functional discount. Thus, on an LP that lists at \$3.98, dealer cost is \$2.47 (if there are no special deals) while the same disk costs a rack-jobber \$2.23. Of course, any promotional deals available to retailers also are passed along to rack-jobbers, with the functional discount applicable to those reduced rates.

The distributor himself pays either \$1.86 or \$1.98 for the \$3.98 LP, if no special deals exist. The larger labels usually charge the larger amount, but then turn back half the rack-jobber's functional discount to the distributor. Labels that sell to distributors at \$1.86 normally do not pass back any part of the functional discount, which is borne completely by the distributor. Thus, in either case, the distributor's ultimate cost for a \$3.98 LP is \$1.86, leaving a gross profit of 57 cents from each sale to a rack jobber at \$2.23. Out of this must come his costs for freight, shipping, billing and carrying the account on his books.

Under the proposed plan, the rack jobber would pay either \$1.86 or \$1.98 for the LP. The distributor, in turn, would be given a rebate of between 6 and 8 per cent for each disk sold to rack jobbers, with the manufacturer assuming many costs now borne by the distributor. This would leave a gross profit of approximately 15 cents per \$3.98 LP for the distributor.

This is considerably less than the distributors' present gross profit per disk. However, one leading Eastern distributor this week stated that the deal seemed desirable to him provided manufacturers absorbed all costs of freight, bookkeeping and credit, considering the reduction in expenses as well as in risks and the additional time he would gain for handling other matters.

In addition to taking on some costs now borne by distributors, the record manufacturers would realize approximately 15 cents less per LP, cost of the rebate.

It must be emphasized that the above figures are all based upon a "no deal" \$3.98 LP, but that a very heavy percentage of business, including that done with rack jobbers, is on merchandise which has been subjected to various sorts of special arrangements. These, of course, have so many variations that no standard deal can be outlined. It is also worth noting that a few manufacturers at present already operate along lines similar to those under consideration with a rebate plan to distributors, and that their success has in part stimulated the move for universal adoption of the program.

### Sees CBS Label Swinging In W. Europe by 1963

But No Purchase of Firms Set Now, President Goddard Lieberman Reveals

By BOB ROLONTZ

NEW YORK—Goddard Lieberman, president of Columbia Records, said last week that the firm expected to have its CBS label launched in Western Europe by the end of 1962. According to Lieberman, there have been no arrangements made to purchase European labels or pressing plants and though American Columbia representatives have been talking to

labels there, no deals are in the offing.

The Columbia executive said that in all probability the CBS label will be active by the fall in France, Italy, Germany, the Benelux countries, etc. American Columbia is going ahead slowly in setting up its companies abroad, he said, because the firm wants a solid base in each European country. Lieberman said he did not want the CBS firms in Europe to be merely American releasing organizations, but to develop into integral parts of the local record scene, employing native artists, a.&r. people, sales people and so forth. He pointed out that the American

(Continued on page 10)

### Decca Calls It C&W Month

NEW YORK — Decca Records has named June "Country and Western Month," under a special merchandising program employing the tag—"Wheel of fortune with everyone a winner." The plan includes 12 new country album releases plus the label's entire country catalog and runs through June 29. A special "dealer incentive plan" is part of the program.

New releases are by such perennials as Kitty Wells, Goldie Hill, the Wilburn Brothers, Jimmy Martin, Bill Monroe, Red Foley, Webb Pierce, Jimmie Davis, Connie Hall, Jimmie Newman, the Masters Family and an album featuring various artists titled, "Country Boy-Country Girl."

The firm has designed a series of c.&w. display cards depicting each new release to be used as silent salesmen for dealers. Catalogs have also been made up for consumer reference in stores.

### KING COMICS TO MOVE ON DISKS

NEW YORK — King Features Syndicate, the Hearst-owned newspaper features outfit, is entering the music business as both record company and music publisher. The syndicate, under general manager F. C. McLearn, and Al Brodax, King Features TV director, concluded an arrangement last week with Sy Rady, head of Bing Crosby's Project Records, to start the new operation.

Rady will develop music for the animated TV series, "Barney Google and Snuffy Smith," which will make its debut next season. King Features is also planning an animated feature length movie for release in late 1962, and Rady will develop and exploit the music for the film. King Features music department will also package records and albums based on the syndicate's various properties.

### Marks Gets 'Baker Street' Rights

NEW YORK—E. B. Marks Music has acquired the publishing rights to the forthcoming Broadway musical "Baker Street." This brings the Marks' list of recent show scores to four. Previous musical copyrights handled by the firm include the off-broadway, Obie-winning "Fly Blackbird," the ill-fated "Kicks and Co." and "All in Love."

"Baker Street" is based on Sir Arthur Conan Doyle's Sherlock Holmes, with book by Jerome Coopersmith, lyrics by Dennis Marks and music by Alan Friedman. It will be produced by Alexander Cohen. The director will be Michael Langham, artistic director of the Stratford (Ontario) Shake-

speare Company. The sets are to be designed by Oliver Smith and costumes are being prepared by Motley.

Arnold Shaw, general professional manager of Marks Music, will work closely with Cohen in landing original cast recording rights for the show. Two of the previous Marks' off-Broadway scores, "Fly Blackbird" and "All in Love," have been recorded on Mercury.

### NARM Board Meeting to Plan Chicago Confab

PHILADELPHIA — The Board of Directors of the National Association of Record Merchandisers (NARM) will meet at the Beverly Hilton Hotel, Los Angeles, June 30 and July 1 to set final plans for the organization's mid-year meeting and person-to-person sales conference. These conclaves will be held at Chicago's Edgewater Beach Hotel, August 26-29. In addition to setting programs for the four-day event, the board will also pass on recent applications for both regular and associate members, hear reports on current committee operations and establish plans and procedures to be undertaken during the 1962-1963 fiscal year which begins July 1.

## Index to Contents

#### General

International Music .....16  
Manufacturer News ..... 8

#### Music Pop Charts

Best Selling Phonographs & Tape Recorders .....38  
Best Tracks From the Spotlight LP's .....20  
Bubbling Under the Hot 100 .....Cover  
Double-Play Disks .....43  
Hits of the World .....16  
Honor Roll of Hits .....12  
Hot 100 .....Cover  
Hot C.&W. Sides .....34

Hot R.&B. Sides .....37  
Local Singles Breakouts ..... 1  
National Breakouts ..... 1  
New Action LP's ..... 1  
New on the Hot 100 Chart.... 1  
New on the LP Charts ..... 1  
Top LP's .....Cover  
Top LP's by Category .....10  
Yesteryear's Hits .....25

#### Reviews

LP Reviews .....20  
Single Record Reviews .....21

#### Radio-TV Programming ...24

Artists' Biographies .....24  
Easy Listening .....26

Buyers and Sellers Classified Mart.....40

Programming Panel .....25  
Yesteryear's Hits .....25  
Vox Jox .....25

#### Music-Phonograph Merchandising .....38

Album Covers of the Week ..38  
Best Selling Phonographs & Tape Recorders .....38  
Disk Deals for Dealers .....38

#### Coin Machine Operating ...42

Bulk Vending .....44  
Coin Machine News .....47  
Double-Play Disks .....47

# Racker Uses Airplane; Univac to Do Full Job

By REN GREVATT

MIAMI — Record racks can offer disk buyers virtually every service and convenience usually found only in record shops, according to Barry Taran, president of Record Service Company here, rack wing of Pan-American Distributors.

Taran believes that his three-year-old operation, which encompasses outlets in nine Southeastern States, and which employs an airplane and a Univac computer among other tools, comes as close to this ideal as any rack jobbing firm extant.

"I know a lot of racks don't handle much catalog," Taran noted, "but to give you an idea we maintain a catalog of 5,000 monaural and 3,000 stereo titles. That's as deep as many record stores. We have such a wealth of product that distributors have actually come to us for loans of merchandise they've run out of."

"There's a very good reason for stocking this much catalog. After all, markets differ in their requirements. One area may be very big on country and very small on jazz potential. Another may be just the opposite. We're in nine States and that makes for a pretty broad section of tastes. If we want to sell records we've got to be able to give them what they want. Something else. We also stock about 500 classical titles. We have to if we want to stay in the business. Classical buyers buy strictly by a specific performance of a work and we have to be prepared for practically any request."

"That brings up another service of ours, special ordering. We

have quite a system for that. In the first place, when we open a new location, we go into the place and train personnel to oversee the operation. We train them on repertoire, artists and on a whole raft of things they should know to sell records. When we get them oriented, these people should know how to sell records. When we get them oriented, these people can tell right away if a certain requested record is on the rack. If it's not, they special order it for the customer.

Every account has a special order pad in triplicate. They fill out the title of the wanted record and the customer's name, address and phone number and send us two copies of the order. We keep one and send the other back immediately telling them how long it will take. When the record comes in, we put a big sticker on it noting it's a special order and rush it out. A postcard is attached addressed to the customer and the attendant in the location either sends that out or calls on the phone to let the party know his record has arrived. The system has worked out fine for us.

"Very few rack jobbers deal in related items and accessories. We do. We sell needles, cases, cleaning materials, even transistor radios. Frankly, the competition is terrific on accessories and we don't look to make much money on them. It's simply done as a convenience to our customers. And, incidentally, even though we don't handle phonographs, if a customer wants one, we'll get him whatever one he wants at the best possible price."

(Continued on page 38)

# Columbia Adds Zip To 11 Mono LP's

NEW YORK — Columbia Records has joined the ranks of diskeries who have electronically freshened their best selling mono catalog items for stereo. This week the firm is introducing "electronically re-channeled for stereo" versions of 11 of the firm's top mono releases, including the original cast recording of "South Pacific." Victor, Capitol, Mercury, Decca Records and other firms have previously offered many of their top catalog items in re-processed stereo versions.

The introductory release of the 11 albums are being offered at a 10 per cent discount. Bill Gallagher, vice-president of marketing for Columbia, said that the new

versions of these best-selling items could help sales for dealers during the summer months. He also said that the firm would put strong promotion behind these albums and would advertise them extensively.

In addition to the original cast set of "South Pacific," the firm is releasing the following "electronically re-channeled for stereo" disks: the original cast album of "Kismet," the original cast album of "Finian's Rainbow," "Percy Faith's Greatest Hits," "Mitch's Greatest Hits," "Marty's (Robbins) Greatest Hits," "Hall of Fame Hits," "Doris Day's Greatest Hits," "Frankie Laine's Greatest Hits," "Miles Ahead" and Dave Brubeck's "Jazz Goes to College."

# Bills Would Kill Loss-Leader Disk Practice, Quality Brands Head Says

GARY, Ind. — Loss leader practices in disk merchandising could be banned under the provisions of two bills pending in Congress, a spokesman for the organization sponsoring the legislation claimed this week.

"The predatory, below-cost sale of records could be ended if this proposal became law," he said, speaking for the Quality Brands Associates of America, a Gary-based national organization of manufacturers which pioneered the bills. "One bill is in the House, the other in the Senate. But, in all essentials, they are identical."

He pointed out that the preamble of the Senate bill, introduced by U. S. Sen. Hubert Humphrey (D., Minn.) condemns

store-traffic baiting, charging that it tends to "destroy competition..."

(Continued on page 37)

# ARMADA-Bound Distributors Back Heilicher

## Record Attendance Seen for Conclave At Miami Beach

NEW YORK — Registration for the forthcoming annual American Record Manufacturers and Distributors Association (ARMADA) convention June 28-30 is running well ahead of last year. Interest in the meet, which will be held at the Fontainebleau Hotel, Miami Beach, has built to a point where Art Talmadge, president of the Association, expects an all-time high in attendance.

The first day of the confab, Thursday (28), will be devoted to registration with Friday (29) being spent on organization business. Legal reports, committee reports, nomination and election of officers and the annual banquet will all be held on this day.

An important topic of discussion at the meet will be the proposed Celler Bill which would impose a penalty of 10 years in prison, \$10,000 fine or both for the shipment between States of records with counterfeit labels. The bill may well have received favorable action from the House of Representatives by convention time.

In addition to the high registration for the convention, the organization also noted that special distributor-manufacturer meetings planned for Sunday (24), also were drawing a heavy attendance-reservation list.

## Dore Gets Edwards Disk

HOLLYWOOD — The Vince Edwards singles on the Russ-Fi label, has been turned over to Dore Sales for national distribution. The disk will remain on Russ-Fi. Edwards is under contract to Decca. The Russ-Fi recording was made prior to his Decca Pact.

# Tough Bill Aimed at Counterfeiters Clears House Judiciary Committee

WASHINGTON — The full House Judiciary Committee has favorably reported out the Celler bill to penalize record counterfeiting when the disks bear false or forged labels. The bill is expected to get favorable and early vote in the House, and could also get Senate passage due to the expected run of the present Congressional session into October and possibly beyond.

Chairman Celler's (D., N. Y.) anti-counterfeiting bill, was reduced by the Willis (D., La.) Copyrights Subcommittee from its original broad coverage, which would also have set up criminal liability for unauthorized recordings (pirating) and would have allowed full damage recovery for songwriter-publisher, under the Copyright law, instead of present limited mechanical royalty. (Billboard Music Week, May 19, June 2.)

## DISKERY EXECS HELP TAKEOVER

NEW YORK — It is understood that a number of key manufacturer members of ARMADA are backing the takeover of the organization by the distributors. These are believed to include Al Bennett of Liberty, Sam Clark of ABC-Paramount, Ewart Abner of VeeJay (first president of ARMADA) and Art Talmadge of United Artists (current head of the association).

## MGM Catalog Plan for June Gives 1-for-10

NEW YORK — the MGM Records "June Sales Plan" allows one album free with every 10 bought from the firm's entire catalog including its new release of 20 albums.

The label has also named June "Hank Williams Month," and is giving a 1-for-10 deal on all Williams' albums, as well as a 100 per cent exchange on current product for any previously included in a February program.

The Williams promotion is being backed with an extensive sales-merchandising program that includes a 19-by-19-inch blow-up of Williams, easel-mounted covers, dealer co-operative consumer ad mats, order sheets and browser cards.

MGM's regular June release is comprised of 11 albums on the parent label, eight on Verve, and one on Choro. Included is the original sound track from "Lolita," and new albums by David Rose and Connie Francis.

Extensive point-of-sale material backs up the entire program.

## Midwesterner Top Favorite as Next Association Head

NEW YORK — Amos Heilicher, the veteran Midwest distributor who is leading the campaign to have distributors take over ARMADA, has received lusty support from all 20 ARMADA members who received his communique a month ago. In addition, about 40 other distributors throughout the U. S. have talked to him pledging their backing in the drive to turn ARMADA into a distrib-led organization.

It is almost a foregone conclusion that if ARMADA becomes a distrib organization at its annual meeting in Miami late this month, that Heilicher will be a shoo-in for president of the new organization.

Heilicher is appealing for full attendance of all distributors at the ARMADA meet. He, and his lieutenants — distributors Bob Chatton of San Francisco, Harry Schwartz of Washington, Harry Aposteleris of New York, Joe Martin of Newark, N. J., among others—have been contacting fellow distributors throughout the country to get them to attend. Not only distributors who handle indie lines are being invited, but also distributors who handle major lines such as Columbia, Victor, etc. (Heilicher is a Columbia distrib in Minneapolis and in Florida.)

Since only ARMADA members can attend the ARMADA convention sessions, the Heilicher group is also pushing distributors not yet members of ARMADA to ante up their \$200 dues prior to going to the Miami convention.

First order of business at the convention, if the distributors take over, is to build a war chest so that ARMADA can hire an executive secretary. The Heilicher group hopes to have a minimum of 100 distributors come through with \$300 each to enable them to hire a strong administrator.

## RCA Victor Gives Big Push to Nero

NEW YORK — RCA Victor is launching an intensive promotional campaign in support of the label's Peter Nero albums beginning June 15. The drive centers on release of the artist's set "For the Nero Minded," and runs through July 15.

Theme of the promotion is "It's Time for Peter Nero," and features dealer window display contest with RCA Victor Gold Record Clocks as prizes. Four-color displays are being made available for retail outlets and Victor field representatives and distributors will judge the contest locally and award clocks for the best display for Nero merchandise.

Tying in with the promotion, Victor will put forward full ads in trade and consumer press. Nero will make a nation-wide tour of disk jockeys and dealers to further the campaign.

# UJA Honors Littleford, Orleck

NEW YORK — More than 300 members of the coin machine and music industry and a host of government and civic leaders gathered last week for the United Jewish Appeal victory dinner and paid tribute to Roger S. Littleford Jr., BMW publisher, and Joseph P. Orleck, publisher of Cash Box, for their humanitarian endeavors. Irving Holzman, chairman of UJA's coin machine division, an-

nounced that close to \$35,000 had been raised in the drive.

A call for freedom and democracy to be supported throughout the world was made by William Cahn, assistant district attorney of Nassau County, and guest speaker. "Israel's fight for democracy must be taken up by freedom loving people throughout the world," he urged.

In accepting his award, Littleford congratulated the coin machine

industry for its charitable works and noted he was accepting "For a group of people at BMW... and two in particular who had helped carry the ball for him, Aaron Sternfield and Dick Wilson."

Orleck said he had seen the UJA group grow for over 20 years and congratulated the coinmen for contributing more this year than ever before. In a personal aside, Orleck then introduced the "very

beautiful girl" at his table who he planned "to marry shortly," drawing a burst of applause from the group.

Among the distinguished guests were: New York Attorney-General Louis J. Lefkowitz, Judge Nathaniel Kaplan, Assemblyman Edward Lentol, Assemblyman Guy J. Mangano, Assemblyman Joseph Corso,

(Continued on page 42)

# Competitors Wage Battle of Wires

HOLLYWOOD — A flurry of telegrams from competitive labels, each asking the recipients to disregard the other's message, served last week to inadvertently call more attention to a singles release than an on-purpose promotional stunt has created in many a moon. Wire Warriors were Ernie Farrel, Reprise Records' national promotion manager, and his counterpart at Liberty Records, Bob Skaff.

Liberty's promotional corps, under Skaff's direction, leveled their ballyhoo guns on behalf of the new Martin Denny single, "Taste of Honey" b/w "The Brighter Side." Reprise, who had issued its Eddie Cano recording of "Taste of Honey" (in addition to Liberty, "Honey" was also covered by the Infinity and Mark labels) harnessed the forces of Western Union to fight back. Reprise's Farrel sent out the following wire over Bob Skaff's signature: "Flip the Martin Denny record. It's the 'Brighter Side' all the way."

Telegrams were sent to disk jockeys and press. When curious recipients called Skaff to find out why Liberty went off the "Honey" side and was laying on the flipside instead, Liberty traced the wire, and found that the book of telegrams sent out over Skaff's signature was to be billed to Reprise Records.

Skaff immediately took to the Western Union lines himself sending out the following: "Please disregard previous wire sent out by one of our competitors to flip Martin Denny 'Taste of Honey.' Would appreciate your all-out effort on this side."

This is not the first time that Skaff and Farrel have locked promotional horns. Both were friendly rivals when they had worked as

disk promotion men in Cleveland. Skaff aided his friendly competitor when he first joined Reprise by turning over to him his disk jockey master list. To sharpen the edge of friendly competition, Farrel had Skaff out to dinner at the very time the Reprise wires were being sent out over Skaff's name.

Farrel himself is no newcomer to the power of the wire. Several years ago while in Cleveland he sent a wire to Khrushchev inviting him to a record hop on behalf of Jubilee's shop. The stunt hit the front pages in Cleveland and, of course, was picked up by the wire services.

## AFM OFFICERS SAY:

### 'National Climate OK For Music & the Arts'

PITTSBURGH—The American Federation of Musicians kicks off its 65th annual convention at Civic Auditorium here June 11-14 with a substantial growth in membership, adequate resources and what officers describe as "an improved national climate conducive to the support of music and the performing arts."

Some 1,200 elected delegates

representing 700 locals and more than a quarter-million members in the U. S., Canada, Puerto Rico and the Virgin Islands will attend.

Herman Kenin, AFM president presiding at his fourth convention is scheduled to give his annual report at the convention's opening session, as is Stanley Ballard, secretary, and George V. Clancy, treasurer.

Congressman Robert N. Giaimo (D., Conn.), guest speaker, will air results of recent House hearings on economic conditions of performing arts and artists.

Representative Giaimo sponsored House Resolution 141 which sparked hearings in New York, San Francisco and Washington by the Select Subcommittee on Education.

Also on the agenda is the election of new officers and members to the international executive board, along with a discussion of problems of recorded versus live music.

Kenin's report notes that the past year brought a welcome end to a schism in musicians' ranks and accomplished the reunification of all professional musicians under the AFM house flag.

Secretary Ballard's report shows a membership gain of 8,444, the 1962 total being 277,403 musicians enrolled in the U. S., its possessions, and Canada. Treasurer Clancy's report shows that for the second successive year the Federation has an excess of income over expenditures. Its net worth was \$4,602,871, March 31, 1962.

## ABC-Paramount Just Can't Stop Loving That Ray

NEW YORK — Executives and sales personnel over at ABC-Paramount are mighty happy these days with the record business. The Ray Charles' single of "I Can't Stop Loving You" was at the 1,300,000 mark last week and still selling at the rate of more than 100,000 per week. His album of "New Sounds in Country and Western Music" had passed the 450,000 figure as of last week, too.

And, just to keep the pot boiling, Brian Hyland's record of "Sealed With a Kiss" is starting to take off. Next singles for Charles will come out of his best selling album. His next album will be a compilation of his successful singles and will be called "Ray Charles' Greatest Hits." The album following that will be called "The Soul of Country and Western Music"—watch.

## Atlantic Inks New Producer; Atco Cats Ready Bilk Single

NEW YORK—A flurry of activity at Atlantic Records this week brought news of a singles production deal, two new singles disks and a change of distributors.

The label signed a special arrangement with Sid Prosen, owner of the Flippin' Records, to produce future dates with singer Tommy Manno. The deal was made following the release of the lad's "That's for Me to Know" disk which was purchased from Prosen.

The Atco wing of the company is set to release "Above the Stars," by Mr. Acker Bilk as a follow-up to his smash, "Stranger on the Shore." The tune is from the MGM flick, "The Wonderful World of the Brothers Grimm." Another sin-

(Continued on page 22)

## LATE SINGLE POP SPOTLIGHT

### SANDY NELSON



ALL NIGHT LONG (Golden State-Songs, BMI) (2:20)—ROMPIN' AND STOMPIN' (Travis, BMI) (1:54)—Two more solid dance rockers from Sandy here. The first is a hard-swinging tune that moves on the power of the boy's drumming. Second side is a minor-like theme that has the same hard-hitting attack and fine tom-tomming from Sandy. Kids will dig this one. Imperial 5860

## INDUSTRY BRIEFS

### Gene Bruck to ASCAP

NEW YORK—Gene Bruck has left his post of program and music director of WBAI-FM here to become co-ordinator of concert and symphonic repertory for ASCAP. Stanley Adams, president of ASCAP, said Bruck's job will be to "stimulate a knowledge and appreciation of our American composers with all organizations in the music field and the general public."

### Freas Becomes Editor

NEW YORK—Ralph Freas has been named audio editor of FM Listener's Guide, monthly consumer FM program and music guide, published by erstwhile TV star, Dave Garraway. Freas is a former associate editor of Billboard Music Week, and has served High Fidelity magazine as audio editor. He is currently assistant publisher of Audio Times, semi-monthly hi-fi trade paper and will continue as writer and advisor on that paper's staff, in addition to his new duties with the Garraway magazine.

### Siegelson Tours for Frank

NEW YORK—Frank Siegelson, Frank Music Affiliates manager, leaves for a European tour to promote Meredith Willson's "Music Man" and other material for the coming year. Siegelson will stop in Frank's London office as well as Munich and Milan. He'll also meet with foreign film companies in Paris, Rome and London. He plans to return to New York July 8.

### Revive Old Melcher Label

HOLLYWOOD — Marty Melcher's Arwin label is being revived. A label which has been inactive for the past six months, is coming to life again under the aegis of Bob Crystal, vice-president of the firm's Daywin and Artists Music firms and the disk label. As is the case with many other labels, the firm is interested in masters. Arwin is located in Beverly Hills, Calif.

### Ham Mil Starts Label

PHILADELPHIA — Ham Mil Trading Corporation, wholesale record distributor here, is starting its own label, to be called Master Classics. Title of the first release is "Country & Western Classics." Featured artist is Ray Whitley. His new LP will contain c.&w. standards like "Blue Tail Fly," "Great Speckled Bird," etc. Ray Whitley has appeared in over 300 Western films, including Roy Rogers and Gene Autry. Label president is Bill Hamilton.

### UA Extends F&T Month a Fortnight

NEW YORK — UA's "Salute to Ferrante and Teicher Month" for May is being extended to June 15. The firm reports that demand for the piano team's 21 albums have exceeded the \$1 million goal with three of the sets, "The Many Moods of Ferrante and Teicher," "Golden Themes From the Motion Pictures" and "Original Motion Picture Hit Themes" passing the 250,000 unit mark. Recording and personal appearance commitments, however, will keep the two artists from participating in the two extra weeks of the campaign. During May, Ferrante and Teicher covered 40 States visiting dealers, jockeys and newspapers in promotion of their albums.

Another album artist, Tito Rodriguez, will record an album while making a two-week p.a. tour in Puerto Rico. Another talent, Gene Pitney, is due for release from an Air National Guard stint in Texas July 6 and will fly directly to New York for a recording date.

### New Post for Cherniavsky

NEW YORK—Leo Cherniavsky has been named co-ordinator of foreign performing rights administration for BMI. Carl Haverlin, BMI president, said Cherniavsky will co-ordinate and supervise operations of the BMI foreign department, which works directly with 22 foreign performance rights groups around the world. Cherniavsky has been with BMI since 1955.

### Decca Dividend 30c

NEW YORK — Directors of Decca Records have declared a regular quarterly dividend of 30 cents a share on the company's capital stock. The dividend is payable June 29 to stockholders of record as of June 18.

### Heilicher Tal-Cap Prexy

MINNEAPOLIS — Amos Heilicher, one of the country's top distributors, was named president of Tal-Cap, Inc., a year-old firm organized to provide working capital to medium-sized firms in this area.

Heilicher was named president (Continued on page 22)

## BILLBOARD MUSIC WEEK

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

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

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

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

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

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

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

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

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

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

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

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

Branch Offices  
Chicago 1, 188 W. Randolph St.  
CEntral 6-9818  
Hollywood 28, 1520 North Gower  
HOLLYWOOD 9-5831  
St. Louis 1, 812 Olive St.  
CHEstnut 1-0443  
Washington 5, 1426 G St., N.W.  
NATIONAL 8-4748  
Cable Address:  
MUSICWEEK NEWYORK

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

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

Copyright 1962 by The Billboard Publishing Company. The company also publishes Venti, the bi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year \$10, and High Fidelity, the magazine for music listeners; one year, \$6. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, O.

Vol. 74 No. 24

**THE ANSWER TO OUR PROBLEM IS RIGHT HERE IN ...**

# BILLBOARD MUSIC WEEK

Mail Sub Order Today

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

1 YEAR \$15     3 YEARS \$35     New     Renew

Payment enclosed     2 EXTRA issues for cash     Bill me later

Above subscription rates are for U. S., Canada and Europe.  
Other overseas rates on request.

704

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

Each Big, Fast-Reading Weekly Issue—brings you all the news—and revealing analyses of all trades in the Music-Entertainment & Coin Machine Operating Industry.

**Subscribe Now!**

# NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES WINNERS OF 1961 ACHIEVEMENT AWARDS



STEREO

COLUMBIA MASTERWORKS

**STRAVINSKY CONDUCTS**  
1960

NEW RECORDINGS OF TWO MASTERPIECES:

**LE SACRE DU PRINTEMPS**

**PETROUSHKA**

WITH THE COLUMBIA SYMPHONY ORCHESTRA

**ALBUM OF THE YEAR—CLASSICAL: STRAVINSKY CONDUCTS, 1960: LE SACRE DU PRINTEMPS; PETROUSHKA—**Igor Stravinsky  
D3L 300/D3S 614\*



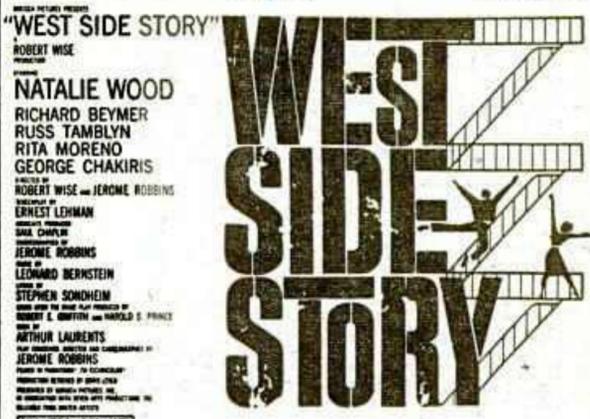
STEREO

COLUMBIA

HIGH FLYING with **L,H&R**

with The Ike Isaacs Trio

**BEST PERFORMANCE BY A VOCAL GROUP: HIGH FLYING—**Lambert, Hendricks and Ross  
CL 1675/CS 8475\*



STEREO

COLUMBIA MASTERWORKS

THE ORIGINAL SOUND TRACK RECORDING

"WEST SIDE STORY"

ROBERT WISE

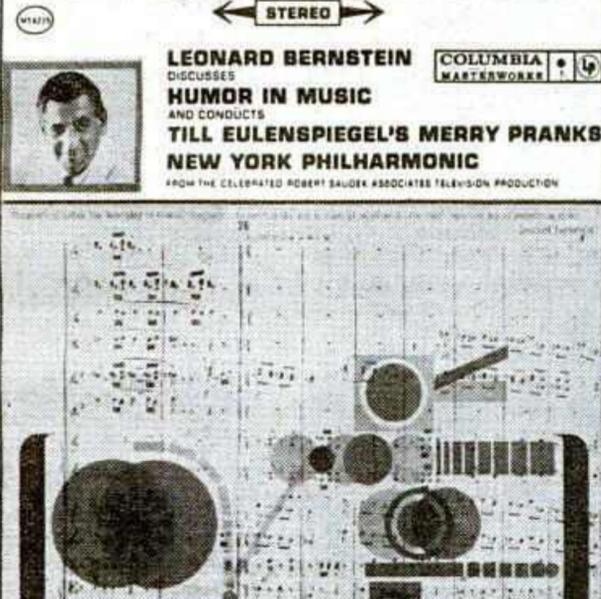
**NATALIE WOOD**  
RICHARD BEYMER  
RUSS TAMBLYN  
RITA MORENO  
GEORGE CHAKIRIS

LIBRETTO BY ROBERT WISE AND JEROME ROBBINS  
MUSIC BY JEROME ROBBINS

STORY BY ARTHUR LAURENTS  
PLAY BY ARTHUR LAURENTS AND ROBERT ALTMAN  
DIRECTED BY ROBERT ALTMAN

**WEST SIDE STORY**

**BEST SOUND TRACK ALBUM OR RECORDING OF ORIGINAL CAST FROM MOTION PICTURE OR TELEVISION: WEST SIDE STORY—**Conductor and Co-Music Director, Johnny Green; Co-Music Directors, Saul Chaplin, Sid Ramin, and Irwin Kostal  
OL 5670/OS 2070\*



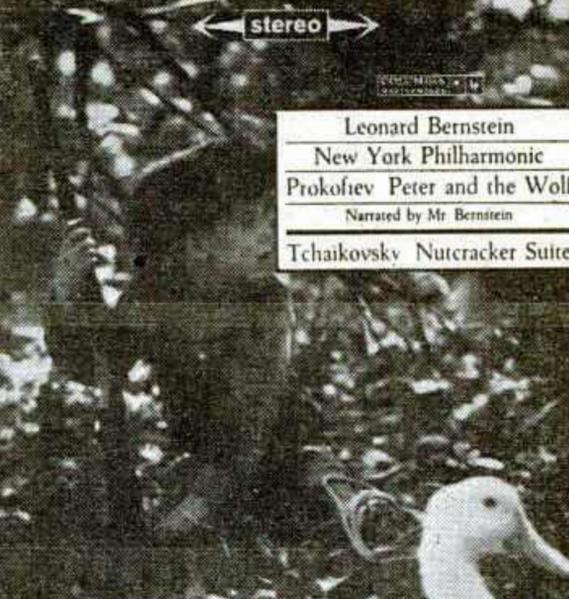
STEREO

COLUMBIA MASTERWORKS

**LEONARD BERNSTEIN**  
DISCUSSES  
**HUMOR IN MUSIC**  
AND CONDUCTS  
**TILL EULENSPIEGEL'S MERRY PRANKS**  
**NEW YORK PHILHARMONIC**

FROM THE CELEBRATED ROBERT SAUDER ASSOCIATES TELEVISION PRODUCTION

**BEST DOCUMENTARY OR SPOKEN WORD RECORDING (other than comedy): HUMOR IN MUSIC—**Leonard Bernstein  
ML 5625/MS 6225\*



STEREO

COLUMBIA MASTERWORKS

Leonard Bernstein  
New York Philharmonic  
Prokofiev Peter and the Wolf  
Narrated by Mr. Bernstein  
Tchaikovsky Nutcracker Suite

**BEST RECORDING FOR CHILDREN: PROKOFIEV: PETER AND THE WOLF—**Leonard Bernstein  
ML 5593/MS 6193\*



STEREO

COLUMBIA MASTERWORKS

**JIMMY DEAN**  
**BIG BAD JOHN**  
AND OTHER FABULOUS SONGS AND TALES

BIG BAD JOHN  
SMOKE, SMOKE, SMOKE THAT CIGARETTE  
I WON'T GO HUNTING WITH YOU JAKE  
(But I'll Go Chasin' Wimmen)  
SIXTEENTONS  
NIGHT TRAIN TO MEMPHIS  
And Others

**BEST COUNTRY AND WESTERN RECORDING: BIG BAD JOHN—**Jimmy Dean  
CL 1735/CS 8535\*†

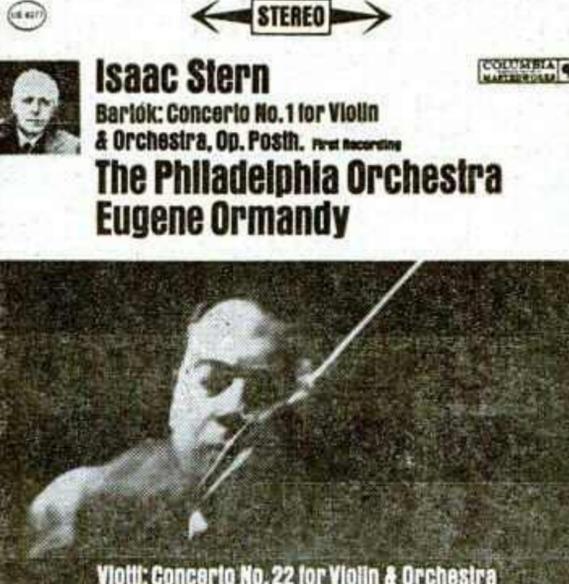


STEREO

COLUMBIA

**MAHALIA JACKSON**  
**EVERYTIME I FEEL THE SPIRIT**

**BEST GOSPEL OR OTHER RELIGIOUS RECORDING: EVERYTIME I FEEL THE SPIRIT—**Mahalia Jackson  
GL 1643/CS 8443\*



STEREO

COLUMBIA MASTERWORKS

**Isaac Stern**  
Bartók: Concerto No. 1 for Violin & Orchestra, Op. Posth. First Recording  
**The Philadelphia Orchestra**  
**Eugene Ormandy**

Violin: Concerto No. 22 for Violin & Orchestra

**BEST CLASSICAL PERFORMANCE—INSTRUMENTAL SOLOIST (With orchestra): BARTÓK: CONCERTO NO. 1 FOR VIOLIN AND ORCHESTRA—**Isaac Stern  
ML 5677/MS 6277\*



STEREO

COLUMBIA MASTERWORKS

**IGOR STRAVINSKY**  
CONDUCTS  
1961

MOVEMENTS FOR PIANO AND ORCHESTRA  
CHARLES ROSEN PIANIST  
THE COLUMBIA SYMPHONY ORCHESTRA

DOUBLE CANON FOR STRING QUARTET  
EPITAPHIUM FOR FLUTE, CLARINET AND HARP  
OCTET FOR WINDS  
L'HISTOIRE DU SOLDAT  
ISRAEL BAKER, SOLO VIOLINIST

**BEST CONTEMPORARY CLASSICAL COMPOSITION: MOVEMENTS FOR PIANO AND ORCHESTRA—**Composer, Igor Stravinsky (Tie)  
ML 5672/MS 6272\*

**A BIG THANK YOU... FROM COLUMBIA RECORDS**

\*Stereo †Award-winning single (4-42175) also available

©COLUMBIA MARGAS REG. PRINTED IN U.S.A.

## WEEKLY MARKET ANALYSIS

• Continued from page 1

Gene Jacques, runs weekly specials on particular album titles, but maintains an overall list price on other items. It's located in a high traffic downtown area, directly across the street from the Emporium.

On the singles front, 'teen-age buying power and concentrated play on radio station KYA seemed to be doing for "The Wah-Watusi," by the Orlons, what it had done for "Gravy," by Dee Dee Sharp. (Chatton Distributing, which handles the Cameo line here, was instrumental in getting the "Gravy" track taken out of an LP for release as a single.) Juke box operators were beginning to buy the new Kitty Lester single, "But Not for Me," on Era.

A sales phenomenon of this city continues to be "Midnight in Moscow," by Kenny Ball. Although the side's sales have subsided in other markets, the British instrumental continues to do well here.

## Pair of Jocks Share Pitt Spotlight

PITTSBURGH—The growing trend toward specific album tie-ins with disk jockeys was a highlight of the record scene here last week. Two local jocks, involved in completely separate fields of music, are getting feature billing on two albums prepared for local release and exploitation.

Porky Chedwick, one of the swingiest r.&b. and pop-styled jocks in the steel capital, will shortly issue a collection of past r.&b. hits, in conjunction with his manager, Tim Torme, on their own Ricky label. Chedwick previously had his name attached to the original "golden gasser" series, put out by Chess, for local consumption. The same album was a big seller in the New York area, tied in with Murray (The K) Kaufman.

Meanwhile, Don Evans, a local polka deejay, will be an integral part of a forthcoming polka hit collection being put out on Jerry Blaine's Dana polka label. This deal was arranged through Blaine's local distribution outlet, Cosnat of Pittsburgh.

Of the records around, sources are talking most excitedly about Bobby Vinton's "Roses Are Red" and the Isley Brothers' "Twist and Shout" as the hottest items of the week, "just as big as Ray Charles" according to one one-stop.

Also of interest on the local scene is the forthcoming marriage on June 24 of TV jockey Clark Race of KDKA.

## Minnny Discount Houses Roll On

MINNEAPOLIS — Discounting continues its slow but steady spread with the opening of several new Target Store outlets by the Dayton Company here recently.

A new Target outlet opened in Roseville (St. Paul) with another due in St. Louis Park (Minneapolis) in July. And at least two other Target outlets are expected to be opened by Dayton shortly. Amos Heilicher's J. L. Marsh Company is handling the Target record department in the Roseville outlet.

Despite the spread in discounting, dealers still selling at list seem to be more than holding their own. Most report business well ahead of the previous year. One distributor described the discounter versus list-price outlets situation as a "standoff." Another noted that although discounting was spreading slowly, it was less severe, and few were cutting their prices below the standard \$2.88 for a monaural \$3.98 album and \$3.56 for a stereo \$4.98 album.

## LP's Pace Brisk Hollywood Action

HOLLYWOOD—Record sales continued to climb in the Los Angeles market, according to a BMW dealer survey. Singles sales held their own, with some dealers reporting that they edged ahead of the high levels reached during previous weeks, but the greatest gains were made on the LP front. Album sales, which were lethargic a month ago, continued to solidify their advances, with much of the credit going to LP's hot in this area. Strongest has been the Ray Charles' "Modern Sounds in Country & Western" (ABC) and Acker Bilk's (Atco) "Stranger on the Shore." A promising potent newcomer on the scene is David Rose's "Stripper," taking off on the heels of the MGM single's No. 1 position sales performance here for the past month.

## New Store Still in Good Health

NEW YORK — Though the glamour of the new Fifth Avenue Korvette had diminished somewhat last week, the record department continued to do a healthy business, sparked by special one-day sales. Dealers in the neighborhood reported that they were being somewhat affected because much of the traffic was hitting the Korvette record department. One store, Schirmer's, located a few blocks up the street, reported that it had picked up some classical trade from serious music customers who were unable to find the depth of classical catalog at the discount store's record department.

The search for new selling methods by distributors, was pointed up again this week by the plans of Morty Klein's Melody Distributors here. Melody, which has specialized in educational and children's lines, has been running educational centers at two department stores—Macy's 34th Street and Alexander's in the Bronx. Melody services the centers with educational records, language disks, children's records and all manner of do-it-yourself LP's (including lines Melody does not carry) and has its own people handle sales. Melody will expand into Macy's Roosevelt Field and White Plains stores in the fall, and will set up an educational center in Alexander's Rego Park outlet

## NEW ON THE TOP LP'S

• Continued from page 1

## STEREO

39. SUMMER FESTIVAL . . . Various Artists, RCA Victor LSC 6097  
 44. BEST OF THE KINGSTON TRIO . . . Capitol ST 1705  
 48. EXPERIMENT IN TERROR . . . Henry Mancini, RCA Victor LSP 2442  
 50. IT'S JUST MY FUNNY WAY OF LAUGHIN' . . . Burl Ives, Decca DL 74279

## Bill Seeks Charter For Symphony Orks

WASHINGTON—A bill to give a national charter to the American Symphony Orchestra League, which represents over a thousand symphony orchestras across the country, has been introduced by Sen. Barry Goldwater (R., Ariz.).

Increased interest in symphonic classical music on FM mono and stereo radio programs and in stereo recordings makes the League's help to orchestras, leaders and musicians increasingly vital. Senator Goldwater told the Senate that the League not only aids the orchestras, but issues financial and statistical reports, acts as talent pool, and as teacher and promoter of symphonic music in America.

Both the American Society of Composers, Authors & Publishers and Broadcast Music, Inc., work closely with the League and present its findings to their members. The government itself has already selected the League to develop the work and organization of the President's Music Committee of the People-to-People program. The League has recently been given a tract of Virginia acres a few miles outside of Washington for headquarters by Mrs. Jouett Shouse, head of the President's Music Committee.

## Liberty in Drive On Two New LP's

HOLLYWOOD—Liberty Records is throwing a special discount and delayed-billing program behind two LP's to be issued next week: its original sound-track album of the Bing Crosby-Bob Hope-Dorothy Lamour "Road to Hong Kong" film and Si Zentner's "The Stripper and Other Big Band Hits" package.

Program, in effect from June 15 to July 30, allows dealers 15 per cent discount, payment delay until September 10, and a 100 per cent exchange with product to be taken back after November 1. Special promotional tie-ins have been affected between the label and United Artists, "Hong Kong" film distributors, plus point-of-sale created for dealer use on behalf of both packages.

as well. It has made other department stores interested in starting centers.

Melody recently added two kid lines: One is the Colpix Composer's Series, now retailing at \$1.98; the other is the Window of Knowledge line, being released by the Book of Knowledge. The distrib is also taking on the Everest label for New York.

## Sinatra Buys Station—Now What?

SALT LAKE CITY—Record distributors in this city are wondering what effect the sale of radio station KNAK will have on promotion of the more rocking pop records. KNAK is being bought by a corporation headed by Frank Sinatra. The deal is awaiting sanction by the FCC.

The radio station is one of the two key outlets for the more swinging sounds in this area. The other is KMUR. Most of the rest of the top broadcasters here program the soft "good music" sounds, and the trade is concerned about what a change of ownership might do their exposure patterns.

Disk sales have been holding pretty firm with most of the national leaders taking first-rate coin. The Elvis Presley EP with "Follow That Dream" as top title is selling strong (as if it were a single, reports said.) Ray Charles, Connie Francis, Bobby Vinton's "Roses Are Red," Sam Cooke, and Freddy Cannon are other leaders. "Adventures in Rome" is a top LP. One new disk getting sudden attention is "Baby Don't Pout," by Norris Wilson on Monument.

## Wallichs Sold On Trade-In Sales

HOLLYWOOD—Clyde Wallichs' Music City Stores (three locations) will stage an LP trade-in sale during July, allowing a \$1 for used albums toward the purchase of new merchandise. A dollar in trade will be given on all albums, regardless of label, original price or condition, with the only restriction that the amount of the purchase be no less than \$1.95. Customers will be allowed to trade in their old LP's for new ones, or be allowed the dollar trade in on merchandise other than disks, such as needles, accessories, or any other items handled by the store.

Music City tested the trade-in device recently as a one-day special, and found it most rewarding. It plugged the one-day event on its radio shows during a weekend, and held the sale on a Sunday. Volume for that day shot up appreciably. Store traffic was considerably increased. Fact that this paid off so well is prompting Music City to go all out on a month-long program based on trade-ins.

Disks taken in trade will in turn serve as the basis of another traffic builder. Music City periodically stages a sale of its demonstration LP's, selling them off at 98 cents per copy. It was able to move out the bulk of its trade-in LP's during one of its used record sales. Plans call for it to similarly rid itself of

## Turn on Current To Find Miss D. C.

WASHINGTON — Summer is really a comin' in when Ben Strouse's WWDC announces its 21st annual search for Miss Washington, who will also be a candidate in the Miss America contest. First preliminary judging is scheduled for July 6 at the National Press Club, and increased seating facilities are to be provided this year for reasons which will probably become apparent July 6.

Talent counts 50 per cent in the contest. Beauty of face and figure count 25 per cent each—a long way from the days when the beauty contestant needed only a well-filled bathing suit. Prizes include a \$1,000 scholarship, to be awarded by the Pepsi-Cola Bottling Company; a European tour for two by BOAC, a complete wardrobe by the Hecht Company here, and a \$500 award from the Philco Company.

Contest director for WWDC is Norman Reed, who performs this labor of love every broiling hot Washington summer; Joel Margolis is producer and talent coach, and Fred Woodston is music director and accompanist to the young hopefuls.

the traded-in stock. A special used LP sale will be staged at the Music City downtown store in an effort to build traffic in that store by attracting the area's office workers to come in for a look-see at the bargains, and thereby become better acquainted with the newest store in the Music City chain.

The trade-in device is not new among disk dealers, and has been used successfully in other areas. A notable example of this was staged by New York City's Record Hunter little more than a year ago where the trade-in sale ran for several weeks, allowing a dollar in trade for LP's in fairly good condition, and 50 cents for well-worn albums.

## Songwriters Roofing Hard For New Bill

WASHINGTON — Songwriters and publishers will be roofing for passage of two bills on capital gains tax now in the House Ways and Means Committee. One is the recent Celler (D., N. Y.) bill to cut the capital gains tax rate from 25 per cent to 12½ per cent. The other, tying in nicely, is an earlier bill to make the capital gains rate apply to copyright transfers.

The bill to give capital gains tax treatment to copyright transfers was introduced by Rep. John Lindsay (R., N. Y.) in January of this year. Internal Revenue service has already ruled that proceeds from transfer or exclusive licensing of a copyright would be treated as capital gains rather than as rents or royalties in reporting income. The Lindsay amendment to the Internal Revenue Code would establish that a copyright has the status of a capital asset and insure transfers the capital gains rate.

If the Celler bill became law, the 25 per cent rate would be halved, providing the author or songwriter a good tax break if he sells his rights to a creative work. Lindsay, when introducing his bill, told Congress the capital gains rate is accorded the patent holder, and the law should not discriminate against the copyright holder.

## LIBERTY SHOPS CUTS PRICES ACROSS BOARD

NEW YORK—One of the staunchest holders of the price line in the record retail fraternity, Liberty Music Shops here, last week announced an across-the-board cut on all records of 33½ per cent.

Ben Kaye, president of the five-store chain, explained the move in a succinct statement. Said Kaye: "Record prices are too high and we decided to lower them."

Noting the long tradition of service provided by Liberty, Kaye continued, "This is not a record sale. We are simply creating new, regular prices on records. There will be no special days on which records may be bought at the low prices. These prices will prevail for the records of all manufacturers in all categories in all our stores every hour, every day."

The reductions, for example, will bring the cheapest record sold up to now at Liberty for \$1.98 to \$1.49, and the price of records formerly priced at \$6.98 to \$4.69.

# The Big 3

*Has Five Big Chart Hits!*



## WHERE ARE YOU

Recorded by DINAH WASHINGTON

on ROULETTE 4424

## THEME FROM DR. KILDARE

(THREE STARS WILL SHINE TONIGHT)

Recorded by RICHARD CHAMBERLAIN

on M-G-M 13075



## THE GREEN LEAVES OF SUMMER

Recorded by KENNY BALL and HIS JAZZMEN

on KAPP 460

## LISA

Recorded by FERRANTE and TEICHER

on UNITED ARTISTS 470



## NEVER IN A MILLION YEARS

Recorded by LINDA SCOTT

on CONGRESS 103



ROBBINS · FEIST · MILLER  
and Subsidiaries

# 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

### Male Vocalists

Album 7 by Rick (Imp)	30
Always You (Col)	133
Paul Anka Sings His Big 15 (ABC)	34
Belafonte at Carnegie Hall (RCA)	45
Big Bad John (Col)	143
Chubby Checker/Bobby Rydell (Cameo)	116
<b>NAT KING COLE SINGS/GEORGE SHEARING PLAYS (CAP)</b>	<b>(30) 43</b>
Crying (Monu)	37
Danny Boy & Other Songs I Love to Sing (Col)	108
<b>BOBBY DARIN SINGS RAY CHARLES (ATCO)</b>	<b>96</b>
<b>DINO-ITALIAN LOVE SONGS (CAP)</b>	<b>88</b>
Do the Twist (Atl)	26
Doin' The Twist at the Peppermint Lounge (Rou)	15
<b>DON'T KNOCK THE TWIST (PARK)</b>	<b>132</b>
For Teen Twisters Only (Park)	36
For Twisters Only (Park)	27
Heavenly (Col)	64
Hell Bent for Leather (Col)	145
<b>HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT (CAP)</b>	<b>110</b>
<b>HEY! BABY &amp; 11 OTHER SONGS ABOUT YOUR BABY (SMASH)</b>	<b>150</b>
Buddy Holly Story (Cor)	94
<b>HONKY-TONK MAN (COL)</b>	<b>149</b>
Hymns (Cap)	39
I Remember Tommy (Rep)	86
<b>IT'S JUST MY FUNNY WAY OF LAUGHIN' (DEC)</b>	<b>(50) 78</b>
Johnny's Greatest Hits (Col)	77
Jump Up Calypso (RCA)	(43) 28
Let's Twist Again (Park)	67
Linger Awhile With Vic Damone (Cap)	142
Live It Up (Col)	57
<b>GEORGE MAHARIS SINGS! (EPIC)</b>	<b>103</b>
<b>THE MIDNIGHT SPECIAL (RCA)</b>	<b>(22) 21</b>
<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC (ABC)</b>	<b>(3) 2</b>
<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES (COL)</b>	<b>(14) 31</b>
<b>POINT OF NO RETURN (CAP)</b>	<b>(35) 66</b>
Portrait of Johnny (Col)	138
Runaround Sue (Laurie)	75
Sinatra and Strings (Rep)	(36) 20
<b>TOUCH OF VELVET (RCA)</b>	<b>134</b>
Twist (Park)	19
Twist With Bobby Darin (Atco)	122
<b>TWISTIN' ROUND THE WORLD (PARK)</b>	<b>85</b>
Versatile Burl Ives (Dec)	60
Andy Williams' Best (Cad)	141
Young, Alive & in Love (RCA)	120
Your Twist Party (Park)	6

### Female Vocalists

Joan Baez, Vol. I (Van)	74
Joan Baez, Vol. II (Van)	24
Patsy Cline Showcase (Dec)	121
Connie's Greatest Hits (MGM)	55
Do the Twist (MGM)	58
Ella in Hollywood (Ver)	111
Judy at Carnegie Hall (Cap)	(20) 14
<b>LOVE LETTERS (ERA)</b>	<b>125</b>
Gloria Lynne at Basin Street East (Ever)	95
Never on Sunday (MGM)	115
Roaring 20's (WB)	105
Sincerely Brenda Lee (Dec)	72

### Duos and Groups

<b>BABY IT'S YOU (SCEP)</b>	<b>106</b>
<b>BEST OF THE KINGSTON TRIO (CAP)</b>	<b>(44) 124</b>
Campus Encore (Cap)	56
College Concert (Cap)	(10) 8
Encore of Golden Hits (Merc)	80
Kingston Trio (Cap)	81
Kingston Trio Close Up (Cap)	79
Mighty Day on Campus (Kapp)	68
<b>ONCE UPON A TIME (CAP)</b>	<b>112</b>
<b>PETER, PAUL AND MARY (WB)</b>	<b>22</b>
Sing Out! (RCA)	(49) 25
A Song for Young Love (Cap)	(38) 16
Standing Room Only (UA)	147
<b>THROUGH CHILDREN'S EYES (RCA)</b>	<b>(40)</b>
Twist With the Ventures (Dolt)	70
<b>THE VENTURES' TWIST PARTY, VOL. II (DOLT)</b>	<b>62</b>

### Choruses

<b>FAMILY SING ALONG WITH MITCH (COL)</b>	<b>118</b>
Happy Times Sing Along With Mitch (Col)	123
Rhythm Sing Along With Mitch (Col)	44
Sentimental Sing Along With Mitch (Col)	135
Sing Along With Mitch (Col)	146
Your Request Sing Along With Mitch (Col)	131

### Mixed Voices

Oldies But Goodies, Vol. I (OS)	87
Oldies But Goodies, Vol. III (OS)	144
<b>OLDIES BUT GOODIES, VOL. IV (OS)</b>	<b>136</b>

## CLASSICAL & SEMI-CLASSICAL LP's

Title (Label) Top LP Rank (Stereo) Mono

<b>THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. (COL)</b>	<b>(26) 92</b>
My Favorite Chopin (RCA)	127
<b>SUMMER FESTIVAL (RCA)</b>	<b>(39) 128</b>

## INSTRUMENTAL LP's

### Mood and Dance

<b>AFRIKAAN BEAT AND OTHER FAVORITES (DEC)</b>	<b>98</b>
<b>AMERICAN WALTZES (LON)</b>	<b>(32)</b>
<b>BEYOND THE REEF (DEC)</b>	<b>90</b>
<b>CHAPEL BY THE SEA (DOT)</b>	<b>(29) 104</b>
<b>FLOYD CRAMER GETS ORGANIZED (RCA)</b>	<b>129</b>
<b>DOWN HOME (RCA)</b>	<b>(47) 126</b>
Drums Are My Beat (Imp)	49
Golden Piano Hits (UA)	102
Let There Be Drums (Imp)	(33) 47
Maria (Kapp)	(13) 71
Moon River (Dot)	(6) 18
New Piano in Town (RCA)	114
Persuasive Percussion, Vol. I (Com)	(18)
Roman Guitar (Com)	(34)
<b>'S CONTINENTAL (COL)</b>	<b>(21) 40</b>
So Much in Love (Col)	(46) 35
Stereo 35/MM (Com)	(4)
Stereo 35/MM, Vol. II (Com)	(31)
<b>STRANGER ON THE SHORE (ATCO)</b>	<b>(5) 12</b>
Tonight (UA)	(11) 33
<b>"TUFF" SAX (HI)</b>	<b>69</b>
<b>TWISTIN' 'N' TWANGIN' (RCA)</b>	<b>97</b>
Roger Williams' Greatest Hits (Kapp)	107
Yellow Bird (Dot)	(37) 59
Young and Warm and Wonderful (RCA)	(41)
<b>YOUNG WORLD (DOT)</b>	<b>(25) 52</b>

### Jazz

<b>BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE)</b>	<b>93</b>
<b>COUNTDOWN TIME IN OUTER SPACE (COL)</b>	<b>140</b>
Horn A-Plenty (RCA)	113
<b>MIDNIGHT IN MOSCOW (KAPP)</b>	<b>(42) 29</b>
Midnight Special (B-N)	89
Time Further Out (Col)	(24) 41
Time Out (Col)	(15) 7
What'd I Say (Atl)	48
<b>NANCY WILSON/CANNONBALL ADDERLEY (CAP)</b>	<b>65</b>

## SHOW MUSIC

### Original Cast

<b>ALL AMERICAN (COL)</b>	<b>76</b>
Camelot (Col)	(7) 11
Carnival (MGM)	46
How to Succeed in Business Without Really Trying (RCA)	38
Milk and Honey (RCA)	13
Music Man (Cap)	42
My Fair Lady (Col)	23
<b>NO STRINGS (CAP)</b>	<b>(9) 9</b>
Sound of Music (Col)	(12) 10
South Pacific (Col)	84
Subways Are for Sleeping (Col)	148
West Side Story (Col)	(23) 5

### Sound Track

Blue Hawaii (RCA)	(8) 4
Exodus (RCA)	100
Flower Drum Song (Dec)	(28) 73
G.I. Blues (RCA)	82
Hey Let's Twist (Rou)	91
King and I (Cap)	83
King of Kings (MGM)	99
Never on Sunday (UA)	119
Oklahoma! (Cap)	(19)
<b>ROME ADVENTURE (WB)</b>	<b>137</b>
South Pacific (RCA)	(17) 63
<b>STATE FAIR (DOT)</b>	<b>(16) 17</b>
West Side Story (Col)	(1) 1

### Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA)	(2) 3
<b>EXPERIMENT IN TERROR (RCA)</b>	<b>(48) 109</b>
<b>GOLDEN THEMES FROM MOTION PICTURES (UA)</b>	<b>130</b>
Great Motion Picture Themes (UA)	54
<b>GREAT THEMES FROM HIT FILMS (COM)</b>	<b>(27)</b>
<b>ORIGINAL MOTION PICTURE HIT THEMES (UA)</b>	<b>50</b>
West Side Story (UA)	(45) 53

## COMEDY LP's

The Astronaut (Kapp)	139
The Bickersons (Col)	117
Knocker's Up (Jub)	32
Mama Mabley at Geneva Conference (Chess)	61
Mike Nichols & Elaine May Examine Doctors (Mera)	51
Rusty Warren Bounces Back (Jub)	101

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

# Sees CBS Label Swinging In W. Europe by 1963

Continued from page 4

product would only be a small part of the European CBS label's total business.

CBS has been releasing in Britain since early this year with Philips handling the label. EMI is releasing the Epic product in Great Britain. Philips in Europe will continue to issue the American Columbia product for a time after CBS labels are set up in Western Europe.

### On Home Front

Turning to the American scene, Lieberman came up with strong views on the astronomical bidding for Broadway original cast musicals. Pointing out that Columbia had not had a smash hit original cast album this past season, he said he felt that some companies were "trying to succeed in getting original cast albums without really succeeding." He said that the costs of original cast albums were excessive these days, talking specifically about the fat royalty that some competitors were paying producers for original cast sets. This royalty, he said, used to be 10 per cent, now it is up to 17 and 18 per cent. At that figure, Lieberman said, it is extremely difficult to make money with an original cast set unless it sells in the hundreds of thousands. He said that record companies were going to have to stand firm against these kinds of producer demands.

The Columbia president said that Columbia, now moving back strongly in the singles field, between both Columbia and its subsidiary label Epic, would continue to release rock and roll records as well as pop singles. He said that though rock and roll would not take the companies whole singles effort, it was an important part of the business for now and the near future.

Lieberman also touched on Columbia's recent surge in the classical field, attributing it to the acceptance of Columbia's classical artists among serious music fans. Noting the long standing sales of the Philadelphia Orchestra and the Mormon Choir, he pointed out the growing sales in this field by Isaac Stern, Leonard Bernstein, Glenn Gould—plus the value of Vladimir Horowitz, now on the firm's roster. He said that Horowitz's first album for the label had been recorded and would soon be released.

Lieberman added that his feeling about record sales for Columbia and for the industry was bullish. He said that the discount record departments like Korvette's would,

as time goes by, deepen and widen their stock, carrying more of the catalog type item. He thought that many of the discount record shops would eventually sell most items at a closer to list than now, with deeply slashed prices reserved for specials to get customers into the stores.

Going All the Way!

"ARE YOU HAPPY NOW?"  
— THE RAYS  
Parri #1004

**SOUNDS POWERFUL**

**PERRI RECORDS, INC.**  
527 MADISON AVE., N. Y. C. PL 2-8030

DESTINED FOR THE CHARTS!  
NEW POP RELEASES

"MY SAD HEART"  
b/w "IF YOU LOVE ME"  
**WILLIE MAYS**  
Duke #350  
"MARKHAM"

b/w "TWISTIN' SHADOWS"  
Peacock #1912  
**THE SHADOWS FIVE**  
**DUKE AND PEACOCK RECORDS, INC.**  
2809 ERASTUS STREET, HOUSTON 26, TEXAS  
ORCHARD 3-2611

Broke Wide Open  
N. Y., New Jersey, Penna., Fla.

"IF I SHOULD LOSE YOU"  
**DREAMLOVERS**  
End #1114

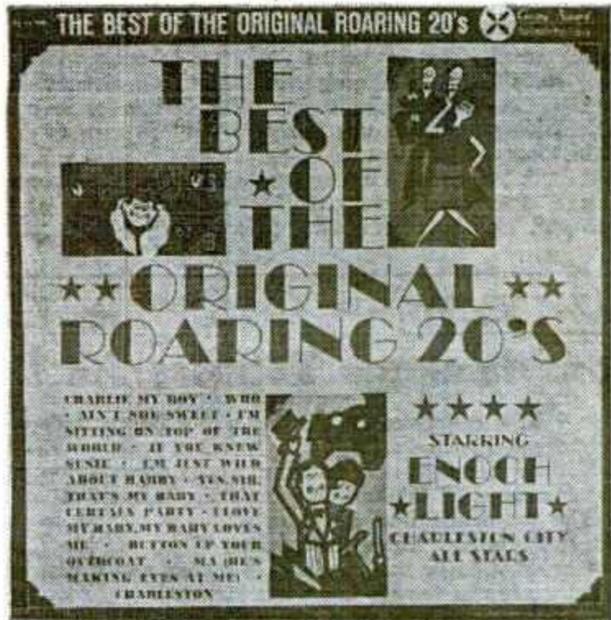
**Gone Recording Corp.**  
1650 Broadway, New York, N. Y.

A Sure Winner!  
**BEST WISHES, GOOD LUCK, GOODBYE**  
**THE DEL-SATINS**  
Laurie #3132  
**LAURIE RECORDS**  
1755 Broadway, N. Y. C.

**BRIAN HYLAND**  
**SEALED WITH A KISS**  
ABC 10336

**ABC-PARAMOUNT**  
FULL COLOR FIDELITY

# from Grand Award TWO GREAT NEW ALBUMS with a fabulous success story!



Selections from *The Best of the Original Roaring 20's* include: CHARLESTON • YES, SIR, THAT'S MY BABY • CHARLIE MY BOY • WHO • AIN'T SHE SWEET • I'M SITTING ON TOP OF THE WORLD • IF YOU KNEW SUSIE • I'M JUST WILD ABOUT HARRY • THAT CERTAIN PARTY • I LOVE MY BABY, MY BABY LOVES ME • BUTTON UP YOUR OVERCOAT • MA (HE'S MAKING EYES AT ME)

## 1 THE BEST OF THE ORIGINAL ROARING 20's

## 2 THE BEST OF KNUCKLES O'TOOLE

Hit the jackpot with Grand Award! From two Grand Award all time national best selling series, *The Original Roaring 20's* and *Knuckles O'Toole*, America's #1 Honky Tonk Piano Man, come two new albums. Selected by Enoch Light, *The Best of the Original Roaring 20's* and *The Best of Knuckles O'Toole* contain the best songs and best performances from these tremendously successful album series. Here's real slam bang sales potential.



Selections from *The Best of Knuckles O'Toole* include: I'M LOOKING OVER A FOUR LEAF CLOVER • OLD PIANO ROLL BLUES • GEE, BUT IT'S GREAT TO MEET A FRIEND FROM YOUR HOME TOWN • I WANT A GIRL • GIVE MY REGARDS TO BROADWAY • RAGTIME RAZZMATAZZ • THE BAND PLAYED ON • IN THE GOOD OLD SUMMERTIME • BEER BARREL POLKA • SMILE, DARN YA, SMILE • BYE BYE BLACKBIRD • WALKIN' MY BABY BACK HOME • PUT ON YOUR OLD GREY BONNET • KITTEN ON THE KEYS • THERE IS A TAVERN IN THE TOWN.



### ENOCH LIGHT DELIVERS ANOTHER WINNER In Prepack Display to Ring Up Sales plus SPECIAL OFFER

Special Introductory Offer! Reduced prices on the Albums, Free Goods for you! Each album is prepacked in its own self-contained, printed display carton. Each prepack contains 12 Stereo and 10 Mono records, ready to set up on your counter and pull in the sales. Get these prepacks and get FREE GOODS. The biggest promotion in Grand Award's history — the hottest promotion of the year.

**FREE GOODS and PREPACKS. Get in on it today!**



**SENSATIONAL PRICE DEAL**  
CALL YOUR DISTRIBUTOR SALESMAN FOR COMPLETE INFORMATION ON THIS RECORD BREAKING OFFER

ATTENTION  
RADIO PROGRAM DIRECTORS  
**SPECIAL OFFER**  
FOR RADIO STATIONS  
MAIL FREE COUPON TODAY!

MAIL FREE COUPON TODAY!

*Grand Award* RECORD CO., INC. Dept. BB-616  
1501 Broadway, New York 36, N. Y.

Please send me complete information about SPECIAL OFFER on COMMAND and GRAND AWARD. Mono and Stereo Records for Radio Stations.

NAME .....  
RADIO STATION .....  
ADDRESS .....  
CITY ..... ZONE..... STATE.....



This One  
2GA7-H7B-BBCD  
Copyrighted material

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JUNE 16

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	5
2	2	STRANGER ON THE SHORE	By Bilk-Mellin—Published by Mellin (BMI)	10
3	6	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	4
4	5	THE MAN WHO SHOT LIBERTY VALANCE	By Bacharach-David—Published by Famous (ASCAP)	4
5	4	LOVERS WHO WANDER	By DeMucco-Maresca—Published by Disal (ASCAP)	6
6	11	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	4
7	9	SECOND HAND LOVE	By Hunter-Spector—Published by Merna (BMI)	4
8	7	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobete (BMI)	6
9	3	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	11
10	12	PLAYBOY	By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI)	3
11	17	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	3
12	14	DON'T PLAY THAT SONG	By Nugent—Published by Progressive (BMI)	4
13	8	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	13
14	27	CINDY'S BIRTHDAY	By Winn-Hooven—Published by Maravilla, BMI	2
15	24	THAT'S OLD FASHIONED	By Giant-Baum-Kaye—Published by Aberbach, BMI	2
16	22	FOLLOW THAT DREAM	By Weisman and Wise—Published by Gladys (ASCAP)	3
17	13	EVERYBODY LOVES ME BUT YOU	By R. Self—Published by Champion (BMI)	8
18	—	AL DI LA'	By Mogol-Donida—Published by Witmark (ASCAP)	1
19	—	SNAP YOUR FINGERS	By Grady Martin-Alex Zinetis—Published by Cigma (BMI)	1
20	16	OLD RIVERS	By Crofford—Published by Gio-Mac-Metric (BMI)	8
21	10	CONSCIENCE	By Mann-Well—Published by Aldon (BMI)	7
22	—	SHARING YOU	By Goffin-King—Published by Aldon (BMI)	1
23	—	A STEEL GUITAR AND A GLASS OF WINE	By Paul Anka—Published by Spanka (BMI)	1
24	21	SO THIS IS LOVE	By Steven Howard—Published by Pattern (ASCAP)	3
25	15	SHE CRIED	By G. Richards-T. Daryll—Published by Trio (BMI)	10
26	30	VILLAGE OF LOVE	By Devora Brown—Published by Trianon, BMI	2
27	20	I SOLD MY HEART TO THE JUNKMAN	By Leon Rene-Otis Rene—Published by Mills (ASCAP)	6
28	28	TEACH ME TONIGHT	By Cahn-DePaul—Published by Hib-Leeds (ASCAP)	3
29	25	TWISTIN' MATILDA	Published by General-Pickwick (ASCAP)	6
30	—	ANY DAY NOW	By Bacharach-Hilliard—Published by Plan Two (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.
- IT KEEPS RIGHT ON A-HURTIN'**—Johnny Tillotson, Cadence 1418.
- THE MAN WHO SHOT LIBERTY VALANCE**—Gene Pitney, Musicor 1020; Fairmont Singers, Dot 16340; Ray Garnett, Operators 2014.
- LOVERS WHO WANDER**—Dion, Laurie 3123.
- PALISADES PARK**—Freddy Cannon, Swan 4106; Timmy Reynolds, Operators 2014.
- SECOND-HAND LOVE**—Connie Francis, MGM 13074.
- THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.
- SOLDIER BOY**—Shirelles, Scepter 1228.
- PLAYBOY**—Marvelettes, Tamla 54060.
- THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
- DON'T PLAY THAT SONG**—Bea E. King, Atco 6222.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- CINDY'S BIRTHDAY**—Johnny Crawford, Del F1 4178.
- THAT'S OLD FASHIONED**—Everly Brothers, Warner Bros. 5273.
- FOLLOW THAT DREAM**—Elvis Presley, RCA Victor EPA 4368.
- EVERYBODY LOVES ME BUT YOU**—Brenda Lee, Decca 31379.
- AL DI LA'**—Ray Anthony, Capitol 4742; Maria Candido, Decca 31291; Tony Dallara, Vesuvius 1024; Janice Harper, Capitol 4578; Al Hirt, RCA Victor 8016; Gino Paoli, Warner Bros. 5205; Fausto Papetti, London 10502; Emilio Pericoli, Warner Bros. 5259; Joe Reno & Ork, Epic 9510; Luciano Tajoli, Bravo 4510; Jerry Vale, Columbia 42027; Carmen Villani, Chancellor 1114.
- SNAP YOUR FINGERS**—Joe Henderson, Todd 1072.
- OLD RIVERS**—Walter Brennan, Liberty 55436.
- CONSCIENCE**—James Darren, Colpix 630.
- SHARING YOU**—Bobby Vee, Liberty 55451.
- A STEEL GUITAR AND A GLASS OF WINE**—Paul Anka, RCA Victor 8030.
- SO THIS IS LOVE**—Castells, Era 3073.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Daryll, Utopia 1003.
- VILLAGE OF LOVE**—Nathaniel Mayer, Fortune-United Artists 449.
- I SOLD MY HEART TO THE JUNKMAN**—Blue-Bells Newtown 500; Silhouettes, Ace 608.
- TEACH ME TONIGHT**—George Maharis, Epic 9504.
- TWISTIN' MATILDA**—Jimmy Soul, Spor 3300.
- ANY DAY NOW**—Chuck Jackson, Wand 122.

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

## Just Like Old Times as Gigi Room Opens—First New Nitery in Years

By STEVE SCHICKEL

CHICAGO—Chicago had a major night club opening Wednesday (6)—the first since the days of the old Chez Paree and the Morrison Hotel's Terrace Casino.

The opening was the Gigi Club at the Sahara Motel, located on North Mannheim Road, in suburban Schiller Park, just south of O'Hare International Airport.

First-night at the \$11,000,000 hotel was a gala Hollywood style affair. Many movie and television celebrities—including George Jessel, Zsa Zsa Gabor, Kathy Nolan and Sandra Dee—were on hand.

In an era when night clubs in Chicago are on the wane and live entertainment has dwindled in many spots to just a piano player, the Gigi Club faces a challenge.

Headlining the show was Bobby Darin. George Kirby was the comic on the bill. The Frank York orchestra (18 men strong) backed the Atco star. The show left nothing to

be desired, except, perhaps, a few microphone and lighting improvements.

The Sahara Motel is a posh, elegant and dazzling structure. It houses several other rooms featuring entertainment. In the Sultan's Table dining room Frank York and his violin virtuosos (11 of them) stroll between the tables. In the Celebrity Lounge, Joy and her Boys handle the entertainment. The motel also has a large swimming pool and a coffee shop that doles out coffee in gold-plated cups.

Mannheim Road, according to reliable sources, will soon become another Las Vegas-type Strip. The O'Hare Inn, a few miles north, is soon to open with a name policy show and already has inked Zsa Zsa Gabor for its opening. Rumor has it that some of the other motels along the Strip will soon add name floor shows to compete with the Sahara. It looks as if Chicago is spawning a night club revival.

## JAZZ REVIEW

### Jazz Package Touches All Bases

Jazz collectors are in for a big bonus with the release of the new Artia-Parliament de luxe jazz package. The set, which is titled "The World's Greatest Music Series—Pop Jazz," contains some of that music form's greatest artists on 10 LP's. The list reads like a Who's Who in American Jazz, with Erroll Garner, Miles Davis, Stan Getz, Horace Silver, Chris Connor, Charlie Parker, Sarah Vaughan and Count Basie being only a few of the top-flight acts included.

The collection, drawn from the catalog of Roulette Records, includes old and new sides. Some of the older ones, originally issued on Roost singles and LP's (Roost is a Roulette subsid), are near-perfect representations of a number of modern jazz greats in their precedent breaking, pioneer jazz styles. "Hershey Bar," by Stan Getz, "Bud's Bubble," by Bud Powell, "Goin' to Chicago," by Lambert, Hendricks and Ross with Joe Williams, Erroll Garner's "Pastel" and "Trio," Charlie Parker and Miles Davis on "Craziology" and Harry Belafonte's first recording, "Lean on Me," with an outstanding Brew Moore tenor sax chorus, all should be in the collection of any modern jazz fan worth his salt.

Good helpings of more recent material by Sarah Vaughan, Dinah Washington, the Basie band, Duke Ellington and Louis Armstrong, Maynard Ferguson and Chris Connor also add much luster to the set.

The 10-album package comes handsomely boxed with knowledgeable notes by Dom Cerulli. It is an exceptional buy at \$12.95 mono and \$14.95 stereo. The set will also be made available in two five-record packages for \$5.95 apiece.

Jack Maher

## NEWS REVIEW

### Jazz-Longhair Marriage Hits Rocks

WASHINGTON — The International Jazz Festival's attempts to make a marriage between jazz and the classics, the cools and the long-hairs, during the four-day festival here last week, failed to come off.

Everybody tried, and there were some fine performances, but fiasco was brewing from the opening day when the Washington police kept sidewalk spectators from joining the Great New Orleans Eureka Brass Band. The band had to wend its way down Pennsylvania Avenue without the traditional "second line" joining in behind.

In spite of a thunderous ovation for Washington's native son, Duke Ellington, the send-off program of "Symphonic Jazz" with the Duke and segments of the National Symphony Orchestra sagged badly. Critics and customers agreed that the free-wheeling romp of jazz and the symmetry and architecture of symphonic music got about as far as the irresistible force and the immovable object.

A strictly jazz concert on a Friday night (1), featuring Lionel Hampton's band, Cannonball Adderly's quintet, Dinah Washington and Sonny Rollins, among others, was pronounced just fine by those who crowded in close enough to hear the music as well as the

bouncing echoes in the 7,500-seat Washington Coliseum.

#### Puzzled Reception

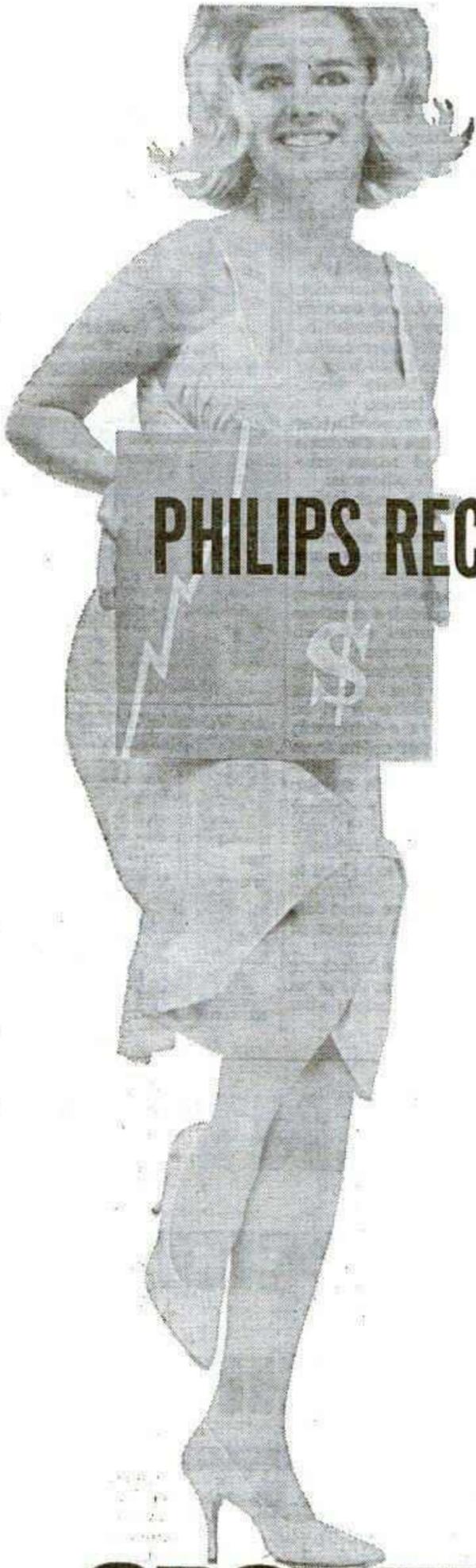
Other attempts to make a true love match between jazz and ballet, jazz with liturgical church service, met puzzled reception. A gospel program on the final day of the festival was interesting because it revealed origins of present rock 'n' roll beat and mannerisms, but it was held to be a non-jazz offering by the cool ones.

A final glittering afternoon concert featured Gloria Lynne, the Duke, Dave Brubeck's Quartet and the George Shearing Sextet, among others, was warmly received, but nothing earth-shakingly new or different was added to the already fine stature of American jazz.

The whole program had the benefit of strong promotion by TV, radio and the local press. Gunther Schuller was musical director. The Duke himself was labeled musical host for the occasion and received the key to the city from D. C. commissioners.

The festival ended in the red. Costs were reportedly around \$100,000, and recovery fell about \$25,000 short. Nevertheless, planners say they will work toward having another Jazz festival next year.

Mildred Hall



PRESENTING  
**PHILIPS RECORDS GROWTH-PROFIT PROGRAM**

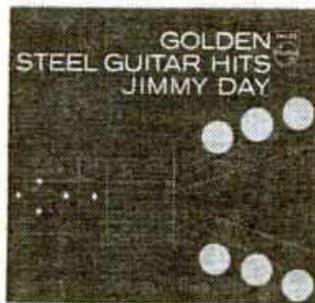
**JUNE 1ST-JULY 15TH**

**INTRODUCING AN ARRAY OF STAR-STUDED LP'S**

Powerful product is the key to Philips Records GROWTH to date and now even greater GROWTH is indicated through the sales appeal of these new releases. From the great New Ruth Brown LP to the New unique swinging band style of Tony Martell... you get a strong and varied product... a hard hitting merchandising program... increased consumer acceptance... plus a great pricing for PROFIT policy! Philips Records great "GROWTH-PROFIT" program... the program that means big PROFITS for you! For details contact your Philips Records representative.



Along Comes Ruth—Ruth Brown  
 PHS 600-028/PHM 200-028



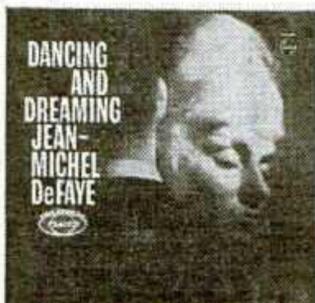
Golden Steel Guitar Hits—Jimmy Day  
 PHS 600-016/PHM 200-016



Tony Martell & His New Orch. Play For You  
 PHS 600-021/PHM 200-021



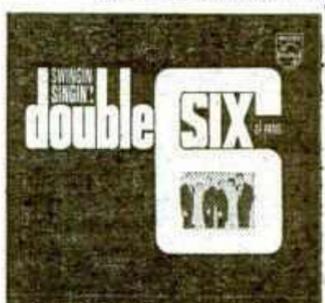
Jazz At the Metropole—Sol Yaged  
 PHS 600-022/PHM 200-022



Dancing & Dreaming—Jean Michel Defave  
 PHS 600-023/PHM 200-023



Country Guitar—The Cotton Pickers  
 PHS 600-025/PHM 200-025



Swingin' Singin'—Les Double Six of Paris  
 PHS 600-026/PHM 200-026



T.V. Thriller Themes—Johnny Gregory & Orch.  
 PHS 600-027/PHM 200-027



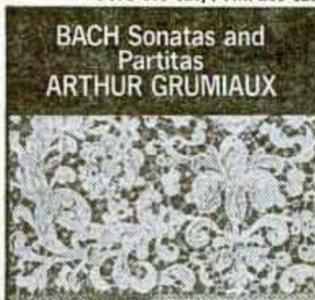
Le Voyage En Ballon—Andre Girard Orch.  
 PHS 600-029/PHM 200-029



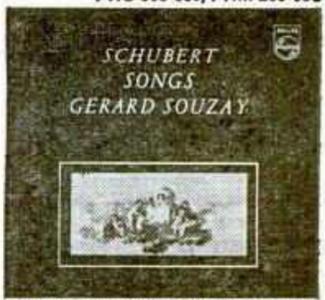
Dancin' The Golden Twenties—Various Artists  
 PHS 600-030/PHM 200-030



The Most Beautiful German Children's Songs  
 PHS 600-031/PHM 200-031



Bach Sonatas & Partitas—Arthur Grumiaux  
 PHS 2-900/PHM 2-500



Gerard Souzay Sings Schubert Lieder  
 PHS 900-007/PHM 500-007

**GROWTH  
 & PROFIT  
 GROWTH  
 & PROFIT**

**PHILIPS RECORDS**  
 35 E. WACKER DRIVE • CHICAGO 1, ILLINOIS

One World of Music  On One Great Label!

# Would Change Distribs' Role, Cut Jobber Prices

• Continued from page 4

normally between 8 and 10 per cent, according to manufacturers.

The plan consideration by record companies is understood to have originated privately with the National Association of Record Merchandisers, trade organization of the rack-jobbers. The NARM contract committee has long contended that present procedures do not leave sufficient room for the rackers to make a satisfactory profit considering both the volume of business now done through racks (estimated at 25 per cent of all disks sold), and the squeeze which the rise of giant discount houses has put on rack-jobbers as on all retailers.

While NARM officials could not be reached for comment on the proposals, initial evaluation of the plan indicates that it is designed as a compromise that would improve the position of the rack-jobber, earning him full recognition as a wholesaler and yet not cutting out the distributor—as many in the trade feared was a real possibility. One disk executive pointed to the resolution at NARM's mid-year meeting in 1961 not to bypass distributors, and to continuing recent NARM statements stressing their desire for peaceful co-existence with distribs as paving the way for the current proposals. It is also understood that in putting forth the plan, NARM officials told some manufacturers that they have neither the desire nor the ability to replace the distributor in exercising such functions

as promoting records, servicing disk jockeys, etc.

The rackers, in specifically proposing to order through distributors, seem to be attempting finally to end all distrib fears that they are seeking a direct-order deal with manufacturers. Obviously, they also are seeking a new permanent balance of forces involving recognition and acknowledgement of their role as that of a wholesaler or sub-distributor, and not as a form of retailer.

Inasmuch as the deal also would mean a reduction in distributor take from rack jobber sales, the rackers' diplomatic approach seems to imply their hope that distributors will accept this, though it may hurt, as a realistic profit for substantially reduced services they would be called upon to render under the suggested new buying procedures.

The wider profit margin which the rack-jobbers would obtain from

## Convention Panel Set

BALTIMORE—Guest panelists for the Maryland-District of Columbia Broadcasters' Association convention, June 21-23 in Ocean City, Md., will include: Marshall Hawks, Emery Advertising Corporation; George S. Wallace Jr., Mangels, Herold Company; Clayton R. Sanders, Peoples Drug Stores; Nella C. Manes, Kal, Ehrlich and Merrick, Inc. Robert B. Jones, president of the association, said that all business sessions will be kept on an informal basis.

the plan would be derived not only from distributors but from manufacturers (see accompanying box for details). But before the proposals will be accepted, manufacturers can be expected to study them carefully to determine what the ultimate effects are likely to be, and whether the changes are a requisite for the maintenance of a truly healthy rack jobbing industry.

## Sound Out Distribs

Manufacturers also are certain to sound out distributors on whether the reduction in their profits from rack-jobber orders is likely to be agreeable in return for elimination of the costs and problems deriving from functions now performed by distributors on rack-jobber orders, but which would be taken over by manufacturers, including book-keeping, credit and freight.

The full 10-point proposal under discussion, in addition to the items covering prices and return privileges, contains such others as:

- Provision for a rack-jobber advertising budget raised in collaboration with record manufacturers, and based on some such yardstick as percentage of gross business done by each rack-jobber;
- Regularly scheduled meetings between manufacturers and each rack-jobber under contract;
- Mutually satisfactory credit extension policy that stipulates whether the rack-jobber is to be billed directly or by the distributor;
- Drop-shipment of orders from the manufacturer to the local distributor through pre-paid freight;
- Direct 60 to 90-day advance notice by the manufacturer to each rack-jobber of proposed cut-outs;
- Accurate records to be kept to enable manufacturers, distributors and rack-jobbers to have exact data on sizes of orders and number of returns;
- Adjustments of manufacturer prices to rack-jobbers in the event list prices undergo changes after contracts are set, and

• Direct notification by manufacturers to rack-jobbers of price, credit and freight allowance policies.

## DISTRIBUTORS RACK JOBBERS ONE STOPS RETAILERS DISCOUNT OPERATORS

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quantity of factory new records (not used), 33 1/2's, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

SEND FOR FREE CATALOG OF ALL MERCHANDISE AVAILABLE  
**HAM-MIL TRADING CORP.**  
1520 N. Broad St., Philadelphia 21, Pa.  
Phone: POpler 3-0585

Mills  
**HIT REMINDERS**

**DUKES OF DIXIELAND TOO BAD**  
b/w  
**WHAT'S THE TIME?**  
Hit Single on Columbia Records

MILLS MUSIC, INC.  
1619 Broadway New York 19

Spreading Out Across the Country

**WINE WINE WINE**  
**THE NIGHTCAPS**  
VANDAN #7491  
Nat'l Distr. thru  
**JAY-GEE RECORD CO., INC.**  
318 W. 48th St., N. Y. 36

HEADED FOR HITSVILLE!  
**CHARLIE RICH**  
**EASY MONEY**  
b/w **MIDNITE BLUES**

Phillips Int. #3576  
639 Madison Memphis, Tenn.

A GEM!  
**Bobby Lord**  
**THE PRECIOUS JEWEL**  
HICKORY 1169

AUDIO FIDELITY RECORDS  
LIMITED TIME OFFER!  
VOLUME 2  
**DUKES OF DIXIELAND**  
BONUS PRE-PAK

# YOU'RE MISSING PLENTY...

IF YOU'RE NOT FULLY STOCKED WITH THESE SURE-FIRE HITS!

NOW IN THE TOP 10!

**"THE ONE WHO REALLY LOVES YOU"**  
MARY WELLS  
Motown #1024

and

**"PLAYBOY"**  
MARVELETTES  
Tamla 54060

ON THE CHARTS, AND GOING ALL THE WAY!

**"I'LL TRY SOMETHING NEW"**  
THE MIRACLES  
Tamla 54059

... and headed for the top of the charts!

**"YOUR HEART BELONGS TO ME"**  
THE SUPREMES  
Motown #1027

**"I CALL IT PRETTY MUSIC"**  
LITTLE STEVIE WONDER  
Tamla #54061

**TAMLA/MOTOWN RECORDS**  
2648 W. Grand Blvd. Detroit 8, Mich

BUSTIN' OUT ALL OVER! **"DREAM COME TRUE"**  
By THE TEMPTATIONS Gordy #7001

THE SMASH FOLLOW-UP SINGLE TO  
"STRANGER ON THE SHORE"

MR. ACKER BILK

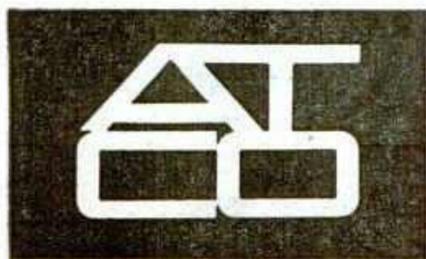
ABOVE

THE

STARS

ATCO 6230

From the MGM-Cinerama Picture "The Wonderful World of the Brothers Grimm"



ATCO  
RECORDS

1841 BROADWAY, NEW YORK 23, N.Y.

Mr. Acker Bilk Is Under Contract  
To Atco Records; All His Record-  
ings Are Exclusively Available In  
The United States On Atco Records  
Only.

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



**AUSTRALIA**  
(Courtesy Music Maker, Sydney)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	I'VE BEEN EVERYWHERE	Lucky Starr (Festival)—Belinda
2	—	HAVE YOU EVER BEEN TO KINGS CROSS?	Frankie Davidson (W. & G.)—Womera
3	2	MOON RIVER	Henry Mancini (RCA)—Chappell
4	4	DEAR ONE	Larry Finnegan (London)—Alberts
5	7	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
6	5	DREAM BABY	Roy Orbison (London)—Acuff-Rose
7	9	TODAY'S TEARDROPS	Col Joye (Festival)—Belinda
8	11	WONDERFUL LAND	The Shadows (Columbia)—Alberts
9	3	SI SENOR	Rob E. G. (Festival)—Leeds
10	—	LOVER PLEASE	Clyde McPhatter (Mercury)—No Publisher
11	—	CATERINA	Perry Como (RCA)—Southern Music
12	6	WIMOWEH	Karl Denver (Decca)
13	8	NUT ROCKER	B. Bumble and the Stingers (Festival)—Castle Music
14	10	LOVE LETTERS	Ketty Lester (London)—Chappell
15	12	HANDSOME GUY	Dick Lory (Liberty)—Castle

**ARGENTINA**  
(Courtesy Escalera a la Fama)

This Week	Last Week	Title	Artist
1	4	MIDNIGHT IN MOSCOW	Stirlin Brandy (Tonodisc); Macke Macs (Victor)—Tyler Melody-Novel
2	2	NATA PER ME	Adriano Celentano (Microfon); Los Santos (Music Hall); Tony Vilar (Columbia)—E.A.R.—Fortissimo
3	1	POPOTITOS	Los Teen Tops (Columbia)—Edami
4	3	LA BALADA DALLA TROMBA	Gastone Parigi (Microfon); Los Cinco Latinos (Columbia)—Titanus-Fermata
5	7	MULTIPLICATION	Bobby Darin (Atco); Los Salvajes (Columbia)—Adaris Music-Fermata
6	—	EL POETA LLORO	Cauby Peixoto (Victor)—Korn
7	5	COME SETTEMBER	Billy Vaughn (Dot); Jose Carl (Columbia)—Adaris Music-Fermata
8	6	LET'S TWIST AGAIN	Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalm Music-Fermata
9	10	BAMBINA BAMBINA	Tony Dallara (Columbia); Luis Aguile (Odeon)—E.A.R.—Fortissimo
10	9	DEL TIEMPO I MAMA	Los Chalchaleros (Victor)—Korn

**BRITAIN**  
(Courtesy New Musical Express, London)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
2	2	COME OUTSIDE	Mike Sarne (Parlophone)—R.S.A. Music
3	3	I'M LOOKING OUT THE WINDOW	Cliff Richard (Columbia)—Chappell
4	11	PICTURE OF YOU	Joe Brown (Piccadilly)—Michael Reine
5	9	GINNY COME LATELY	Brian Hyland (HMV)—Spanka Music
6	4	NUT ROCKER	B. Bumble (Top Rank)—Ardmore & Beechwood
7	5	AS YOU LIKE IT	Adam Faith (Parlophone)—Downbeat Music
8	7	I DON'T KNOW WHY	Eden Kane (Decca)—Francis, Day & Hunter
9	6	LAST NIGHT WAS MADE FOR LOVE	Billy Fury (Decca)—Good Music
10	13	DO YOU WANT TO DANCE	Cliff Richard (Columbia)—Sherwin
11	8	LOVE LETTERS	Ketty Lester (London)—Chappell
12	12	STRANGER ON THE SHORE	Acker Bilk (Columbia)—Sherwin
13	14	THE GREEN LEAVES OF SUMMER	Kenny Ball (Pye)—Robbins
14	17	LONELY CITY	John Leyton (HMV)—Most Music
15	10	WONDERFUL LAND	Shadows (Columbia)—Francis, Day & Hunter
16	23	DEEP IN THE HEART OF TEXAS	Duane Eddy (RCA)—Southern
17	—	JUST A LITTLE LOVE	Karl Denver (Decca)—Chappell/Biem

This Week	Last Week	Title	Artist
18	19	HEY LITTLE GIRL	Del Shannon (London)—Vicki
19	21	SPEAK TO ME PRETTY	Brenda Lee (Brunswick)—Macmelodies
20	22	UNSQUARE DANCE	Dave Brubeck (CBS)—Derry Music
21	—	AIN'T THAT FUNNY	Jimmy Justice (Pye)—Essex Music
22	14	WONDERFUL WORLD OF THE YOUNG	Danny Williams (HMV)—Leeds Music
23	18	LOVER PLEASE	Vernons Girls (Decca)—Ivan Mogul
24	—	DR. KILDARE THEME	Richard Chamberlain (MGM)—Robbins
24	27	GINNY COME LATELY	Steve Perry (Decca)—Spanka Music
26	—	HOW CAN I MEET HER	Everly Brothers (Warner Bros.)—Aldon
27	—	SHARING YOU	Bobby Vee (Liberty)—Aldon
28	16	WHEN MY LITTLE GIRL IS SMILING	Jimmy Justice (Pye)—Aldon
28	25	JEZEBEL	Marty Wilde (Phillips)—Campbell-Connelly
30	—	FAR AWAY	Shirley Bassey (Columbia)—Apollo Music

**DENMARK**  
(Courtesy Quann Musikbureau, Copenhagen)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	WALK ON BY	Cliffert (Phillips); Grethe Sonck (Sonet)—Winckler
2	9	ZWEI KLEINE ITALIENER	Conny (Electrola)—Winckler
3	3	SCHWARZE ROSE ROSEMARIE	Peter Kraus (Polydor)—Winckler
4	5	THE YOUNG ONES	Cliff Richard (Columbia)—Da Capo
5	2	LA NOVIA	Paul Bundgard (Polyphon)—Multitone
6	8	ELISABETH SERENADE	Raquel Rastenni (Sonet)—Imudio
7	—	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
8	—	CHARLIE	Anita Lindblom (Fontana)—Mork
9	7	DEN MORKE LANDEVEJ	Gustav Winckler (Tono)—Winckler
10	10	HAWAII TATTOO	The Waikiki's (Palette)—Winckler

**EIRE**  
(Courtesy Dublin Evening Mail)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
2	2	I'M LOOKING OUT THE WINDOW	Cliff Richard (Columbia)—Chappell
3	4	HEY LITTLE GIRL	Del Shannon (London)—Vicki
4	3	DREAM BABY	Roy Orbison (London)—Acuff-Rose
5	—	NUT ROCKER	B. Bumble/Singers (Top Rank)—Ardmore
6	7	KATIE DALY	Eamonn O'Shea (Glenside)—Walton's
7	9	LAST NIGHT WAS MADE FOR LOVE	Billy Fury (Decca)—Good
8	6	AS YOU LIKE IT	Adam Faith (Parlophone)—Downbeat
9	5	WHEN MY LITTLE GIRL IS SMILING	Jimmy Justice (Pye)—Aldon
10	8	LOVE LETTERS	Ketty Lester (London)—Chappell

**FINLAND**  
(Courtesy Itta-Sanam, Helsinki)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	TIPI-TII	Marion Rung (Phillips)—Scandia
2	2	HAPPY JOSE	Jack Ross (London)—Scandia
3	10	ZWEI KLEINE ITALIENER	Conny (Columbia)—Fazer
4	6	CHING CHING	Jack Collier (Sonet)—Scandia
5	4	HAUSKA JOSE	Brita Koivunen (Scandia)—Scandia
6	5	SABINA	Veikko Tuomi (Odeon)—Levysavel
7	14	THE YOUNG ONES	Cliff Richard (Columbia)—Levysavel
8	—	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
9	18	PEPPERMINT TWIST	Joey Dee (Roulette)—Fazer
10	—	ALA LAHDE POIS	Don't Leave Me—Fila Pienimaki (Rytmi)—X-Savel

**FRANCE**

This Week	Last Week	Title	Artist
1	1	RETIENS LA NUTTI/GOT A WOMAN	Johnny Hallyday (Phillips)
2	3	CLAIR DE LUNE A MAUBEUGE	Pierre Perrin (Ricordi); Fernand Raynaud (Phillips); Bourvil (Pathe)—Caravelle
3	2	LE CON DE TWIST	Richard Anthony (Columbia); Caterina Valente (Decca)—Caravelle
4	4	ALLELUIA	Charles Aznavour (Barclay)—French Music
5	6	PETIT GONZALES	Dalida (Barclay); Danyel Gerard (Polydor)—Caravelle
6	5	ET MAINTENANT	Gilbert Becaud (Columbia)—Breton
7	7	CHICO CHA CHA/LA BAMBA	Los Machucambos (Decca)
8	8	LE MEXICAIN	Marcel Amont (Polydor)
9	9	LE LION EST MORT CE SOIR	Henri Salvador (Salvador-Phillips)
10	10	LES BOURGEOIS	Jacques Brel (Phillips)

**GERMANY**  
(Courtesy Automaten-Markt)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	HEISSER SAND	Mina (Polydor)—Gerig
2	2	ICH SCHAU DEN WEISSEN WOLKEN NACH	Nana Mouskouri (Fontana)—Schaeffers; Einmal Weht Der Sudwind Wieder—Nana Mouskouri (Fontana)—Schaeffers
3	6	AUF WIEDERSEHEN MARLENE	Bob Moore (London)—Acuff-Rose
4	3	ZWEI KLEINE ITALIENER	Conny (Columbia)—Intro
5	4	ALO-AHE/UND DAS WEITE MEER	Freddy (Polydor)—Espionage
6	9	SCHAU MIR NOCHMAL IN DIE AUGEN/SCHLAFST DU SCHON?	Gerhard Wendland (Phillips)—Melodie der Welt
7	7	SILVER MOON	Peter Kraus (Polydor)—Gerig
8	5	EINE ROSE AUS SANTA MONICA	Carmela Corren (Ariola)—Francis, Day & Hunter
9	8	NO BIER, NO WEIN, NO SCHNAPS	Gus Backus (Polydor)—Toneleiter
10	10	GELD WIE HEU	Gerd Botcher (Decca)—Budde
11	13	NAPOLI MELODY	Bert Weedon (Electrola)—Francis, Day & Hunter
12	12	BLAUES BOOT DER SEHNSUCHT//GOLDEN GLANZT DAS MEER	Blue Diamonds (Fontana)—Aberbach/Capriccio
13	11	HAPPY JOSE	Jack Ross (London)—Intro
14	14	HAWAII TATTOO	The Waikiki's (Telefunken)—Trumpf
15	15	LASS DIE LIEBE AUS DEM SPIEL/EIN BISSCHEN MUT	Anita Lindblom (Fontana)—Budde/Melodie der Welt
16	16	THE PEPPERMINT TWIST	Caterina und Silvio (Decca)—Marbot
17	17	NO MORE	(La Paloma)/Sentimental Me—Elvis Presley (RCA)
18	18	GRINGO GUITAR	The Gringos (London)—Melodie der Welt
19	19	LET'S TWIST AGAIN	Chubby Checker (Ariola); Chubby Checker (Columbia)—Aberbach
20	20	NORMAN	Dany Mann (Electrola); Sue Thompson (Funckler)—R. M. Siegel

**HOLLAND**  
(Courtesy Platennieuws, Amersfoort)

*\*Denotes local origin*

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

**HONG KONG**

This Week	Last Week	Title	Artist
1	1	QUANDO, QUANDO, QUANDO	Pat Boone (Dot)
2	2	PLEASE DON'T ASK ABOUT BARBARA	Bobby Vee (Liberty)
3	8	KING OF CLOWNS	Nell Sedaka (RCA)
4	3	INSTANT MASHED	The Ventures (Dot)
5	4	NEE NEE, WO WO—Rebecca Pan	(Diamond)
6	9	SHARING YOU	Bobby Vee (Liberty)
7	—	LET'S TWIST AGAIN	King Curtis Combo (RCA)
8	6	SPANISH HARLEM	Santo and Johnny (CA)
9	—	YOU DON'T KNOW ME	Patti Page (Mercury)
10	—	COUNT EVERY STAR	Linda Scott (CA)

**INDIA**  
(Courtesy The Voice, Calcutta)

This Month	Title	Artist
1	DON'T BREAK THE HEART THAT LOVES YOU	Connie Francis (MGM)
2	LONE RIDER	John Leyton (HMV)
3	DREAM BABY	Roy Orbison (London)
4	LONESOME FELLA	The Shadows (Columbia)
5	TEACH ME TO TWIST	Chubby Checker, Bobby Rydell (London)
6	I'LL SEE YOU IN MY DREAMS	Pat Boone (London)
7	DREAM EYES	Johnny Tillotson (London)
8	MIDNIGHT IN MOSCOW	Kenny Ball (Columbia)
9	MY BOOMERANG WON'T COME BACK	Charlie Drake (Parlophone)
10	SHE'S GOT YOU	Alma Cogan (Columbia)

**ISRAEL**  
(Courtesy Kol Israel Broadcasting)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	3	WONDERFUL LAND	The Shadows (Columbia)—Hunter
2	2	LOVE LAND	Paul Anka (Arton)—ABC-Paramount BMI
3	1	TELL ME WHAT HE SAID	Helen Shapiro (Columbia)—Andmore-Beechwood Mecolico BIEM-NCB
4	4	CRYING IN THE RAIN	Everly Brothers (Warner Bros.)—Aldon Music
5	—	DREAM BABY	Roy Orbison (London)—Acuff-Rose
6	7	BRAZILIAN LOVE SONG	Nat King Cole (Capitol)
7	—	TOWN WITHOUT PITY	Gene Pitney (Musicor)—United Artists
8	9	LOVER COME BACK	Doris Day (Phillips)—California Music
9	—	GOOD LUCK CHARM	Elvis Presley (RCA)—Gladys Music
10	—	HEY! LITTLE GIRL	Del Shannon (London)—Vicki Music

**ITALY**  
(Courtesy Musica e Dischi, Milan)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	MOLIENDO CAFE	Mina (Italdisc); Digno Garcia (Palette)
2	2	LA PALOMA	Elvis Presley (RCA)—Aberbach
3	6	ST. TROPEZ TWIST	Peppino Di Capri (Carisch)
4	3	LIKE I DO	Nancy Sinatra (Reprise)—Ricordi
5	4	LET'S TWIST AGAIN	Peppino Di Capri (Carisch); Chubby Checker (GC)
6	5	MOON RIVER	Nico Fidenco (RCA); Michelino (Primary)—Ricordi
7	9	LA RAGAZZA COL MAGLIONE	Pino Donaggio (Columbia)
8	7	QUANDO, QUANDO, QUANDO	Tony Renis (VdP); Pat Boone (London)—Ricordi
9	8	WHEELS	Billy Vaughn (London)—Bridge
10	11	MIDNIGHT IN MOSCOW	Kenny Ball (Pye)—Aromando
11	12	CIAO AMORE	Adriano Celentano (Caramba)
12	—	CREOLA	Joe Damiano (Chancellor)
13	—	L'AMOUR ET LA GUERRE	Charles Aznavour (Barclay)
14	10	LUNA CAPRESE	Connie Francis (MGM)
15	—	UN FILO	Armando Romeo Ricordi

**JAPAN**  
(Courtesy UTAMATIC, Tokyo)

*\*Denotes local origin*

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

**MEXICO**  
(Courtesy Audiomusica, Mexico)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	3	EL GRAN TOMAS	Norman and Susy La Coqueta (Run-around Sue)—Mayte (RCA)—Brambila
2	1	EL LOCO	Javier Solis (Columbia)—Pham
3	2	MARIA LA BANDIDA	J. A. Jimenez (RCA)—Emmi
4	4	EDI, EDI	Steady Eddy)—Angelica Maria (Musart)—Emmi
5	5	MUNEQUITA	Roly Poly)—Enrique Guzman (Columbia)—Emmi
6	—	TRIANGULO	Los 3 Reyes (RCA)—Grever
7	9	VAGAR ENTRE SOMBRAS	Alvaro Zermeno (Orfeon)—Emmi
8	—	TUDO LO QUE SE	Sonora Santanera (Columbia)—Emmi
9	8	FLORIDA TWIST	Bill Haley (Orfeon)—Pham
10	—	TE NECESITO (lo cerco te)	Enrique Guzman (Columbia)—Reimsa

**NORWAY**  
(Courtesy Verdens Gang)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
2	3	ALLE SA NER SOM A INGEBJORG	Nora Brockstedt (Karusell)—Musikk-Huset A/S
3	2	ZWEI KLEINE ITALIENER	Conny Froboess (Columbia)—Sweden Music
4	6	I'M LOOKING OUT THE WINDOW	Cliff Richard (Columbia)
5	4	SANT AR LIVET (You Can Have Her)	Anita Lindblom (Fontana)—Sweden Music, Ivan Mogull, Ltd.
6	5	DREAM BABY	Roy Orbison (London)
7	7	LET'S TWIST AGAIN	Chubby Checker (Columbia)—Stockholm Musik-Produktion
8	8	THE YOUNG ONES	Cliff Richard (Columbia)—Musikk-Huset A/S
9	9	WONDERFUL LAND	The Shadows (Columbia)—Norsk Musikforlag
10	—	SPEAK TO ME PRETTY	Brenda Lee (London)—Bens Music A/B

**PERU**  
(Courtesy La Prensa, Lima)

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	NORMA	Gustavo (Hit) Moreno (Sono Radio)
2	2	TOWN WITHOUT PITY	Gene Pitney (United Artists)
3	4	MUNECO DE TRAPO	Hector Cabrera (Kubanay)
4	5	DALE	Dale Manolo Munoz (Musari)
5</			

# Reds Offer West Music Deal

**EAST BERLIN** — Communist East Germany is offering to increase its importance of Western music is granted trade credits by West Germany in the amount of \$250 million.

East Germany is seeking the credits primarily for the purchase of coal, food, and machinery from West Germany, but the Communists are attempting to sweeten the deal in such a manner as to win support from all sectors of German business.

East and West Germany do normal trade amounting to \$250 million annually both ways. In addition to this normal trade, the

## TOURING ROCCA HEADS FOR U.S.A.

**NEW YORK** — Hector Rocca, BMW's correspondent, Peru, leaves Lima June 16 for a trip to the United States. He will be in this city July 1 to 5.

East Germans are seeking an additional \$250 million in credits.

No hard figures are yet available, but East German trade emissaries have mentioned the importation of Eastern music in terms of "more music than you have sold the entire Socialist (Communist) bloc in the last five years."

Moreover, East German representatives have agreed to remove restrictions on the playing of Western music in East Germany and, in fact, to encourage it.

"It would be a very profitable arrangement for our American friends," an East German trade official asserted. "Music knows no national boundaries, and American composers and authors are greatly admired in the German Democratic Republic (Communist East Germany) as well as in all the other Socialist (Communist) lands."

U. S. cultural officials confirm that American songwriters enjoy great favor in East Germany, despite the East Berlin regime's unabating flow of virulent anti-American propaganda.

GEMA, the West German rights organization, has confirmed indirectly that U. S. composers would profit from increased East German exposure of American music.

GEMA disclosed in its annual report that the East Germans have been kicking in royalties to the

West German copyright society for music controlled by GEMA which is played in East Germany.

In 1958 the East Berlin regime slashed the allowable percentage of Western music to 40 per cent of any given program, and with the heating up of the Berlin tension the allowance has been dropped to 25 per cent.

## BRITAIN

### Swan & Wand on EMI's Stateside

By **DON WEDGE**  
News Editor, New Musical Express

EMI Records has completed arrangements for disks from Swan and Wand to be issued on its new Stateside label which was being launched Friday (15). Both were issued here previously on Top Rank. Initial releases included Freddie Cannon's "Palisades Park" (Swan) and Chuck Jackson's "Any Day Now" (Wand). Due for Stateside release next week is a master from Diamond—"Our Favourite Melody" by Gary Chriss.

The label is concentrating on masters acquired from U. S. industries. Behind it is EMI's desire to establish a mark known for U. S. disks—as is British Decca's London line. The Stateside logo has the initial letter transposed as S. Britain is the proving ground, but the label will be introduced by many if not all EMI's overseas branches. Deals with U. S. indies will not necessarily be world-wide in scope. In Britain, EMI is particularly strong in local talent. The aim is now to strengthen the U. S. repertoire.

#### Local Disk Scene

Last week's British chart was notable in that 21 out of the 30 disks listed were made in London. The majority were American compositions. In the complete chart, EMI (with 11) and Decca (10) were both down on their normal share. The surprise was Pye's seven entries, the group's best yet and an instance of its growing power. Philips had two, one of them (Dave Brubeck's "Unsquare Dance") being the first CBS chart entry.

#### Union Move

The Musicians' Union introduced a new tactic in its pay dispute with West End theater managers. Members were instructed not to record, broadcast or otherwise play music from current shows. A strike had been called for June 9, but the dispute was settled and neither ban nor strike became operative. Theater musicians are now on a \$53 weekly minimum.

Tony Meehan is leaving his a.&r. post with Decca this month to become recording chief of Shadrich, the independent production firm being set up by Cliff Richard, the Shadows, Hill & Range and associates.

#### Visitors

Nelson Riddle, here for a 10-day tour originally, will stay into July and cut LP's for EMI with Shirley Bassey and Danny Williams. Both get U. S. release on United Artists. . . . Wesley Rose arrived with John D. Loudermilk and Roy Orbison, all three being hosted by Chappell's Publishing. A Continental tour was planned, but Loudermilk, owing to a death in his family, had to return after two days in London.

Monument's Frank Foster, with the party, was due for talks with Decca about contract renewal; his



—Nahit, nem is tudom, hogy a foglalt jelzés ilyen nagy sláger lesz!  
Cskas nem rossz

THE ABOVE CARTOON ran recently in a Hungarian periodical. It pictures a befuddled comrade trying to hear his favorite song over the recently established Budapest Telephone Exchange's dial-and-hear-the-hit-of-the-week service. After successive and fruitless tries, the caller says: "I never thought the busy signal would become such a hit." (In America such a situation would perhaps carry the punch line: "They don't write them the way they used to.")

present pact expires in October. . . . Publicity thunder in national press media, however, has been stolen by Dorothy Provine. Warners, short of single material, hoped to record tracks in London, but there was not time. "Crazy Words" was taken from an album to coincide with her Palladium TV appearance.

#### Disk Business

Decca recorded the Soviet composer Aram Khachaturian conducting the Vienna Philharmonic in some of his own works. Sessions took place in Austria. Titles are secret. . . . Pye has a promotion deal with Puffed Wheat. Involves a talent contest with a contract for the winner, records and signed photographs galore. . . . Oriole acquired British right for an LP of the Eichmann trial, using tapes supplied by the Israeli State broadcasting authority. . . . EMI issued Ray Charles' big U. S. hit, "I Can't Stop Loving You," June 8. . . . Moving toward the chart: Pat Boone: "Quando, Quando, Quando" and the Shirelles, "Soldier Boy."

## EIRE

### Public Frowns on Ban of Folk Song

By **EN STEWART**  
Dublin Evening Mail

Initial public reaction to the news that Radio Eireann (the Republic's only radio station) had banned "Weela Weela Waile"—a Dublin street ballad concerning a mother who murders her child—indicates that the decision is not a popular one. The recording artist is Donal Donnelly, an Irish actor, and the disk is released here on the Decca label through Solomon and Peres. A Dublin dealer told BMW: "It seems purposeless to ban a song that has been sung by children and adults alike for so many years without the slightest objection from any source."

"Katie Daly," by the Royal Showband on HMV, is steadily chalking up impressive sales, but has not yet hit the big 10. The original Eamonn O'Shea disk on the local Glenside label now occupies slot No. 6 on the national chart and seems set to move even higher. So far, no American release date has been arranged, though many dealers are confident that the song could succeed in the U. S. market.

#### Disk Shorts

Philips released "Closeup in Swing" to coincide with Erroll Garner's current European tour. It is now known that he will not be

visiting Dublin, despite rumors that he intended to make a one-day promotional trip. . . . Among the recent Ember releases—handled here by Solomon and Peres—are "Hand Me Down My Walking Cane" (Billy Duke), "Road to Love" (Dale Sisters) and albums by Glenn Miller and Erroll Garner.

## GERMANY

### Bob Moore Has Strong Followup

By **JIMMY JUNGERMANN**  
102 Ismaninger St., Munich 27

Acuff-Rose has another hit in Germany with "Auf Wiederseh'n, Marlene," by Felice and Boudleaux Bryant. Bob Moore and his band made the hit version. This version will be followed by 10 more records, among them Laurie London on Ariola, the Clippers on Columbia, the Prairie Singers on Jupiter, Maria and Franco Duval on Philips, Roberto Delgado on Polydor, the Music Makers on Tempo.

Osmo Ruskkanen, the sales manager of Finish Decca in Helsinki, flew into Berlin to visit Paul Siegel and hear the Teldec production of the Oederland ork and choir on the Finish song "Atlantis," composed by Toivo Karki, Finland's C/le Porter. "Atlantis" is being released on Finish Decca, and also on Decca Dischi Italiana, and French Decca.

#### This and That

Munich deejay Werner Goetz was the emcee of the Munich jazz festival which was staged by one of the leading German jazz impresarios, Ado Schlier. . . . British singer Helen Shapiro visited Munich to guest star in a TV spec. . . . U. S. singer Olive Moorefield guest stars in the musical "Kiss Me Kate," staged by Jean Pierre Ponelle in Dusseldorf.

#### Behind the Jazz Curtain

The Ernest Ludwig Petrowsky sextet guest stars in East Berlin. . . . Karlovivary, CSR, of Karlsbad, staged a jazz festival featuring jazz groups from the CSR, from Romania, Bulgaria, Poland, Hungary, and East Germany.

The Polish label "Polskie Nagrania" issued an LP of Twist music by Chubby Checker and domestic groups. . . . Leningrad, USSR, has a new jazz spot, the "Narwa." Jazz singer Margarita Molodkina and her jazz group offer a program of music by Horace Silver, Miles Dave, Thelonious Monk, and the Adderley Brothers.

### U. S. Tunes Top German Hit Parade

By **BRIGITTE KEEB**  
Automaten-Markt, Braunschweig

The German hit parade, currently topped by the German original Scharfenberger-Feltz number "Heisse Sand" (Hot Sand), as sung by Mina (Polydor), is showing a good many titles.

Of the 50 best-selling tunes, 33 are of foreign origin. Twenty-two of these 33 are from the U. S. and 11 of these U. S. tunes are successful in original versions. The most important ones are "Auf Wiederseh'n Marlene" (Bob Moore, No. 3) "Happy Jose" (Jack Ross, No. 13), "No More" and "Sentimental Me" (Elvis Presley, No. 17), "Gringo Guitar" (The Gringos, No. 18), "Let's Twist Again" (Chubby Checker, No. 19), "Good Luck Charm" (Elvis Presley, No. 21). Five out of these 22 American

## ARGENTINA

### Composers in Rome for Meet

By **RUBEN MACHADO**  
Lavalle 1783, Buenos Aires

At the authors' and composers' meeting that is held at Rome, the Argentine Republic is officially represented by Santiago Adamini and Emilio F. Fuster, president and vice-president, respectively, of the Argentine Society of Authors and Composers of Music (SADAIC). Also on hand are Roberto Talice and Edmundo Guibourg, the executives of the Argentine Society of Authors (ARGENTORES), Enrique Lebendiger of Fermata International and Ricardo Korn of Korn Publishing.

#### Disk Mart

Because of the economic crisis in the country, the music business continues to dwindle. Discofonia S.R.L., a recording label which operated with the local catalog, went out of business.

Bryan Hyland's "The Night I Cried" on ABC-Paramount-Ariel, is gaining more popularity every day. As a result, his first LP in Argentina is being released. . . . Success of the "West Side Story," motion picture here, has prompted release of the theme by Ferrante and Teicher for United Artists-Surco and by Lawrence Welk for Dot-Sicamericana. The same thing is happening with musical comedies. "The Boy Friend" and "Carnival" recently appeared for the first time at the Coliseo and National theaters. Records with principal melodies from the shows are being announced by Luis Aguile an Rosita Quintana for Odeon, Pinocho for Music Hall, Mariquita Gallegos and Rene Jolivet for Victor.

## AUSTRALIA

### See Hot Reaction To 'No Smoking'

By **GEORGE HILDER**

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

Festival Records is releasing a highly controversial disk entitled "No Smoking." This is a timely release, since there is a very strong press campaign at present on the connection between smoking and lung cancer. The story is told on record by a West End psychologist, under the assumed name of Dr. Keith Cammeron. He originally caused quite a stir in the record world with his frank talks about sex matters. Festival will be forwarding sample copies of the disk

to anti-smoking organizations in all States of Australia to help promote the disk.

Pye Records are celebrating the first birthday of the Goldengroove label, a low priced label which sells in supermarkets and drugstores. As a special offer they are releasing a two-record set by the Halle Orchestra for 50 shillings (\$4.50). Also in preparation on the same label is an album featuring highlights from some of the original radio shows by the late Jack Davey under the title of "Thanks for the Memory."

RCA released a disk by the Australian c.&w. duo, the Le Garde T'ins, who are at present appearing on local TV and touring country centers. . . . For the first time ever, two Australian-composed numbers, by Australian artists, are riding in No. 1 and No. 2 positions on the Top 40 chart. They are Lucky Starr's "I've Been Everywhere" and Robby Gee's "Si Senor."

Col. Joye's Joy Boys have recorded Dr. John Chapman's first composition, "Southern Rora," a nickname given to the express which travels between Sydney and Melbourne. Recording engineers from Festival taped the unusual sounding whistle of the express and incorporated it in the sound track of the disk.

South Sea albums are becoming increasingly popular Down Under, and most all record companies are releasing what stock they have available. From Warner Bros. comes "Strings Over Tahiti" played by Don Tiare Orchestra and on the Liberty label "Paradise Found" by Felix Slatkin. This album was pressed by E.M.I. and features American import packet.

tunes are successful in their original as well as in their German versions.

According to the survey, the most popular tunes in juke boxes, record sales and on radio during the first five months of 1962 have been "Mexico," the Wendland disk; "Zwei Kleine Italianer," "Geld wie Heu" and "Hawaii Tattoo."

#### Visitors Here

Hal Fein of Roosevelt Music, U. S. publisher of Bert Kaempfert's "Wonderland by Night" and other U. S. released Kaempfert material, met the band leader in Hamburg. He was present at the recordings of Kaempfert's two new instrumentals, to be released in the States on Decca soon and later in Germany on Polydor.

#### Pubber Row

Peter Schaeffers publishing has given the Belgium rights on the current German Gus Backus best seller, "No Bier, No Wein, No Schnaps," to Primavera to be recorded very soon for the Benelux market. . . . Ralph Maria Siegel publishing company is currently working on another U. S. tune, "Ghost Train," which has just been released in two German versions sung by Peter Garden on Electrola and the Prariesanger on Siegel's label Jupiter Records. Another Siegel-Acuff-Rose copyright is the U. S. hit "Dream Baby." Gustav Auerbach wrote the German lyrics for the tune, just released on Decca as sung by Billy Mo.

#### Signings

Bobbejaan, the Belgium star, has been re-signed by Ariola, after the artist had recorded for Palette, which was formerly distributed here by Ariola.

#### Changes

Rainer Bertram, the recording artist with Polydor, has canceled his contract with this firm. It's not known for whom he will sing in the future.

#### Musical

Philips is issuing the German version of the musical "Irma la Douce" shown in the Komodie Theater in Berlin starring Violetta Ferrari, Harald Juhnke and Paul Esser.

## HOLLAND

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

Phonogram L. C. is handling the entire Interdisc line, including the labels Riverside (with sub-labels Jazzland, Wonderland, Washington, Off Beat, Popside, Battle), Bluesville, Moodsville, Swingville, Hi-Fi, Hi-Fi Jazz, Pacific Jazz, Contemporary and Good Time Jazz in Holland.

The popularity of the typical Dutch street organs among tourists has resulted in the release of an LP and EP on Philips (Phonogram) and a new LP on Columbia (Bove-ma). The Philips label has created an extended street-organ series, as a part of the series "Take Holland Home on Philips Records." The albums are presented in full-color sleeves with descriptions of the organs in three languages: English, German and French.

#### Disk News

Anneke Gronloh recorded "Brandend Zand" on Philips, the Dutch version of the German hit "Heisser Sand" (sung by Mina on Polydor). Following the release of a Rudy (Blue) Diamond vocal solo disk, his Blue Diamond Brother RIEM has been issued playing the guitar on an Indonesian oldie "Ajoen, Ajoen" and "Bells of Amsterdam" (Decca).

Added to Artone's Tivoli roster are Bruno Majcherek and his Regento Stars. The group, who scored an international success last year with "Laila" has been signed to a long-term contract.

## HUNGARY

### Kodaly Symphony Played in Venice

By PAUL GYONGY  
Derektuca 6, Budapest

Zoltan Kodaly just returned from the Festival of contemporary music in Venice, where his Symphony in C Sharp had its first Italian performance. The Rome symphonic orchestra conducted by Bruno Maderna performed the work. At the same concert a work by the American composer Earle Brown was led by two conductors and gave an impression of some kin of improvisation. Kodaly feels, however, that compositions of this kind are offsprings of mathematic-technical speculation. The music is only a byproduct of these calculations.

## ISRAEL

### Prep for Festival Of Music & Drama

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

Israel is getting ready for the second Festival of Music and Drama, to be held here from August 15 to September 10. Composer Igor Stravinsky, the I Musici Chamber Orchestra, pianist Van Cliburn, Sir John Gilgud, the Amadeus Quartet and "Pirakon," the Greek Theatre Company, are among the International artists participating. Some of the best Israeli artists, musicians and actors are also participating. The Israel Philharmonic Orchestra (Columbia and Decca), will be most prominently billed.

Sholom Aleichem, also dubbed the Jewish Mark Twain, is the latest literary personality to record. An LP, containing eight of his short stories, has been issued by the Ha'aretz Daily's Record Club. They are performed by Elyahu Goldenberg, the famous actor-director, with two Habimah actors, who support him (Shmuel Densky and Shmuel Segal), as they did on a most successful tour of Poland last year. This record should prove most delightful to Jewish speaking people abroad.

## ITALY

### U. S. Names Help Firms Pace Field

By SAMPL STEINMAN  
Piazza S. Anselmo, 1, Rome

Three companies appear to be holding a wide lead over all others in the Italian market. These are RCA Italiana; Voce del Padrone-Columbia-Pathé, and CGD-GDC with their affiliated overseas groups.

RCA has recently signed Chet Baker and Jimmy Fontana as its newest names and continues to hold a high place with Nico Fidenco, Renato Rascel, from Italy, and Paul Anka, Elvis Presley, Perry Como and Rosemary Clooney as its U. S. leaders. V-C-P, working through its Capitol association, has just issued a new Frank Sinatra LP on the heels of a new Dean Martin disk, while other top names from Italy, Pino Donaggio, Sergio Bruni, Tony Renis and Bruno Martino, France's Gilbert Beaud and

Edith Piaf and Britain's Cliff Richard make a formidable list.

CGD's Italian leaders are Betty Curtis and Johnny Dorelli, Connie Francis on MGM and a number of sound tracks on UA. GDC is featuring the Reprise recordings of Frank Sinatra, Dean Martin and Sammy Davis Jr. A special "Welcome to Italy" catalog was issued in honor of the former's recent p.a., which set an all-time record for receipts in Milan and Rome.

#### Song Contest

Hostesses from six European airlines were judges in the finals at St. Vincent to select a "Song for Europe." Six winners from various lands in competition were: Italy, "The Bomb," sung by Gino Latilla; France, "Stop This Night," from the film "The Parisians," written by Charles Aznavour and sung by Jean Philippe; England, "The Young Ones," by Peter Davis; Spain, "Intuition," by Salome Benelux; "Aye Lula," by Sonia Osterman; Yugoslavia, "The Little Girls," by Teresa Kosavia, and Germany, "Rome and You," by Audrey Arno.

Caterina Valente, whose last TV show won a quick replay on another channel, will tape a new series to run from October 22 to December 16.

Ri-Fi is distributing the new Clan Celantano label which is owned by Adriano Celantano. . . . Durium has issued Cam label for movie sound tracks and has begun with a formidable list. . . . A list of 10 top artists has been announced for the Cantagiro tour of Italy which will feature pop singers and new songs. . . . RCA Italiana has picked "When the Sun Warms," by Mexico's Riguel Brothers, as the "Song of the Summer of '62." . . . Graz, lots!

## NORWAY

### Monn-Keys Cop Silver Disk

By ESPEN ERIKSON  
Verdens-Gang-Olso

A new silver disk has been awarded in Norway to the popular vocal quartet, the Monn Keys and their leader, Egil Monn-Iversen (head of diskery of same name) for their recording of original Danish tune, "Oh Marie jeg vil hjem" (Oh Marie I Want to Come Home). With sales of 25,000 copies of "Oh Marie," the group's current release is "Oh Mama" b-w "Mandalay."

#### Disk News

The Iversen & Frogg firm just signed a new songstress to their stable, 24-year-old Anne Sofie Skar. Another Northern Norwegian girl who starts a singing career these days is Lise Botts. She is 16 and the daughter of the Lord Mayor of Mosjoen. She has been signed with Kjell Karlsen's Viking Music.

## VENEZUELA

### Recording Firm Opens New Plant

By ALVARO PENALVER  
Apartado 3066, Caracas

Fabrica Venezolana de Discos (Fabedica - EMI - Discomoda) has completed installation of its own producing equipment and opened its own building in the outskirts of Caracas complete with pressing facilities, recording studio and warehouse.

Rafael Montano, one of Venezuela's leading folk singers, signed with Velvet which soon will release its first LP. . . . Palacio De La Musica (U-A-Seeco-Falcon) picked up the Daro and London group labels for Venezuela. . . . Velvet to open its own branch office in

## NIGHT CLUB REVIEW

### Anka Wows 'Em Again at Copa

Pint-sized Paul Anka gets to be just a bit bigger every year in terms of showmanship and projection on a club floor. This he proved in the debut of his new act at New York's Copacabana.

Opening what has come to be known as (Jules) Podell's prom season, Anka scored heavily with an audience generously sprinkled with young teens as well as adults. Practically everybody got in on the applause when the singer pounded out a succession of his hits like "Put Your Head on My Shoulders," "Puppy Love," "Lonely Boy," "You Are My Destiny" and, of course, "Diana," all following a reference to his being the "Irving Berlin of the future."

The chanter also got solid mileage out of an electronic echo machine, used to create the impression of a voice coming out of a cave, on several well-spaced numbers. He also scored with a number of familiar standards, delivered in all-out style with the augmented Copa band also helping to raise the decibel count.

Possibly the most effective part of the show comes after a second "breather" exit, during which Anka banters with the audience, does a few requests and finally pulls a strong audience participation routine. In this, he drew a couple of under-teen young ladies on to the floor, chatted with them and finally made up a verse off the top of his head dedicated to each and set to the tune of his latest RCA Victor hit, "A Steel Guitar and a Glass of Wine." In all, it's a solid outing for Anka in his third annual go-round at the Copa. Ren Grevatt

## GERMAN DISKERIES URGE

### Yearly License Fee For Tape-Record Set

BONN—West Germany's diskeries have joined with GEMA, the German copyright organization, in protesting to Parliament the new draft copyright law exempting private tape recorders from royalty license fees.

The law as drafted by Chancellor Konrad Adenauer's government made private tape recorders subject to annual music royalty license. But the Bundesrat (upper house, corresponding to the U. S. Senate) struck this paragraph from the bill.

The government decided to go along with the amended bill, which is now pending in the Bundestag (lower house).

GEMA obtained a court ruling (in West Berlin) a year ago that mere ownership of a tape recorder implied "the intention to tape mu-

sic," and that private tape recorder owners were automatically liable for royalty license fees. The Berlin court said a "reasonable such fee" would be 10 marks (\$2.50) a year, which figure GEMA had adopted.

German diskeries are concerned over the upsurge of music taping because of declining record sales, which in 1961 dropped sharply from those in 1960. The German phonograph record industry states that there is a "direct cause-and-effect relationship" between the slump in platter sales and the upsurge in tape recorder production.

GEMA and the diskeries are jointly disturbed by the growth of music taping as a mass hobby. There are now two million teenagers enrolled in an organization which calls itself "The Friends of Music Tape Recording."

#### Mercury Dallas Distrib

DALLAS — Mercury Records last week named Calmar Distributors here, to handle its full line. Bob West's Texas Record Distributors will continue to handle the Mercury line in Houston.

Calmar is affiliated with Oklahoma Record and Supply Company, Oklahoma City. Bill Caldwell, partner in Oklahoma Record moves to Dallas as general manager of Calmar. Bob Marquis, Caldwell's partner, remains in Oklahoma City.

Mexico City, headed by Raul Roges and plans a second branch office in San Juan, Puerto Rico. Velvet, owned by Jose Pages, handles, besides its own disks, most of Cuba's leading labels—Puchito, Gema and Kubaney.

Johnny Quiros, producer of the Sonus label, formerly owned by Sadel, bought all Sadel interest and is now 100 per cent proprietor of the label. . . . In answer to many inquiries, "La Cinta Verde" and "Barrilito," the two latest Hugo Blanco hits, are distributed by Morro Music in New York. . . . Chancellor Records to Orfeon. Canadian American, Capris and Congress may also be distributed by the firm. Also to Orfeon: Riffi group from Milano, and Hed-Arzi from Israel.

Bobby Darin now appears on four Atco LP's in the Venezuelan market. These to tie in with the five films announced for showing this year and in early 1963.

### FM Stereo Big Factor in New 1963 Sylvania

CHICAGO—FM stereo is a major factor in the new 1963 Sylvania stereo phono line, introduced here last week. Featured are four consoles with FM stereo, two without the feature, four portable stereo phonos and one monaural portable.

A key unit in the line is Model SC26, a console stereo phono with FM stereo tuner to list at \$199.95. Other FM stereo phono models range in price up to \$469.95. Non-FM stereo units carry suggested lists of \$139.95 and \$189.95. Three portable units have a price range of \$99.95 to \$139.95. The leader portable has an open list. The monaural portable carries a list of \$49.95.

Robert J. Theis, president of Sylvania Home Electronics Corporation, said the line will get heavy consumer promotion is national magazines and by Arthur Godfrey on CBS Radio. Retail promotion will center on a Hi-Lo demonstration kit, to employ stereo phonos which dealers will use to demonstrate the sets to prospects.

BRUNSWICK'S  
BREAKING OUT!

---

Mr. Excitement!....  
The Way You Like Him!

I JUST CAN'T  
HELP IT

C/W

MY TALE OF WOE

Jackie Wilson

55229

---

Tomorrow's Big Ballad  
with the Sound of Today!

TORTURED

Linda Hopkins

55226

---

A Coast-to-Coast Natural!

TEEN TOWN, U.S.A.

C/W

AIN'T THAT RIGHT

Buddy Lee

55228



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

# ALBUM REVIEWS

## Pop

### MILLION SELLERS BY FATS



**Fats Domino, Imperial LP 9195 (M)**—Fats Domino's many fans should flip over this sock collection of his million-selling hits. They include "Let the Four Winds Blow," "My Girl Josephine," "Natural Born Lover," "Jambalaya" and "You Win Again." Good swinging wax for his juvenile and young adult fans.

### THE BEST OF THE ORIGINAL ROARING '20'S



**Enoch Light and the Charleston City All Stars, Grand Award GA 7001 SD**—The "Roaring Twenties" albums on Grand Award have been strong sellers. This collection of the best from the three "Roaring Twenties" sets already issued on the label should also be a sock seller. It spotlights such songs as "Charlie My Boy," "Who," "Ain't She Sweet," "If You Knew Suzie" and "Charleston," all played in bright, happy, 1920's fashion. Watch this one.

### HATARI!



**Henry Mancini, RCA Victor LPM 2559 (M); LSP 2559 (S)**—Mancini, already an Academy Award winner in two categories for his work on "Breakfast at Tiffany's," is at it again in this latest set, containing the complete score for the Howard Hawk's saga of darkest Africa, "Hatari." One tune, "Baby Elephant Walk," is already a hit single for several different artists, and the Mancini version here rates plenty of attention. In addition, the pretty ballad, "Just for Tonight," by Johnny Mercer and Hoagy Carmichael also rates kudos. Album should step out.

### VINCENT EDWARDS SINGS



**Decca DL 74311 (S); DL 4311 (M)**—The TV heart-throb, Vince Edwards, otherwise known as Dr. Ben Casey, shows off a warm singing style on this collection of romantic ballads. Although his singing style is merely adequate, his TV popularity particularly with the feds, is strong enough to make this album a solid seller. He does acceptable jobs on "I'll Walk Alone," "When I Fall in Love," "Lonesome Road" and "Unchained Melody." The ork backings are smooth and lush.

### BRAVO GIOVANNI



**Original Cast, Columbia KOL 5800 (Stereo & Monaural)**—Columbia has rushed the original cast recording of "Bravo Giovanni" to market in a sumptuous and tasteful package, that should do well among original cast fans. The show album spotlights the exciting voice of Metopera star Cesare Siepe, who has the best songs in the show, including "Bravo Giovanni," "Ah Cammirare" and "Breachy's Law." He is ably aided by Michele Lee, David Opatoshu, and a flock of strong vocal performers. Recording is well made, bringing to life much of the brightness and gaiety of the show. This could be a strong seller.

### SAN FRANCISCO SCENE



**George Shearing Quintet, Capitol ST 1715 (M) T 1715 (S)**—This album was cut when the Shearing Quintet played a concert in the Masonic Hall in San Francisco. The group is in top form and each of the members get a chance to exhibit his solo ability. The star is Shearing, of course, who plays with wide improvisational skill throughout the album. He also introduces each of the tunes. The set contains old favorites like "Jumpin' With Symphony Sid" and "Lullaby of Birdland" as well as new items like Horace Silver's "The Outlaw" and "My New Mambo." Set should be a strong seller in pop and jazz markets.

### SANDY NELSON: DRUMMIN' UP A STORM



**Imperial LP 9189 (M)**—Nelson and his band of swingers have another instrumental winner in this LP. Big feature of the set is an 11-minute musical world tour with Sandy supplying appropriate moods for each land visited. Nine other romping tracks fill out the album in high fashion with "Sandy," "I'm in Love Again" and "C Jam Blues" leading the way. Package is another strong chart contender for the drummer.

### MEET CLAUDE KING



**Columbia CL 1810 (M); CS 8610 (S)**—A powerful new album by country-pop stylist Claude King, which features his current hit "Wolverton Mountain," and his recent waxing "The Commancheros." In addition, the chanter shows off his fine style on a strong group of tunes, best of which are "Little Bitty Heart," "I'm Just Here to Get My Baby Out of Jail" and "Pistol Packin' Papa." A set that could grab sales both pop and country, since King is hot in both fields.

### THE SWINGIN' SIDE OF NAT KING COLE



**Capitol W 1724 (M); SW 1724 (S)**—Just as the title suggests, this is a swinging Nat Cole, the kind of dress in which many fans prefer to find the chanter. And a big, brassy, swingin' band, batoned by Dave Cavanaugh, lends a husky backing on "Avalon," "I Want a Little Girl," "Mood Indigo," etc. A recent Cole set with George Shearing is doing fine on the charts now and this should quickly follow suit, despite the fact that it's simply a retitled version of the earlier "Welcome to the Club" album.

### IT'S TRAD



**Kenny Ball and Jazzmen, Kapp KL 1285 (M)**—Both Kenny Ball and his countryman, Acker Bilk, have done well here with the "trad" Dixie sound with both singles and albums, and this newest Ball album should do equally well. It has a bright feeling and it contains such previously released sides as "Green Leaves of Summer" and "Siamese Children," plus new items like "Saturday Night Function," "Cornet Chop Suey," etc. Broad programming possibilities here.

### CHOICE R.&B. OLDIES



**Various Artists, Bonded B 777**—This album, which is only distributed in the East at present, contains 20 old rock and roll hits, a solid line-up to appeal to the rock and roll trade. There are sides by Wilburt Harrison, Teen Chords, Dee Clark, the Harptones, Cathy Jean and the Roomates, the Silhouettes, the Willows, and the Monarchs. In the New York area, LP is called "Jocko's Choice R.&B. Oldies," while in Boston the set is titled "WILD's Choice R.&B. Oldies." Good teen wax.

### YOU ARE MINE



**Frankie Avalon, Chancellor CHL 5027 (M); CHLS 5027 (S)**—Fresh in the wake of his best single in a good while, "You Are Mine," Frankie Avalon is spotlighted in this smartly turned out production of fine, dreamy ballad fare. The lad for the most part is on an easy, crooning kick and the ork backings are full of strings with a soft guitar also spotlighted. Tunes include "If I Had You," "The More I See You," plus the title song. Fine cover shot of the singer will also help sales potential.

(Continued on page 34)

## BEST TRACKS FROM THE SPOTLIGHT LP'S

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

### POPULAR

**HATARI!**—Henry Mancini (RCA Victor LPM 2559, LSP 2559) "Baby Elephant Walk" (ASCAP)

**VINCENT EDWARDS SINGS** (Decca DL 74311, DL 4311) "When I Fall in Love" (ASCAP)

**DRUMMIN' UP A STORM**—Sandy Nelson (Imperial LP 9189) "Sandy" (BMI) (1:57)

**SAN FRANCISCO SCENE**—George Shearing Quintet (Capitol T 1715, ST 1715) "When April Comes" (2:16)

**MEET CLAUDE KING**—Claude King (Columbia CL 1810, CS 8610) "Little Bitty Heart" (Painted Desert, BMI) (2:24)

**THE SWINGIN' SIDE OF NAT KING COLE** (Capitol W 1724, SW 1724) "Wee Baby Blues" (3:14)

**IT'S TRAD**—Kenny Ball & Jazzmen (Kapp KL 1285) "I Shall Not Be Moved" (2:47); "Saturday Night Function" (3:08)

### COUNTRY & WESTERN

**CROSS COUNTRY**—Webb Pierce (Decca DL 4294, DL 74284) "I'm Falling in Love With You" (BMI) (2:00)

**DEAR HEARTS AND GENTLE PEOPLE**—Red Foley (Decca DL 4290, DL 74290) "River Stay Away From My Door" (ASCAP) (2:22); "Coal Oil Johnny" (BMI) (2:49)

**SOME OF MY FAVORITES**—Ferin Husky (Capitol T 1720, ST 1720) "Take Good Care of Her" (2:16); "Out of a Clear Blue Sky" (2:27)

**PORTER WAGONER AND SKEETER DAVIS SING DUETS** (RCA Victor LPM 2529; LSP 2529) "Above and Beyond" (BMI) (1:59)

### JAZZ

**JUST JUG**—Gene Ammons (Argo LP 698) "P.M.-A.M." (Arc, BMI) (5:28)

### SACRED

**SINGING ON SUNDAY**—Kitty Wells (Decca DL 4270, DL 74270) "Do You Expect a Reward From God" (BMI) (2:28); "That Glory Bound Train" (BMI) (2:03)

## ★★★★ STRONG SALES POTENTIAL

### ★★★★ THE MUSIC OF RODGERS AND HART

**Marty Gold and Ork, RCA Victor LPM 2535 (M); LSP 2535 (S)**—This LP has what it takes to be a winner. The material consists of the best Rodgers and Hart tunes. The arrangements are exceptionally listenable renditions for big band, taking full advantage of stereo and making plenty of

(Continued on page 36)

2 new - completely different sides by a truly great talent

emotional, sentimental

LETTERS TO  
 MY LOVE

exciting, rhythmic

DEEP  
 RIVER

ANTHONY  
 NEWLEY

45-9531  
 LONDON  
 RECORDS

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

# SINGLES REVIEWS

**★★★★ STRONG SALES POTENTIAL**

**Pop**

**CHUBBY CHECKER**



**DANCIN' PARTY** (Kalmann, ASCAP) (2:05)—**GOTTA GET MYSELF TOGETHER** (Check-Colt, BMI) (2:06)—Chubby turns away from the Twist for a smart, hand-clapping side that spots an enthusiastic vocal from the chanter over a rocking teen-slanted dance beat. Side II features the singer on a nicely relaxed ballad sparked by a stylish arrangement. Two sock items. **Parkway 842**

**THE SHIRELLES**



**WELCOME HOME BABY** (Ludix, BMI) (2:26)—**MAMA, HERE COMES THE BRIDE** (Ludix, BMI) (2:26)—The Shirelles should stay on top with these two new sides. Topper is a slow rockaballad with a strong vocal by the lead and fine support from the group. Flip is the swinger, on which the gals kick up their heels on the shoes and rice routine, for a strong outing over driving ork support. **Scepter 1234**

**JIMMY DEAN**



**STEEL MEN** (Southside, BMI) (2:43)—Jimmy Dean has another folksy tale of brave and stalwart men here as he tells about the guys who build the bridges. It's a potent disk and should do mighty well. Flip is "Little Bitty Big John" (Plainview, BMI) (3:34). **Columbia 42483**

**GARY (U.S.) BONDS**



**SEVEN DAY WEEKEND** (Hill & Range, BMI) (2:26)—**GETTING A GROOVE** (Rock Masters, BMI) (2:37)—Bonds is back with a sharp rhythm side in "Seven Day Weekend" from the pic, "It's Trad Dad." It swings with a solid beat and a ringing vocal as well. Flip has that "Quarter to Three" party feeling with hand-clapping and vocal chorus effects. Strong teen wax. **Legrand 1019**

**NEIL SEDAKA**



**BREAKING UP IS HARD TO DO** (Aldon, BMI) (2:20)—**AS LONG AS I LIVE** (Aldon, BMI) (2:16)—Neil Sedaka has two of his strongest sides here and both could land way up on the charts. Top side is a bright novelty that spots a stylish vocal and smart arrangement. Flip is a strong ballad outing for the lad with neat triplet and vocal chorus support. **RCA Victor 8046**

**FLOYD CRAMER**



**FOR THOSE THAT CRY** (Cigma, BMI) (2:32)—**HOT PEPPER** (Acuff-Rose, BMI) (2:10)—Two more top-draw instrumental sides from the pianist. The first is a lovely waltz theme played with simplicity and taste. The flip is a fast eight-to-the-bar rocker which spotlights Cramer on harpsichord. Both rate as first-class juke box sides as well as retail items. **RCA Victor 8051**

**STEVE LAWRENCE**



**HOUSE WITHOUT WINDOWS** (Arch, ASCAP) (2:10)—Smart arrangement and powerful reading of the lyric on this love song should make it a big start for singer on his new label. It's a beautifully made disk that should get airing on all types of stations. Flip is "The Endless Night (Greensleeves)." **Columbia 42455**

**THE BELMONTS**



**COME ON LITTLE ANGEL** (Glendon, ASCAP) (2:58)—Teen buyers should find this a sock item. It's got a strong dance beat, pounding rhythm and much excitement from the group. The flip is "How About Me" (Francap, ASCAP) (2:40). **Sabina 505**

**GUY MITCHELL**



**CHARLIE'S SHOES** (Pamper, BMI) (2:02)—The Billy Walker country hit is handed a solid reading by the chanter on his first outing for the label. He sells it with style. Flip is "Rusty Ole Halo" (Rylan, ASCAP) (2:16). **Joy 264**

**DREAMLOVERS**



**I MISS YOU** (Allan K, BMI) (2:11)—An exciting performance from the vocal group marks this a potent disk. The rocker has swing and an infectious beat which adds up to a strong potential. It could be big for the lads. Flip is "If I Should Lose You" (Alan K, BMI) (2:20). **End 1114**

**CATHY CARROLL**



**POOR LITTLE PUPPET** (Aldon, BMI) (2:30) — The young thrush has had other good sides, but this is easily her best. Material is strong and her performance has the winning sound. Stan Applebaum's backing is topflight too. Watch this side. Flip is "Love and Learn" (Acuff-Rose, BMI) (2:08). **Warner Bros. 5284**

**VALLI**



**HURRY HOME TO ME (SOLDIER BOY)** (Ludix, BMI) (2:59)—Here's a clever idea which fits a talk-sing vocal by young thrush, Valli, over the original Shirelles dishing of "Soldier Boy." The effect is packed with emotion and the side can score. Flip is "Jimmy's in a Hurry" (Ludix, BMI) (2:31). **Scepter 1233**

**DANNY PEPPERMINT**



**MAYBE TOMORROW BUT NOT TODAY** (Post, ASCAP) (1:59)—**THE PASSING PARADE** (Sheldon, BMI) (2:04)—Peppermint, who had one of the versions of "Peppermint Twist," has two fine sides, not identified with the twist. First up is a snappy, up-beater, well-sung with a good fem chorus assist. Flip, equally catchy, is a cute rhythm ditty with a good lyric line. Either way here. **Carlton 574**

**JERRY BUTLER**



**MAKE IT EASY ON YOURSELF** (Famous, ASCAP) (2:30)—**IT'S TOO LATE** (Curton-Conrad, BMI) (2:30)—Butler has two sides with plenty of potential. Leadoff item is a ballad done with a dramatic flair against a big backing. The flip is a more rhythmic effort, done with an equally effective touch. Watch both. **VeeJay 451**

**Country & Western**

**FERLIN HUSKY**



**STAND UP** (Central Songs, BMI) (2:09)—Here's a driving kind of tune, with pounding rhythm support behind Husky's exciting performance. Voices and combo are cleverly used in the backing. Side also has strong pop potential. Flip is "It Scares Me" (Husky, BMI) (2:31). **Capitol 14779**

**Rhythm & Blues**

**GENE KENNEDY**



**DON'T TEAR MY PLAYHOUSE DOWN** (Co-Par-Forest, BMI)—An oldie hit tune swings again here through the solid interpretation of chanter Kennedy. He's neatly aided by a groovy down-South harmonica backing and an ork that sets a great dance beat. Side has potential and it could also move in the pop field. Flip is "I Wish I Knew" (Hi-Hoss, BMI). **Old Town 1121**

**MITCH MILLER & GANG**  
 ★★★★★ Rosa Linda—COLUMBIA 42484—Mitch Miller and the Gang turn in a German beer hall type performance of a polka-oriented item that could grab a million spins by the deejays. (Essex, ASCAP) (2:36)

★★★★ Sweet Evelina — Another solid choral performance by Mitch and the male chorus that should please his nation-wide Sing-Along fans. Pretty tune is handled lightly and brightly by the chorus (April, ASCAP) (2:56)

**THE DEL-SATINS**  
 ★★★★★ Best Wishes, Goodluck, Goodbye—LAURIE 3132—The boy tells his sad story via a Dear John letter. Lead sings the tune with plantiveness ably backed by the rest of the group and an easy Latin rhythm. (Just Music, BMI) (2:40)

★★★★ Teardrops Follow Me—The group has a quick-stepping rocker here that swings on a driving vocal from the lead singer. The side is simply arranged with combo support. (Wildon-Conn, BMI) (2:04)

**THE MAR-KEYS**  
 ★★★★★ What's Happen'—STAX 124—A grinding rocker here taken at a medium

(Continued on page 26)

**SINGLES REVIEW POLICY**

All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. **FOUR-STAR** singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

**THREE-STAR** records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

**SPECIAL MERIT SPOTLIGHTS**, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.



Perfectly timed  
 for the  
 June Wedding  
 season

The Castle Sisters  
**GOODBYE  
 DAD**

45-7506

**TERRACE**  
 RECORDS

ONE OF THE LONDON AMERICAN GROUP

# INDUSTRY BRIEFS

• Continued from page 6

and a director as part of Tal-Cap's proposed plan to change from an investment to an operating company.

The firm controls Chemical Re-

search and Development Company here, and has a 15 per cent interest in the Dakota Electric Company, wholesale electrical suppliers, Fargo, N. D.

Heilicher, who recently acquired a substantial block of stock in the company, is also president of Columbia Midwest, Minneapolis, a division of Heilicher Brothers; J. L. Marsh Company, Minneapolis, operator of retail record stores and record departments in large discount centers throughout the U. S.; Columbia Southeast and Todd Distributing Company, both record distributors in Miami, and Soma record Company, Minneapolis, disk producer.

**JAYE P. MORGAN**

sings

**"A HEARTACHE NAMED JOHNNY"**

K-13076

**MGM Records**

**BRISTOL TWISTIN' ANNIE**

**THE DOVELLS**

Parkway 838

**CAMEO/PARKWAY RECORDS, INC.**

### Label's Name Switched

NEW YORK — Larry Uttal's Mr. Peacock label has officially changed its name to Mr. Peeke Records. Change was made at the behest of the Peacock Records of Houston.

### Children's Records Set

NEW YORK — Beginning June 15 Little, Brown & Company, book publishers, will distribute the Pathways of Sound line of children's spoken-word recordings to bookstores, schools and libraries. Among the list of titles on the label is a four LP series of readings from

Kenneth Grahame's "The Wind in the Willows," with Jessica Tandy, Hume Cronyn and Robert Brookes.

### Evans Arranging for GLG

NEW YORK — Marion Evans, the arranger-composer, will handle the initial Steve Lawrence album for Columbia as well as arranging chores for several other major recording artists in his new post with GLG Productions here.

Evans, before retiring from the music industry for the past several years, was responsible for arrangements for such performers as Eydie Gorme, Helen O'Connell, Tony Bennett and Julius La Rosa.

GLG President Ken Greengrass said Evans will function as an art-

ist as well as an arranger and composer.

GLG currently handles Steve Lawrence, Eydie Gorme and the Highwaymen.

### Handleman Opens in Phila.

PHILADELPHIA—The Handleman Company of Detroit, national distributor of phonograph records, will establish its first distribution center in Philadelphia in the Olney section of the city. The firm has leased a one-story building of 13,000 square feet with 2,800 square feet of office space for its operations. The lease is for a long term, and it was reported that Handleman will employ 15 to 20 persons at the center, which will also distribute sundries.

### Top Sales Post to Goldberg

NEWARK, N. J.—Charles Goldberg has been named sales manager of Affiliated Record Distributors here. The firm is a subsid of Krich-New Jersey. Goldberg is a long-time veteran of the disk industry and for 12 years was with the Cosnat Distributing network.

### Buffalo, Not Chicago

NEW YORK — In last week's BMW "Al Di La" by Al Hirt on RCA Victor was inadvertently listed through a typographical error, as a Page One Regional Breakout in the Chicago market. The tune should have been listed as a breakout in the Buffalo market.

### Atlantic Inks

• Continued from page 6

gles release revolves around a jazz package, "Herbie Mann at the Village Gate." A 45 from the LP is being rushed out to take advantage of deejay play and brisk action in pop areas. The jocks have been playing portions of the long jazz tracks and unusual rack jobber activity seems to be moving the set into the pop market. "Comin' Home Baby" and "Summertime" are the two tunes.

The distrib switch took place in Houston where the Atco label has been moved to Steve Poncio's United Record Distributing firm. This puts both Atco and Atlantic under the same distrib roof in the Texas city.

### Atco With United, Houston

HOUSTON — Steve Poncio's United Record Distributing has been tagged as Atco's distributor here. The move puts Atco under the same distrib roof as the companion Atlantic label.

**LOADED!!!**  
**"GUIDED MISSILES"**  
 THE CUFFLINKS  
 #409

**DOOTO**   
 REG. U.S. PAT. OFF.

REAL BIG SELLER!  
 Fats Domino  
**"MY REAL NAME"**  
 b/w  
**"MY HEART IS BLEEDING"**  
 #5833

**IMPERIAL RECORDS**  
 6425 Hollywood Blvd.  
 Hollywood 28, Calif.

Say You Saw It in  
**Billboard Music Week**



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

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

**B**  
 BILLBOARD  
 MUSIC WEEK  
**MW**

# 1962 Dealer (NAMM) Conv. Issue

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

Write, wire or phone your Billboard Music Week representative TODAY

**BILLBOARD MUSIC WEEK**



New York  
 1564 Broadway  
 PLaza 7-2800

Chicago  
 188 W. Randolph  
 CEntral 6-9818

Hollywood  
 1520 N. Gower  
 HOLlywood 9-5831

FLOYD CRAMER'S  
"HOT PEPPER"



#8051

NEIL SEDAKA'S  
"BREAKING UP  
IS HARD TO DO"  
A NEVINS-KIRSHNER PRODUCTION



#8046

# DEALER WINS!

(Two new hit singles—a pair of naturals right off the top!)

For another winning deal, join the "Summer Festival of hit singles from RCA Victor!" Ask your distributor for details.

**RCA VICTOR**   
THE MOST TRUSTED NAME IN SOUND

# WNBC Is Switching to Wide Pop Material Radio Format

NEW YORK — The switch this week of NBC's New York flagship WNBC from old standards to hit single programming raises a lot of interesting questions as to the future programs of other networked-and-operated stations in other key markets. WNBC moved away from an exclusive policy of standards last Monday (5). The move, according to Program Direc-

tor William Schwartz, is just the first in a number of changes designed to strengthen the station's competitive position. Schwartz said the change is strictly local and has no network implications. Schwartz noted that initial reaction to the change has been excellent. He said the station had received numerous calls and letters praising the switch. WABC

here, the ABC net station, had held its rating up with out and out Top 40 and rock and roll programming. WNBC's rating progress is certain to be watched carefully by the other NBC-owned-and-operated stations in key markets for possible moves on their part.

**Covers All Styles**  
Describing the new format, Schwartz said it is WNBC's intention to "program all kinds of music—not just one kind. We're looking for a blend that will appeal to people who like variety, not a repetition."

He added the station was not abandoning standards—"just adding new popular material."

Meanwhile, other changes are taking place at the station. These include new studios, new transmitting facilities and a new record library to include pop material in line with the programming revision.

Schwartz noted that WNBC is also adopting at least one departure from the usual popular music format and is scheduling a regular fare of folk music—popular as well as ethnic.

**Folk Artists on Tape**  
Artists include performers like the Kingston Trio, the Limeliters, Brothers Four and Harry Belafonte, as well as the more traditional or ethnic singers like Josh White, Cynthia Gooding, Leon Bibb, Susan Reed and Oscar Brand.

The folk programming is not being treated any differently than the station's other music, but is being incorporated as a regular part of the program.

As part of the general revamping, WNBC is also increasing its news to a regularly scheduled, 10-minute segment every hour on the hour (adding about 30 minutes of news per day) and is stepping up its public service programming.

Another area of development—promotion. Although always a part of the station's activities, WNBC will continue with a strong program of contests and the like.

## Norfolk Gets Stereo

NORFOLK — WTAR - FM (95.7 mc) here began all-stereo programming throughout its 17-hour daily schedule, June 1. All programs will be available throughout the Tidewater area on monaural as well as stereo receivers.

## 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.



**EMILIO PERICOLI**  
(Warner Bros.)

**AGE:** 34. **HOME TOWN:** Cesenatico, Italy. **BACKGROUND:** Italian recording artist Emilio Pericoli is well known in various fields of show business in his native country, including radio, TV, legit and night clubs. Pericoli, who presently lives in Milan, Italy, achieved recognition first in radio with his performances on a program called "Canzoni della Fortune" ("Songs of Luck"), and then, in 1955 and 1956, with his interpretation of a musical comedy titled "Valentina."

Some of his best-selling hit singles in Italy on the Ricordi label are "Ciao, Baby, Ciao"; "Ti Prego Amore" and "Ho Pregato Per Te." The handsome young performer is known as "a very sporting man who dresses with great distinction and owns a long, strawberry-colored car."

**LATEST SINGLE:** Pericoli's rendition of the San Remo Festival winning tune, "Al Di La," is making great strides on the Hot 100.

**BOBBY CURTOLA**  
(Del-Fi)



**PERSONAL MANAGER:** Bob Keene (in the U. S.).

**BIRTHDAY:** April 17, 1944.

**HOME TOWN:** Port Arthur, Ont.

**BACKGROUND:** Another international recording artist to score on BMW's Hot 100 is Canadian-born Bobby Curtola. Recording on the Tartan label in the Dominion, Curtola has had nine hit singles there since 1960. In his second year of high school he formed his band and a Del-Fi executive first heard him at a school dance. Del-Fi Records signed him for recordings in the U. S. and he is represented on the Columbia label in many other countries around the world outside of Canada.

**LATEST SINGLE:** "Fortuneteller" is the name of the hit single on the Del-Fi label to bring Bobby Curtola's name to the attention of U. S. record fans.

## Florida Air Group Names Ken Small

MIAMI — Kenneth F. (Ken) Small, director of WRUF (AM-FM), Gainesville, was named executive secretary of the Florida Association of Broadcasters and will assume his post June 15 at the group's Tampa convention.

Small will direct association activities from Gainesville, publishing a monthly bulletin and coordinating all activities of the State's radio and television stations.

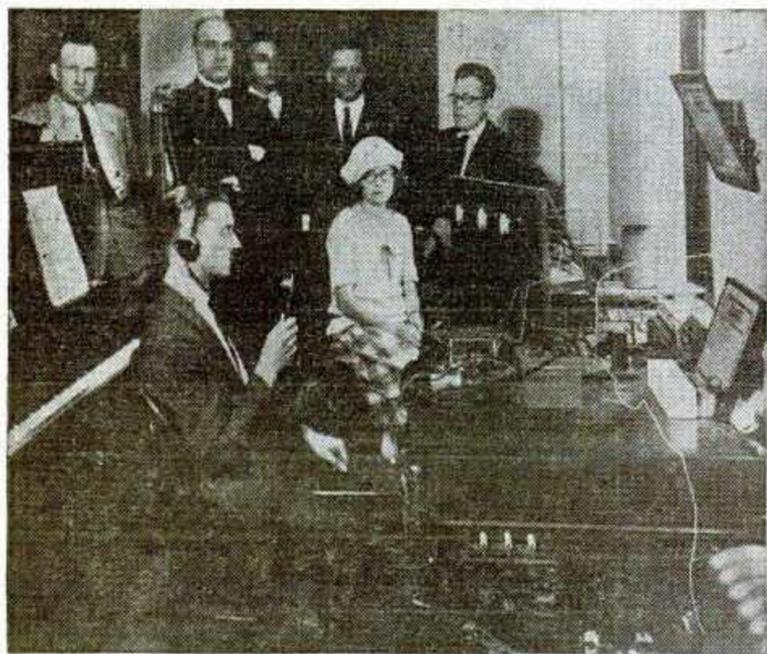
Chief speaker at the FAB con-

## RKO Billing Up 18%

NEW YORK — RKO General, Inc., the country's largest independent group of radio and television stations, showed an 18 per cent hike in radio billings for the first four months of 1962 over 1961. RKO has outlets in Detroit, Los Angeles, Memphis, New York, San Francisco, Washington and Boston.

clave will be Kenneth Cox, chief Broadcast Bureau, Federal Communications Commission.

## 40 Years Apart



THEN: WFBR's entire staff June 8, 1922 (then WEAR), going on the air as Baltimore's first radio station.



NOW: WFBR's staff 40 years later: Joe Knight, Ted Beinart, Dave Robinson, Dan Thompson, Bill Jaeger, Jack Welby, Harry Shriver, Lou Corbin and Mike James.

**BUSTIN' OUT ALL OVER!**

**WORK RICKY DEE**

**ON THE LABEL THAT GAVE YOU "I SOLD"**

New Orleans, Pittsburgh, Philadelphia, Cleveland, Charlotte, Miami, Chicago, Boston St. Louis & Los Angeles (—Many thanks to you great distributors!)

By JUNE BUNDY

**THE SILLY SEASON:** Summer—the season of wacky contests and zany deejay stunts—is almost here and disk jockeys and stations across the country are again readying a flock of off-beat attention-getting promotions. The stunts involve a multitude of tongue-in-cheek contests and unlikely props (including a baby buffalo and a team of oxen).

**CONTESTS:** One of the zaniest was conducted this month by the comedy deejay duo, Frain and Fortune, WRJZ, Newark, N. J. In a move to prove that radio audiences respond to tongue-in-cheek approaches, the team asked its listeners to enter a "Box Bottoms" contest. Dialers were asked to send in "any kind of bottom from any kind of box." The boys were swamped with entries, ranging from a strip of corrugated cardboard from the bottom of a box that once contained a bathroom fixture to the bottom of a box of corn-plasters.

Another off-beat contest was conducted last month by KHJ, Hollywood. The station asked its listeners "Is Robert Q. Lewis the world's worst disk jockey?" Prize was a free luncheon with Lewis' rival deejay Dick Whittinghill, KMPC, Hollywood. One entry was from Whittinghill who refused to have lunch with himself. Ads (taken by KHJ) listed Lewis' qualifications—"grouchy—cheery as a sticky doorknob, thinks Peppermint Twist is a nickel candy bar" and so forth. The last line of the ad (in very small print) redeemed Lewis' reputation. It contended that the star was the world's worst deejay, but "only because primarily he is a fine entertainer."

Station WLCY, "Fun Radio" outlet in Tampa, Fla., is currently asking dialers to "Be WLCY's monitor in Nassau." The station's "Top 50" survey sheet invites listeners to apply for the job. Copy reads: "Job applications (the nuttier the better) being accepted now." . . . Fred Fiske, WWDC, Washington, D. C., pulled considerable mail last month with his "My Aching Back Limerick Contest," whereby dialers vied for the jockey's service to mow their lawn. A free electric lawn trimmer and edger was thrown in.

The Washington, D. C., outlet also had fun with Mother's Day last month with a contest to select the "First Female Astronaut." Husbands were invited to nominate their wives for the honor. As a reason for the contest, WWDC cited the fact that no female astronauts were in training, which they deemed "unfair to women." Husbands who submitted the best arguments (as to why their fraus should be blasted off into space) won a flock of prizes, including free maid service for a week, and a season pass to ride the Satellite Jet at a local amusement park.

The Seattle World's Fair has inspired several deejay stunts in recent weeks. Frank "Sad" Sacks, KAYR, Apple Valley, Calif., attracted considerable newspaper space earlier this year when he accompanied Western actor Buck Brown on a trip to the fair in an ox-drawn covered wagon. The boys averaged 70 miles a day on their 21-day journey, which included many stop-overs for publicity stunts along the way. . . . Also cashing in on the World's Fair a few weeks ago were deejays Frosty Fowler and Bill Terry, KING, Seattle. With the "Ice Follies" in town as part of the Fair's entertainment program, the jocks staged a bowling match on ice during intermission one night.

Jockeys at WMID, Atlantic City, N. J., decided to "dress" up their record hops, so now the spinners wear formal attire when they emcee hops. It's all part of a promotional tie-up with the local Playboy Shop. . . . Station WCKR, Miami, conducted a "Sing Along" contest last month, whereby listeners were given an opportunity to finish a phrase of a well-known "Sing Along" song on the air in return for a full book of Triple S. Blue Stamps. If successful, the contestants then were given a try at identifying the outlet's "Mystery Tune." Dialer who successfully identified the "Mystery Tune" last month won stamp books worth a new automobile.

## PROGRAMMING PANEL

THE QUESTION

What is your opinion of programming "ping pong" or "steamboat" stereo records on Stereo-FM broadcasts? (Second series on this query.)

THE ANSWERS

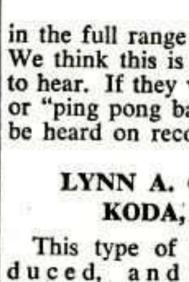
AL LEVITT  
KSFR, San Francisco

We are a concert music station and our only concern is to program real stereo. Most of today's gimmick records serve the good purpose of introducing the general public to "two-channel" sound. This however is not stereo with the accoustical subtleties and special effect so necessary for true stereo. In time the era of ping-pong will pass as better stereo machines are manufactured. Real stereo cannot be gimmicked.



GEORGE W. THORPE  
WVCG-FM, Coral Gables, Fla.

"Gimmick" records would be immature programming and in poor taste on our "good-music" station. Our music is designed to educate, to entertain, to satisfy a desire for fine music. We broadcast classical and semi-classical music in the full range of audible sound. We think this is what people want to hear. If they want "steamboats" or "ping pong balls," this can best be heard on records.



LYNN A. CHRISTIAN  
KODA, Houston

This type of recording is produced, and should primarily be played, for in-store demonstrations of stereo equipment. Yes, during this critical early stage of full-time FM Stereo programming, we schedule a noon-hour-long show of "stereo special effect records." We do this specifically to help our partners in this pioneering effort—the dealers—in selling Houstonians on this fantastic new sound.



## Albuquerque Station No Threat To ABC Radio Network, Says FCC

WASHINGTON—The ABC radio network will not suffer competitive damage if its New York flagship Station WABC goes on directional antenna, to accommodate a New Mexico outlet on the same frequency. So ruled an FCC hearing examiner last week. Over protests by American Broadcasting-

Paramount Theaters, Inc., the examiner granted request of Station KOB, Albuquerque, to operate full time on the same frequency as WABC by use of directional antenna to avoid night interference.

ABC Radio has 397 affiliates, more than either of the other networks. More stations have joined ABC over the past year, the examiner pointed out. ABC refused to give any financial data on network earnings, but a network spokesman testified during the FCC hearing that affiliates are clearing more program time for the network than ever before.

To examiner Ende this indicated a healthy condition which would not be seriously affected by a minor loss in coverage.

The Albuquerque station, owned by KSTP, Inc., lost its original clear-channel frequencies because of reallocations that have taken place under the terms of the North American Regional Broadcasting agreement, concluded more than 20 years ago.

In 1958, the FCC adopted a decision to allow KOB to operate on the same frequency as WABC in New York, both using directional antenna at night to prevent interference. WABC protested, went to court, and the case was remanded to the commission to determine whether the ABC network would suffer competitively from the curtailed coverage. ABC claimed that some other New York station should be assigned to share the frequency with KOB.

## Calif. AM Outlet Hits Air July 1

OROVILLE, Calif. — Station KA-OR, a new full-time AM outlet, is scheduled to start broadcasting here July 1.

Owner-manager James E. Walley said that programming will consist of "information programs and a basic middle-of-the-road music pattern." The new radio outlet will transmit on 1,340 kilocycles with 250 watts.

Walley is a veteran of some 20 years in the broadcasting field, most recently general manager of KAGR, Yuba City-Maryville, Calif.

Al Sumbler, another veteran and associated with radio since 1929, will be station manager. Sumbler was last with KXRX, San Jose, Calif., and his past experience includes posts in Manistee, Mich.; New York and Chicago.

Broadcast hours will be 5:15 a.m. to 11:15 p.m., Monday through Saturday, and 6:30 a.m. to 11:15 p.m. on Sundays. KA-OR's studios will be in the Oroville Inn, with transmission from Grand Avenue and 16th Street.

## YESTERYEAR'S HITS

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

### POP—5 Years Ago June 17, 1957

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

### POP—10 Years Ago June 14, 1952

1. Blue Tango, L. Anderson, Decca
2. Here in My Heart, A. Martino, BBS
3. Kiss of Fire, G. Gibbs, Mercury
4. Delicado, P. Faith-S. Freeman, Columbia
5. I'm Yours, E. Fisher-H. Winterhalter, RCA Victor
6. I'm Yours, D. Cornell, Coral
7. Guy Is a Guy, D. Day-P. Weston, Columbia
8. Wheel of Fortune, K. Starr, Capitol
9. I'll Walk Alone, D. Cornell, Coral
10. Kiss of Fire, T. Martin, RCA Victor

### RHYTHM & BLUES—5 Years Ago—June 17, 1957

- Searchin', Coasters, Alco  
School Day, C. Berry, Chess  
C. C. Rider, C. Willis, Atlantic  
All Shook Up, E. Presley, RCA Victor  
Valley of Tears, F. Domino, Imperial

- Come Go With Me, Del Vikings, Dot  
Little Darlin', Diamonds, Mercury  
Just Hold My Hand, C. McPhatter, Atlantic  
Over the Mountain, Johnnie & Joe, Chess  
Next Time You See Me, Little Jr. Parker, Duke

ORDER NOW FROM YOUR DISTRIBUTOR:

Send for  
Free DJ  
or Radio  
Station  
Copy!

Write:  
**HAROLD B. ROBINSON**

6600 N. Broad St.,  
Philadelphia 26, Pa.

Phone:  
Livingston 8-5010

- Albany  
DELTA  
Bob Denerl  
Atlanta  
DIXIE  
Howard Ball  
Baltimore  
GENERAL DISTRIBUTORS  
Henry Nathanson  
Boston  
DISC  
Jack Sager  
Buffalo  
BEST  
Joe Pinter  
Charlotte  
MANGOLD  
Cincinnati  
A & I  
Ike Klayman  
Cleveland  
M & S  
Dennis Gannin  
Chicago  
ALL-STATE  
Paul Glass

- Detroit  
AURORA  
Harvey Kahn  
Hartford  
TRINITY  
Ed Dannula  
Hawaii  
ERIC  
Earl Woelf  
Indianapolis  
WHIRLING  
Los Angeles  
BUCKEYE  
Russ Regan  
Memphis  
MUSIC SALES  
Miami  
TOPPS DISTR.  
Fred Morron  
Milwaukee  
JOHN O'BRIAN  
Minneapolis  
D & G  
Dick Gruenberg  
Nashville  
SOUTHERN  
Howard Allison

- Newark  
APEX-MARTIN  
Joe Martin  
New Orleans  
CENTRAL RECO  
Tony Ponitto  
New York  
BETA DISTRIBUTORS  
John Halonka  
Pittsburgh  
FENWAY  
Nick Cenzi  
Philadelphia  
SQL LAMPERT  
Phoenix  
SUNLAND  
Oswaldo Venzor  
San Francisco  
ACME SALES  
Olan Harrison  
Seattle  
C & C  
Stan Jaffe  
St. Louis  
RECORD MERCHANDISERS  
Skip Gorman • Al Chotin

# OUT

NEWTOWN  
#5001

and  
the

# EMBERS

MY HEART TO THE JUNKMAN"

# Reviews of New Singles

Continued from page 21

tempo. Side is an easy tempoed tune with fine solo work from tenor sax and other members of the group. (East-Bais, BMI) (2:25)

★★★★ You Got It—Smart drumming, and organ work, rolling drum figures set the pace for this infectious dance item. The group has an easy swing and side should pull on the teen front. (East-Bais, BMI) (2:05)

### THE McGUIRE SISTERS

★★★★ Goody Goody — CORAL 65551—Here's a side juke box ops will take to. The girls sing the oldie with a happy sound and the backing is in the Dixie groove. (DeSylva, Brown & Henderson, ASCAP) (2:02)

★★★★ I Love You Truly—The old tear-jerker is handled in soft style by the girls. Lush arrangement backs the lasses and the side is tailored to juke box ops with tavern routes. (2:30)

### KING CURTIS

★★★★ Beach Party — CAPITOL 4788—Torridd tenor sax blowing from Curtis here is nicely backed by a pulsing combo. Instrumental swings nicely in a medium groove. (Kilynn, BMI) (2:35)

★★★★ Turn 'Em On—Latin rock rhythm makes this an engaging disk. Besides King's top-flight tenor work side features some strong organ and guitar work. (Kilynn, BMI) (2:35)

### JACKIE WILSON

★★★★ I Just Can't Help It—BRUNSWICK 55229—A mighty smart side from the chanter. It's in the revival-gospel groove with the lad singing out on top of the backing and pulsing combo. (Pearl, BMI)

★★★★ My Tale of Woe—Slow-dramatic reading of a blues-influenced pop tune is a top-flight item for the lad on this side. Soulful harmonica backing and vocal chorus add class. (Merrimac, BMI)

### DANNY DAVIS

★★★★ Travellin' Trumpets—MGM 13077—A bright rhythm tune, highlighting a bank of trumpets over a persistent drum rhythm figure. It's actually done to a Twist rhythm and it could get plays. Davis at one time had a hit with "Trumpet Cha Cha" on another label. (Heatherfield, BMI) (1:46)

★★★★ Pots 'n' Pans—Basically a blues, this instrumental features the trumpet group against a rhythm set up by the banging of pots and pans. (Heatherfield, BMI) (1:55)

### ROBERT HOLLIDAY

★★★★ Ride the High Country—MGM 13078—Here's the title theme of the upcoming film. The song is done to a tango-styled beat by accordion and chorus and horns. Strong Western flavor here and it could catch on. (Miller, ASCAP) (2:31)

★★★★ Love Me Over and Over—From the film, "Ride the High Country" comes this pleasant Westernish theme, played by the ork and chorus against a persistent rhythm effect. Accordion is also featured in lead spots. Pretty wax. (Miller, ASCAP) (2:30)

### CHRIS MONTEZ

★★★★ Let's Dance—MONOGRAM 505—A swinging Twist item, turned in a

good rockin' fashion by the chanter with a bright organ and rhythm backing. Dancers may Like this one. (Rondell-Sherman-DeVorzon, BMI) (2:15)

★★★★ You're the One—(Rondell-Sherman-DeVorzon, BMI) (2:03)

### BUD SPUDD AND SPROUTS

★★★★ The Mash—EM 1001—An infectious beat with appropriate calls make this item a strong teen dance side. The instrumental features strong guitar and tenor sax work. It's reportedly getting some action in Phoenix. (Renda, BMI)

★★★★ Slow Jam—(Renda, BMI)

### JERRY SAVOY

★★★★ All That Really Matters—ENTERPRISE 103 — An interesting rocker by Savoy, who has something of the Johnny Cash country sound. A fem chorus assists well and there are high trumpet breaks which give it a new quality. Good wax with a chance. (Garpax, BMI) (2:32)

★★★★ With You—(Garpax-Russell, BMI) (2:29)

### CATHY CARR

★★★★ Ivory Tower—LAURIE 3133—The gal does a fine job in this re-recording of her big hit. The side has warmth and spaciousness and jocks will find a place for it in shows. Backing is by strings and vocal chorus. (Melrose, ASCAP) (2:30)

★★★★ Should I Believe in Him—(R.F.D., ASCAP) (2:26)

### SHANE

★★★★ 'Th I Found You—UNITY 2112—A sweet ballad is sung with conviction by the boy here. The material is striking as is the arrangement which features strings as a lush backdrop for the lad's voice. (Longbow, BMI) (2:35)

★★★★ On a Night Like This—(Longbow, BMI) (2:19)

### EDDIE PACE

★★★★ Faithful to You — ENTERPRISE 101—Another message about the lad's love for his gal. It's done in happy, upbeat fashion with a girls' chorus also featured. Nice arrangement, too. A Gary Paxton production. (Garpax, BMI) (2:16)

★★★★ The U-T Itch—(Russell, BMI) (2:13)

### THUMBS CARLYLE AND GINNY O'BOYLE

★★★★ Now That You're Leavin' Me—EPIC 9517—Ginny O'Boyle and singer-guitarist Thumbs Carlyle bow on the label with an interesting reading of a bluegrass-styled item that could get some country-pop action. Pair are discovery of Les Paul and Mary Ford. (Iris-Trojan, BMI) (2:42)

★★★★ Indian Girl, Indian Boy—(Iris-Trojan, BMI) (2:25)

### THE CLASSMATES

★★★★ Graduation — RADAR 2624 — A new seasonal tome on the graduation kick. Full of the typical deeply emotional thoughts centering on this idea. Theme of "Pomp and Circumstance" is also worked in. Boys give it a good go and it's worth watching. (Jamac, BMI)

★★★ Teen-Age Twister (She's My Twistin' Date)—(New Frontier, BMI)

### THE SOUTHCOASTERS

★★★★ Black Gold—ALL BOY—This intriguing side, originally issued on a local Houston label, has been taken over by the London group. It features an interesting reading of a folk-styled tune which the group sells in moving fashion. Watch this one. Group is in the Kingston Trio tradition. (Grand Prize, BMI) (2:26)

★★★★ Hurricane—(Longhorn, BMI) (2:35)

### ADD TO POP FOUR STAR THE DELACARDOS

★★★★ Love Is the Greatest Thing—SHELL 311 — Group sells a moving and often dirge-like ballad with much warmth backed simply and quietly by the group. It's a side that builds all the way. Watch this. (Saxon, BMI) (2:37)

★★★★ Girl-Girl—(Saxon, BMI) (1:58)

## ★★★ MODERATE SALES POTENTIAL

### BOBBY WILDE

★★★★ Summer School (Kramer-Whitney, ASCAP) (2:27)—★★★★ To Thine Own Self Be True (Kramer-Whitney, ASCAP) (2:54). SOUTHSIDE 1005

### FRED ASTAIRE

★★★★ The Notorious Landlady (Columbia, ASCAP) (2:35)—★★★★ The Martini (Wolf-Mills, ASCAP) (1:49). CHOREO 104

### ANTHONY NEWLEY

★★★★ Letters to My Love (Essex, ASCAP) (2:38)—★★★★ Deep River (Burlington, ASCAP) (2:05). LONDON 9531

### ARNE LAMBERTH

★★★★ Quarter to Three Waltz (Rock Masters, BMI) (2:20)—★★★★ New Orleans Waltz (Rock Masters, BMI) (2:57). SPOR 3301

### THE VALENTINOS

★★★★ Lookin' for Love (Kags, BMI) (2:28)—★★★★ Somewhere There's a Girl (Kags, BMI) (2:15). SAR 132

### MANNY LOIACONO

★★★★ Granada—★★★★ Vesti La Giubba CAPRI 1025

### THE ELIGIBLES

★★★★ Come Back Music (Bel-Air, ASCAP) (3:32)—★★★★ That Carmen Twist (La Casa Del Zorro, BMI) (2:14). MERCURY 71000

### DALE HAWKINS

★★★★ Woman—That's What's Happening! (Tree, BMI) (2:15)—★★★★ With a Feeling (Tree, BMI) (2:36). ATLANTIC 2150

### JAY WALKER AND THE PEDESTRIANS

★★★★ Hey Now (Pacemaker, BMI) (1:58) — ★★★★★ Never Happen (Pacemaker, BMI) (2:14). AMY 848

### PRENTICE MORELAND

★★★★ Chubby Ain't Chubby No More (Four-Star, BMI) (1:59)—★★★★ You Are My Sunshine (Peer, Int'l., BMI) (2:32). CHALLENGE 9154

### EL PAULING AND ROYAL ABBIT

★★★★ Send Me Somebody (Lois, BMI) (3:00)—★★★★ Come On Let's Have a Good Time (Lois, BMI) (2:26). FEDERAL 12464

### THE ROTATORS

★★★★ Double Exposure (Part I): Five Foot Two, Eyes of Blue; Please Don't Talk About Me When I'm Gone (Leo Feist-Remick, ASCAP) (2:25) — ★★★★★ Double Exposure (Part II): Oh You Beautiful Doll; I Had a Dream Dear (Remick, ASCAP-Studio, BMI) (2:40). FELSTED 8632

# BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330		7
2	2	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217		14
3	3	SECOND HAND LOVE, Connie Francis, MGM 13074		6
4	7	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273		6
5	6	FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 4368 (Extended Play)		6
6	11	AL DI LA', Emilio Pericoll, Warner Bros. 5259		5
7	9	SNAP YOUR FINGERS, Joe Henderson, Todd 1072		5
8	4	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379		10
9	8	TEACH ME TONIGHT, George Maharis, Epic 9504		9
10	5	OLD RIVERS, Walter Brennan, Liberty 55436		11
11	19	WOLVERTON MOUNTAIN, Claude King, Columbia 42352		4
12	17	HAVING A PARTY, Sam Cooke, RCA Victor 8036		4
13	16	THEME FROM BEN CASEY, Valjean, Carlton 573		5
14	12	LEMON TREE, Peter, Paul and Mary, Warner Bros. 5274		7
15	20	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075		3
16	18	HOW IS JULIE! Lettermen, Capitol 4746		6
17	—	WHERE ARE YOU! Dinah Washington, Roulette 4424		5
18	10	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371		11
19	15	CATERINA, Perry Como, RCA Victor 8004		12
20	—	JOHNNY LOVES ME, Shelley Fabares, Colpix 636		2

DICK BUSCHER AND THE CLICHES  
★★★★ Love, Love, Love (2:42)—★★★★ I Wonder Why (2:34). CUCA 1077

EDDIE CLEARWATER  
★★★★ Hey Bernadine (Soul, BMI) (2:30) —★★★★ A Real Good Time (Soul, BMI) (2:20). FEDERAL 12463

LLOYD NOLEN  
★★★★ Fun Fun (Frederick-Lois, BMI) (2:10)—★★★★ What's Happening in Here (Frederick-Lois, BMI) (2:40). KING 5651

LALE ANDERSON  
★★★★ Jonny (2:35)—★★★★ The Fisherman From Langeoog (2:21). KING 5649

PETE AND ERNIE  
★★★★ I Hear a Voice (Pandora, BMI) (2:40) — ★★★★★ The Hunch (Pandora, BMI) (2:08). KING 5640

THE NITE CAPS  
★★★★ Jimmy's Theme (Ralph's, BMI) (3:13) — ★★★★★ Wildcat (Ralph's, BMI) (2:04). BRYTE 307

THE NEW DYNAMICS  
★★★★ Come, Go With Me (3:02)—★★★★

Money, Money (Walden, ASCAP) (3:37). CUCA 1081

VICK MARTINSON AND THE THREE BEARS  
★★★★ So Lonely Tonight (James E. Kirchstern, BMI) (2:04)—★★★★ Boo On You (James E. Kirchstern, BMI) (2:56). CUCA 1083

GINO WASHINGTON  
★★★★ I'm a Coward (Brian Bert, BMI) (2:20)—★★★★ Puppet on a String. (Brian Bert, BMI) (2:00). CORREC-TONE 503

ROSCOE SHELTON  
★★★★ Yesterday's Mistakes (Shapiro-Bernstein, ASCAP) — ★★★★★ Time and Distance (Shapiro - Bernstein, ASCAP). VALDOT 7001

GENE ALLISON  
★★★★ Stay a Little Longer (Herb Hunt, BMI) — ★★★★★ Midway (Ashna, BMI) (2:02). VALDOT 7000

THE PYRAMIDS  
★★★★ I'm the Playboy (Brian Bert, BMI) (2:40)—★★★★ Cryin' (Brian Bert, BMI) (2:35). SON BERT 82861

JAMES VELVET  
★★★★ Bouquet of Flowers (Briant Bert, BMI) (2:24)—★★★★ When I Need You (Brian Bert, BMI) (2:14). CORREC-TONE 502

THE TWILIGHTS  
★★★★ Running Loose (Page, BMI) (2:25) — ★★★★★ Running Loose (Page, BMI) (2:57). PAGE 504

LEROY GILBERTSON  
★★★★ Russian Rumble (James E. Kirchstern, BMI) (2:29)—★★★★ Anniversary Song (2:18). CUCA 1082

EUGENE AND THE CYCLONES  
★★★★ Thunderbird Twist (Ralph's, BMI) (2:20)—★★★★ Don't Let These Things Happen (To You) (Ralph's, BMI) (3:30). Bryte 308

JACK NELSON  
★★★★ Playing With Love (Thalia, BMI) (2:05)—★★★★ If I Had Really Known You (Thalia, BMI) (2:15). DUMAS 1204

BOBBY LILE  
★★★★ Walkin' With My Blues (Sage & Sand, SESAC) (2:35) — ★★★★★ Positive Thinking (Sage & Sand, SESAC) (1:55). SAND 354

MARK MURPHY  
★★★★ Love (Feist, ASCAP) (2:39)—★★★★ Come and Get Me (Jazz Standard, BMI) (2:49). RIVERSIDE 4519

BIG BUDDY LUCAS  
★★★★ True Love Will Come Home (Pokvan, BMI) (1:57)—★★★★ Packin' My

(Continued on page 32)

# "MR. HOBBS' THEME"

On 20th-FOX Record #304

Written by . . .

## HENRY MANCINI

orchestra conducted by **SONNY LESTER**

Hit theme from the 20th Century-Fox film, "MR. HOBBS TAKES A VACATION." A Jerry Wald Production, starring James Stewart and Maureen O'Hara.

**20th FOX** Record Corp. 1721 Broadway, New York 19, N.Y.

## WATCH FOR

"SIBERIAN SUNSET"  
b/w  
"OPHELIA"  
by Carl Lerfman  
FOX 305

"IT HAPPENED IN ATHENS"  
From the 20th Century-Fox Film  
b/w  
"LIGHTS OF PARIS"  
by Eileen Wilson  
FOX 306

"FIVE WEEKS IN A BALLOON"  
From the 20th Century-Fox Film  
b/w  
"KING JAMES TWIST"  
by Alan Cooper  
FOX 307

# 3 BIG REASONS WHY THE NEW EVEREST is HOT!

1

JUST SIGNED\*

## PEPPINO Di CAPRI *ITALY'S HOTTEST ARTIST* (His Records Have Sold In The Millions)

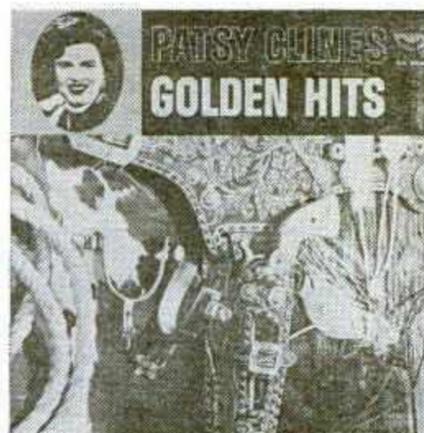
WATCH FOR HIS NEW RELEASE!

2



Gloria Lynne  
At Basin Street  
East

5137/1137



Patsy Cline's  
Golden  
Hits

5200/1200

3

### GLORIA LYNNE

"I Know Love"  
b/w  
"It Just Happened  
To Me"

#20008

### KETTY LESTER

"Queen For A Day"  
b/w  
"I Said Goodbye To My Love"

#20007

### PATSY CLINE

"I Can't Forget"  
b/w  
"I Don't Wanta"

#20005

\* And many more New, Exciting Artists to follow

1st in 35MM Recordings

Eastern Office  
Suite 1 E, 101 W. 55th St., N. Y. 19, N. Y.  
CI 5-8247  
Charles Hasin, National Sales Mgr.

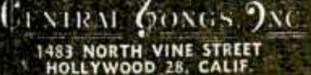
**EVEREST RECORDS**

Main Office  
8373 Melrose Ave., L. A. 69, Calif.  
OL 2-2230  
Lou Seltzer, West Coast Sales Mgr.

BERNARD SOLOMON, Pres.  
Harvey Goldstein, Assist. to the Pres.

THE SMASH VERSION  
**"BABY ELEPHANT WALK"**  
 THE MINIATURE MEN  
 Dolton #57  


**"LISA"**  
 FERRANTE & TEICHER  
 UA 470  
  
 729 SEVENTH AVE. • NEW YORK 19, N.Y.

Rose Maddox  
 "Let's Pretend We're Strangers"  
 b/w  
 "Take Me Back Again"  
 Capitol 4771  
  
 1483 NORTH VINE STREET  
 HOLLYWOOD 28, CALIF.  
 NO. 9-2239

This one's a BLOCKBUSTER!!!  
**"LOOKIN' FOR A LOVE"**  
 #132  
 by THE VALENTINOS  
 SAR RECORDS, Inc.  
 6425 Hollywood Blvd.,  
 Hollywood 28, Calif.

● **Reviews of New Singles**

● Continued from page 26

Grip (Pokvan, BMI) (1:35). PIONEERS 1760

ALLAN COLLAY  
 ★★ Take Your Time (Tune-Kel, BMI) (2:25) — ★★ Not Old Enough (Tune-Kel, BMI) (2:16). INSTANT 3248

SONNY MARTIN  
 ★★ As Long As You're Near (Stacata, BMI) (2:40) — ★★ Boy Child (Marks, BMI) (2:19). PHILIPS 40026

JACK BAILEY  
 ★★ Tiger Lil (Merry-Go-Round, BMI) (2:07) — ★★ Your Magic Touch (Merry-Go-Round, BMI) (2:11). FORD 113

STEVE CLAYTON  
 ★★ Let's Tell Them Now (Recherche, ASCAP) (2:35) — ★★ They Say in Time (Recherche, ASCAP) (2:31). RIVERSIDE 4521

DAVID THORNE  
 ★★ If You Should Ever Need Me (Burke-DeSylva, Brown & Henderson, ASCAP) (3:00) — ★★ I'll Be There (Metorion, BMI) (2:27). RIVERSIDE 4520

LOUIS JORDAN  
 ★★ You're My Mule (Merimac, BMI) (2:34) — ★★ Texarcana Twist (Park Mano-Tangerine, BMI) (1:51). TANGERINE 924

BENNY SIGLER  
 ★★ Oh Wind (Mured, BMI) (2:03) — ★★ Gich-Chee Gich-Chee Gich-Chee Goo (Mured, BMI) (2:35). BAMBOO 521

THE DELL KINGS  
 ★★ The Big Mistake (TNT, BMI) (2:15) — ★★ Just Remember (Glad, BMI) (2:45). RENCO 3002

BILLY CATE  
 ★★ If You Only Knew (Deloney, BMI) (2:25) — ★★ Talk to Me Baby (Deloney, BMI) (1:45). JUDY 1002

SUSAN LYNNE  
 ★★ I'll Always Be in Love With You (Shapiro-Bernstein, ASCAP) (2:26) — ★★

Even Though (Aldon, BMI) (2:30). DUEL 514

RED SIMPSON  
 ★★ Big Bank Robbery, Parts 1 & 2 (Kavellin-Owen, BMI) (2:35, 2:30). LUTE 6201

GAY JAMISON  
 ★★ Let the Rest of the World Go By (Witmark, ASCAP) (2:10) — ★★ Could It Be Me (O-Gee, ASCAP) (2:15). O-GEE 693

THE CORONA KIDS  
 ★★ The Big Ship Sails on the Alley-Alley-O (Words & Music, ASCAP) (2:03) — ★★ Nid-Nid-Noddlin' (Feldman, BIEM) (1:49). PHILIPS 40037

CARL KENT  
 ★★ The Orbit of Love (Peer, BMI) (2:20) — ★★ You're You (Peer, BMI) (2:31). CLAY 100

ROBERT BURNIE  
 ★★ My Twistin' Mexicali Baby (Alki, BMI) (2:00) — ★★ Come Just a Little Bit Closer to Me (Alki, BMI) (2:05). PHARAOH 102

JAMES BRADLEY  
 ★★ The Igloo (DeLoney, BMI) (1:45) — ★★ You're Just a Heartache (DeLoney, BMI) (2:20). JUDY 003

ROCKY BROWN  
 ★★ Den of Love (Moonlake, BMI) (2:25) — ★★ Why? (Moonlake, BMI) (2:15). MELRON 5001

THE COQUETTES  
 ★★ Adonis (Our Hearts at the Beach) (Bernart-Dietz-Fanwood, BMI) (2:00)

KRIS ARDEN  
 ★★ No Love (Fanwood, BMI) (2:58). JAC-LYNN 101

MEL WINTERS  
 ★★ Prayer for Laughing Boy (Joan Peters, BMI) — ★★ The Boy Next Door (Feist, ASCAP). JOAN 6236

JIMMY ROSELLI  
 ★★ I'm Gonna Sit Right Down and Write Myself a Letter (DeSylva, Brown & Henderson, ASCAP) (2:23) — ★★ I Love You (Leo Feist, ASCAP) (2:22). AD LIB 0285

★ ★ ★ ★ **STRONG SALES POTENTIAL**

**POLKA**

THE THREE NATURALS  
 ★★ Village Tavern Polka—CUCA 1085  
 —A bright polka effort featuring a chattering tuba, accordion and excited shouts from the ensemble. A good box item in the properly oriented spots. (Hansen) (2:00)

★ ★ ★ ★ Oo-La-La Polka—The band again has a happy sound here with the side also featuring a vocal by Harley Uttech. Two good juke sides. (2:32)

**JAZZ**

THE THREE SOUNDS  
 ★★ Now's the Time—BLUE NOTE 1826—The Sounds trio are consistent performers that have a strong melodic and rhythmic approach. This version of the Charlie Parker tune should get lots of jazz radio and juke box play. (Savoy)

★ ★ ★ ★ Just Squeeze Me—Soft easy reading of the Ellington standard makes this a potent jazz offering. The side features pian-

ist Gene Harris and bassist Andrew Simpkins and solid beat from drummer Bill Dowdy. Excellent jazz side that should appeal to those who like Ahmad Jamal. (Robbins)

THE VICTOR FELDMAN QUARTET  
 ★★ A Taste of Honey—INFINITY 020—Teamwork between the pianist Feldman and tenor saxist Colette make interesting contrasts in this reading of the theme from the show. The tune is handled in biting fashion at a medium-three-quarter tempo. (Songfest, ASCAP) (3:04)

★ ★ ★ ★ Valerie—Vic Feldman is on piano here and he has a hard-hitting item that's done in an afro-jazz groove with strong tenor sax work. Buddy Colette is on tenor sax. (Robin Hood, BMI) (2:32)

EDDIE LOCKJAW DAVIS AND JOHNNY GRIFFIN  
 ★★ Oh Gee!—JAZZLAND 45717—The two-tenor sax team has a pulsing swinger here. Side is from the team's "Blues Up and Down" LP and should score well with jazz jocks and in r.&b. type juke boxes. (Rigmor, BMI) (3:51)

★ ★ ★ ★ Camp Meeting—This side features the two tenors wailing in a fast three-quarter time blues tempo. Strong solos by both saxists and powerful rhythm make it go. (Jazz Standard, BMI) (4:14)

DEXTER GORDON  
 ★★ Ernie's Tune—BLUE NOTE 1829—Delightful soft tenor sax blowing from the jazz vet. The tune is a Gordon original and a distinctive ballad. The disk is from Gordon's latest LP. (Stacey)

★ ★ ★ ★ Modal Mood—Jazz jockeys should go for this track from the artist's latest LP. The tune shows off Dexter's fast fingering technique and adaptability to the latest modern jazz advances. Strong rhythm section is also an asset in support. (Groove, BMI)

FRED JACKSON  
 ★★ Hootin' and Tootin'—BLUE NOTE 1842—This side swings right along on some fine tenor sax work. The disk is patterned for jazz juke boxes and with fine organ work and strong supporting rhythm section could get a fistful of plays. (Grooves, BMI) (4:30)

★ ★ ★ Dippin' in the Bag—(Groove, BMI) (4:55)

**COUNTRY & WESTERN**

CHARLIE WALKER  
 ★★ Life Goes On—COLUMBIA 42454—A pleasant country weeper receives an appropriately tender reading by Walker over traditional backing by the band. A side that could sell in the market. (Pamper, BMI) (2:55)

★ ★ ★ ★ I Only Mean to Borrow, Not Steal—The chanter has a strong hunk of material here and he handles it warmly as he tells of his love for someone else's girl. (Surfire, BMI) (2:45)

COWBOY COPAS  
 ★★ Table in the Corner—STARDAY 595—A soulful ballad is sung with emotion by Copas. It's another one of those "we're not free" type of lyrics. Side has strong country appeal with a chance to go pop. (Starday-Window, BMI) (2:46)

★ ★ ★ ★ Sold the Farm—A fast, jumping side that's in an "Alabama" groove. Side steps right along in fast fashion on a strong vocal by the lad. Country backing is top-flight. (Four Star, BMI) (2:24)

ARTHUR (GUITAR BOOGIE) SMITH  
 ★★ Foolish Questions—Silly Answers—STARDAY 590—This is in the label's Jukebox Hall of Fame Series, featuring Arthur (Guitar Boogie) Smith. He tells the pointed story with style over good backing. (Starday, BMI) (2:24)

★ ★ ★ ★ Heartaches—Fine version of the well-known evergreen could grab a lot of juke action. It spotlights strong chorus work and Smith's guitar work. (Leeds, ASCAP) (2:04)

**SPIRITUAL**

THE STAPLE SINGERS  
 ★★ Gloryland—RIVERSIDE 4518—A beautifully rendered slow gospel chant. The gal lead is most moving here with her treatment of the message. Good support from the group, too. This can sell. (Pincus, ASCAP) (3:05)

★ ★ ★ ★ Hammer and Nails—A more rhythmic, upbeat side, but again, full of message. Lead gal and the group are again in superior form. (Arch, ASCAP) (2:29)

BROTHER JOE MAY  
 ★★ Take a Poor Servant Home—NASHBORO 725—Here's a fine performance from Brother Joe May on a meaningful gospel effort aided by strong rhythm support. May handles this tune with forcefulness and excitement. Strong wax. (Excellorec, BMI) (2:39)

★ ★ ★ ★ Walk On and Talk On—This is in the Jubilee groove but it has an unusual

lyric and a first-rate performance by May. Flip is stronger. (Excellorec, BMI) (2:47)

DIXIE NIGHTINGALES  
 ★★ My Destiny—NASHBORO 728—A heavenly home is my destination, sings the lead on this melodic gospel tune, which features an unusual rhythm and strong performances by all. (Excellorec, BMI) (2:35)

★ ★ ★ Now I Lay Me Down to Sleep—(Excellorec, BMI) (2:26)

**ANGELIC GOSPEL**

★ ★ ★ Be Sure! He'll Take Care—NASHBORO 726—The group turns in a spirited reading of a listenable gospel effort which they sing with sincerity. Good wax for the spiritual market. (Excellorec, BMI) (2:53)

★ ★ He Never Left Me Alone—Excellorec, BMI (2:44)

**TRAVELING KINGS**

★ ★ ★ So Soon! I'll Be at Home—NASHBORO 727—Bright Jubilee spiritual receives a warm performance from the boys sparked by a powerful lead who infuses the tune with much feeling. This one should do well in the market. (Excellorec, BMI) (2:38)

★ ★ Sing On—(Excellorec, BMI) (2:48)

**COUNTRY & WESTERN**

BOB WHITE  
 ★★ Heart of a Clown (Hill & Range, BMI) (2:47) — ★★ Kangaroo (Rawson, BMI) (2:14). REECE-RAWSON 1005

EARL WRIGHT  
 ★★ Married Man Blues (Franz Schubert, ASCAP) (2:25) — ★★ You Don't Know It (Franz Schubert, ASCAP) (2:10) CUTT RITE 100

LARRY NOLEN  
 ★★ My Real Love (TNT, BMI) (2:18) — ★★ Part Time Man (Brazos Valley, BMI) (2:30). RENNER 223

HOYT HENRY  
 ★★ This Time the Tables Are Turned (Janell-Garpax, BMI) (2:43) — ★★ Heartaches in Disguise (Janell-Garpax, BMI) (1:48). CASCADE 123

DEE MULLINS  
 ★★ Prison Grey (Buna, BMI) — ★★ Back Where I Began (Heart of the Hills-Cajun, BMI). MERRI 3004

HYLO BROWN  
 ★★ Take a Look (Starday, BMI) (2:11) — ★★ Rose of Love (Starday, BMI) (2:08). STARDAY 593

THE WILLIS BROS.  
 ★★ Honey, Do You Love Your Man? (Starday, BMI) (2:22) — ★★ Sally's Bangs (Starday, BMI) (2:38). STARDAY 592

RAMONA JONES  
 ★★ Fiddler Joe (Starday, BMI) (2:30) — ★★ Don't Sell Daddy Anymore Whiskey (Mills, ASCAP) (2:44). STARDAY 589

DENVER BILL  
 ★★ My Bird Dog (Process, BMI) — ★★ The Nest That Is West of the Rockies (Process, BMI). PROCESS 105

GALEN ARRINGTON  
 ★★ Smilin' Gun Fighter (Crown King, BMI) (2:30) — ★★ If I Stay Around (Crown King, BMI) (2:00). EL DORADO 45

PAUL REVNER  
 ★★ The Palm in My Heart (Lode, BMI) (2:17) — ★★ Oh My Love (Lode, BMI) (2:20). MILESTONE 2011

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

**SPIRITUAL**

THE PATTERSON SINGERS  
 ★★ I'm on My Way (Stebrita, BMI) (3:30) — ★★ God of Our Fathers (2:50). FEDERAL 12467

THE KELLEY BROS.  
 ★★ I Still Remember (Sonlo, BMI) (2:20) — ★★ I'll Be Standing at the Station When Jesus Comes (Sonlo, BMI) (2:20). FEDERAL 12465

**CALYPSO**

RICHE DELAMORE  
 ★★ Limbo (Carib - Shurland, BMI) (2:47) — ★★ Junkanoo in Nassau (Carib-Alleyne, BMI) (2:55). CARIB 1003

LITTLE SPARROW  
 ★★ Garret Bounce (Carib-Shurland, BMI) (2:45) — ★★ These Are the Times (Carib-Shurland, BMI) (2:58). CARIB 1004

RICHE DELAMORE  
 ★★ Monkey Song (Carib - Shurland, BMI) (3:02) — ★★ Big Bamboo (Carib-Shurland, BMI) (2:59). CARIB 1002

JAZZ THREE STAR  
 ★★ March of the Siamese Children (Williamson, ASCAP) (2:47) — ★★ Long Night (Jazz Standard, BMI) (4:38). JAZZ-LAND 45716

**SPIRITUAL**

THE SILVER BELL SINGERS  
 ★★ Where Was Moses? (Horton, BMI) — ★★ Buckle Up My Shoes (Horton, BMI). NATIONAL 3514

(Continued on page 37)

GUY MITCHELL'S  
 GOT A BIG HIT!  
**CHARLIE'S SHOES**  
 Joy 264  
  
 1619 B'way, N.Y. 19, N.Y.

Attention, Record Manufacturers  
**"COME FLY WITH ME"**  
**"HELLER VISITS YORK, PENNA."**  
 12 A.M. Thursday, May 17, Bob Heller visited with Disk Jockey Ed Cole of Radio Station WSBA, York, Pa.  
**BOB HELLER DIST. CO.**  
 "Flying Record Promotions"  
 665 N. Broad St., Phila 23, Pa.  
 PO 5-1010 PO 5-1252

**DON'T FORGET:**

**THE PRUNE**  
 b/w  
**LOOK-OUT**  
 (#JC-725)

**TENDERLOIN**  
 b/w  
**DREAM THEME**  
 (#JC-745)

★ Station Picks in Many Major Cities  
 ★ Great Air Play  
 ★ Tremendous Sales  
 ★ Chart Rating to 14th Place

By **ARNIE and His SOUL BROTHERS**

**NEW!**

**GREAT DJ REACTION**

**LITTLE MATCHMAKER**  
 b/w  
**I Cry Myself To Sleep**  
 (#JC-910)

**THE VOICE OF JOYCE LOVE**

**MOVING WAY UP!**

★ PICKS ★ CHARTS  
 ★ HUGE SALES EVERYWHERE

**TWISTEREE**  
 b/w  
**SCRAPBOOK TWIST**  
 (#JC-625)

**JUDY JAE and the MOONGLOWS**

**JACOB-CARLE RECORDS**  
 Suite 902, 20 E. Jackson  
 Chicago 4, Illinois

# JERRY BUTLER

**Does It Again!**

---

# MAKE IT EASY ON YOURSELF

Arranged by Bert Bachrach. Written by Hal David & Bert Bachrach. Published by Famous Music (ASCAP)

---



**VeeJay # 451**



**RECORDS**

1449 S. MICHIGAN AVE., CHICAGO 5, ILL.

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



The Nation's Next Number 1 Record!  
**YOU'LL LOSE A GOOD THING**  
BARBARA LYNNE  
Jamie #1220

**GUYDEN**  
RECORDS 1330 W. Girard Ave. Phila. 22, Pa. CE 2-3333

Instrumental Lulu!  
**"I CAN'T STOP LOVING YOU"**  
GENE AMMONS  
Argo #5417

Brand New Single!  
JOEY DEE and the Starlites  
**'EVERYTIME'**  
PART I R-4431  
ROULETTE RECORDS  
1631 BROADWAY N.Y.C., N.Y.

**ONE-STOP RECORD SERVICE**  
Complete line of Spirituals, R & B and Catalog Merchandise.  
Write to be placed on our national mailing list.  
We ship anywhere C.O.D.  
**BARNEY'S ONE-STOP**  
1144 S. Kedzie Ave., Chicago 12, Ill. Phone: NE 8-9053

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

more will LIVE  
the more you GIVE  
**HEART FUND**



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

Strongest sales potential of all albums reviewed this week.

Continued from page 20

**Classical**

**RIGOLETTO**  
MacNeil, Sutherland, Cioni, Siepi, Corena Malagu. London OSA 1332 (S)—Artists of the most sterling character have been involved in full length recordings of this Verdi opus, but a new packaging, bearing the name of the soprano darling of the moment, Joan Sutherland, is virtually certain to cause major excitement. Cornel MacNeil, Cesare Siepi and Renato Cioni are heard to advantage, but Miss Sutherland's meritorious performance is the one the buyers will seek. Informative notes and photos and a libretto are contained in an accompanying booklet.

**BACH: THE ART OF THE FUGUE, VOL. 1**

Glenn Gould, organ. Columbia MS 6338 (S) ML 5738 (M)—A startling sale was racked up a few semesters back by Gould's recording of Bach's "Goldberg Variations." This disk has a good chance to duplicate that success, as the young Canadian pianist turns to the organ for the first volume of Bach's last work and turns up with an exciting performance in which stereo clarifies the interwoven themes as in no competing version. This is the most interesting of Gould's several recent releases.

**Jazz**

**JUST JUG**  
Gene Ammons. Argo LP 698—Most consistently fine jazz blowing from tenor saxist Ammons on this album. Jug (that's his nickname) cooks with organist Eddie Buster and drummer Gerald Donavan on the set, blowing a wide range of standards and blues on eight tracks. This is top-flight stuff, recorded live, and filled with the musical sound of the Ammons horn. "Please Send Me Someone to Love," "Foot Tappin'" and "P.M.-A.M." are three of the better tracks.

**Semi-Classical**

**PATIENCE**  
The D'Oyly Carte Opera Company. London OSA 1217 (S)—This is another in the label's complete versions (dialog as well as music) of Gilbert and Sullivan operettas. It is a first-rate rendering of one of G.&S.'s loveliest works and though played a bit archly here and there, it is sure to appeal to all Savoyards. John Reed makes a good Bunthorne, and Kenneth Sanford, Mary Sansom and Gillian Knight show off some fine vocal work. Orchestra under the direction of Isidore Godfrey is excellent. A strong album that should have steady sales.

**Country**

**SOME OF MY FAVORITES**  
Ferlin Husky. Capitol T 1720 (M); ST 1720 (S)—Ferlin Husky, a big artist in the country world, turns very much in the pop direction here, with a neat selection of tunes, many of which are from the tin pan alley tradition. Working with the pleasant harmony support of his sidekicks, Kitty and Smiley Wilson, he offers "The Waltz You Saved for Me," "My Adobe Hacienda," "Sentimental Journey" and a recent country hit, "I Fall to Pieces." Nice, satisfying wax.

**THE GREAT ONES!**

Various Artists. Capitol T 1718 (M); ST 1718 (S)—This album looks like a smash for country fans. Included are such outstanding sides as "Hello Walls," by Faron Young; "Loose Talk," by Buck Owens and Rose Maddox; "He'll Have to Stay," by Jeanne Black; "I Dreamed of a Hill-Billy Heaven," with Tex Ritter; "Foolin' Around," by Buck Owens, and "Oklahoma Hills," by Hank Thompson. A potent collection.

**DEAR HEARTS AND GENTLE PEOPLE**

Red Foley. Decca DL 4290 (M); DL 74290 (S)—The great Foley baritone pipes are in fine form on this collection of tunes. Some are familiar, like "Lucky Old Sun," "Dear Hearts and Gentle People," etc., but they're all down-to-earth and from the heart. Some are full of philosophy, with spoken recitations, but whatever, they're sincerely sung and they've got a message. Foley fans will love them all.

**PORTER WAGONER AND SKEETER DAVIS SING DUETS**

RCA Victor LPM 2529 (M); LSP 2529 (S)—Two impressive young country artists team up for vocal duets on this album. Their singing is first-rate and sure to score with country buyers. The backings on the 12-track set are in a comfortable country groove with the addition of a string section, and each track is a satisfying listening experience. The two are great on most all tracks but "Rock-a-Bye Boogie," "Above and Beyond," "Heaven Help Me" and "Gonna Find Me a Bluebird," are the outstanding tracks.

**BILLBOARD HOT C & W SIDES**

This Last By special survey for week ending 6/16 Weeks on  
Week Week TITLE, ARTIST, LABEL & NUMBER Chart

1	1	SHE THINKS I STILL CARE, George Jones, United Artists 424.....	10
2	2	ADIOS AMIGOS, Jim Reeves, RCA Victor 8019.....	4
3	4	WOLVERTON MOUNTAIN, Claude King, Columbia 42352.....	7
4	5	CHARLIE'S SHOES, Billy Walker, Columbia 42287.....	16
5	3	OLD RIVERS, Walter Brennan, Liberty 55436.....	7
6	7	P. T. 109, Jimmy Dean, Columbia 42338.....	9
7	8	TRouble'S BACK IN TOWN, Wilburn Bros., Decca 31363.....	6
8	9	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017.....	5
9	10	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371.....	8
10	6	SHE'S GOT YOU, Patsy Cline, Decca 31354.....	16
11	14	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967.....	23
12	13	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375.....	3
13	15	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926.....	12
14	19	TAKE TIME, Webb Pierce, Decca 31380.....	3
15	16	YOU TAKE THE FUTURE, Hank Snow, RCA Victor 8009.....	3
16	12	I'VE JUST DESTROYED THE WORLD (I'm Living In), Ray Price, Columbia 42310..	3
17	11	HONKY-TONK MAN, Johnny Horton, Columbia 42302.....	10
18	20	THE BEST DRESSED BEGGAR (In Town), Carl Smith, Columbia 42349.....	6
19	21	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377.....	3
20	25	A LETTER TO MY HEART, Jim Reeves, RCA Victor 8019.....	2
21	23	MY NAME IS MUD, James O'Gwynn, Mercury 71395.....	9
22	—	WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368.....	1
23	29	TOUCH ME, Willie Nelson, Liberty 55439.....	4
24	—	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955.....	1
25	26	THREE DAYS, Faron Young, Capitol 4696.....	13
26	—	THE COMEBACK, Faron Young, Capitol 4754.....	1
27	30	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721.....	4
28	17	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229.....	22
29	24	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358.....	9
30	—	CHINA DOLL, George Hamilton IV, RCA Victor 8001.....	1

**CROSS COUNTRY**

Webb Pierce. Decca DL 4294 (M); DL 74294 (S)—Pierce spins out a flock of heart tunes in his popular, high-voiced style. The material includes "Heartaches by the Number," "Waterloo," "I'm Letting You Go," "Someday You'll Call My Name," and other romance-tinged items. Five of the tunes include Pierce as a co-writer and all of them have a strong country-styled message. Fans should like this.

**Sacred**

**SINGING ON SUNDAY**

Kitty Wells. Decca DL 4270 (M); DL 74270 (S)—Miss Wells is more closely associated with songs of a secular nature having to do with the romantic complexities of daily life, but here in one of her excursions into the sacred field, she proves equally skilled at turning a meaningful performance. The set, it can be said, follows in the fine tradition of an earlier sacred album, "Dust on the Bible." Selections include "Singing on Sunday," "Wings of a Dove," "Footsteps of My Lord," etc.

**Spoken Word**

**HENRY V (4-12")**

The Marlowe Dramatic Society and Professional Players. London OSA 1415 (S)—The Marlowe Society along with the Professional Players give an intense reading of Shakespeare's Henry V. The recording was made under the auspices of the British Council. Leading parts are eloquently and masterfully handled by Gary Watson, Dudley Jones, Tony White, Denise McCarthy, Tony Church and the other members of the company.

(Continued on page 36)

# MUSIC AS WRITTEN

## CLEVELAND M. S. DISTRIBUTING DOING BUSINESS . . .

The Cleveland branch of the M. S. Distributing Company has not closed its doors. The branch is still operating and doing business, according to Mac McDermott, of the firm's main office in Chicago.

## JUDITH CARTER ENGAGED TO ELLIOT STONE . . .

Judith Ellen Carter, daughter of Mildred and Harry Carter (he's president of Music Suppliers, Inc., Boston) became engaged to Elliot Stone, Cambridge, Mass. Elliot, son of Bernie and Blanche Stone, is co-owner with his father of Bernie's Music Box, Cambridge, Mass. Wedding is set for October 20.

## RECEIVE AMERICAN COMPOSER AWARDS . . .

The American Composer's Alliance presented 1962 Gold Leaf Awards for "Distinguished Achievement in Fostering and Encouraging American Music" to Bethany Beardslee and Hugh Ross. Presentation of the awards to Miss Beardslee (a student interpreter of contemporary vocal music), and Ross (conductor of the Schola Cantorum, director of choral department of the Berkshire Music Center and a director of the Manhattan School of Music) are the first to be presented by the Alliance to performers associated primarily with vocal music.

## 'LUCKY ROY' TURNS IN T-BIRD . . .

They are calling Roy Cohn of Southern Music, New York, "Lucky Roy" these days. He bought tickets to the annual raffle of the Junior Chamber of Commerce of South Carolina, and won himself a Ford Thunderbird. Cohn didn't take the car though, he took the cash instead—he already owns a T-Bird.

## FRED WARING JR. IN DEBUT . . .

Fred Waring Jr., son of the band leader, will bow in with his own quintet at Walt Fossa's Pocono Mountain Inn June 15. Added attraction to the instrumental combo will be vocalist Sally Waring.

## AMES BROTHERS LEASE HOUSTON CLUB . . .

The Ames Brothers have leased night club facilities on the roof of the Rice Hotel, Houston. The site was formerly occupied by the Petroleum Club, an exclusive oil industry organization. Prior to that it was known as the U.S.S. Rice Roof, a leading night spot in the city.

## BRING OUT MANN SINGLE . . .

Atlantic Records is rushing out a single from the LP "Herbie Mann at the Village Gate" to capitalize on air play and sustained action generated over the past few weeks by the album. Firm says the jazz set has been moving briskly through pop as well as jazz channels, and is also being sold by rack jobbers.

## TIMMIE ROGERS TO PHILIPS . . .

CHICAGO—Philips Records has signed Timmie Rogers, veteran comic, singer and songwriter whose songs include "If You Can't Smile and Say Yes, Please Don't Cry and Say No," recorded by Nat King Cole. Rogers, formerly with Capitol, will record comedy as well as pop vocal material for Philips. First release is due shortly.

## New York

Henry Mancini making press and radio-TV rounds here in behalf of the forthcoming Paramount Pictures release, "Hatari," for which he wrote the score. . . . Clara Ward gospel singers starred at AGVA Youth Fund benefit here and International Jazz bash in Washington. . . . Duke and Peacock Records has hired Sonny Woods, former WFAB deejay, as promotion man. . . . President Kennedy introduces Johnny Mathis on special radio and TV recordings promoting the forthcoming Freedom Bond Drive. Mathis sings the official drive song, "Fifty Stars."

Steve Lawrence makes his legit stage debut when he plays lead in summer circuit version of "Pal Joey." Produced by Jack Lenny, the musical begins its tour in Providence July 2-8; moves on to Buffalo, 9-14; Oakdale, Conn., 16-21; Frammingham, Mass., 23 to 28, and Warwick, R. I., July 30 to August 4. . . . Tifco Records and its affiliated Sta-New Music (BMD) publishing firm here signed country and western writer Curtis Parkerson.

New list of top-line disk talent to appear at the Seattle World's Fair this summer includes Maurice Chevalier, Victor Borge, Nichols and May, Theodore Bikel and Erroll Garner. . . . Joe Dee has canceled out his proposed European tour to concentrate on the promotion of the forthcoming musical film, "Two Tickets to Broadway," in which he stars. It is being filmed here. . . . Guitarist Turk Van Lake on Russian tour with the Benny Goodman band. . . . Sonny Fulton has been pacted by Lash Records. . . . Midwest Mercury Record Distributors prexy, Henry S. Fredman, died in Chicago May 15. He is survived by his widow Molline and a daughter, Mrs. Arlene Zeman.

Hal and Belle Webman, execs of Larry Spier Music, became parents of a girl, Marcia Sebastian, two weeks ago. . . . The Blue Belles moving on to Baltimore and Washington for appearances after Apollo Theater date here. . . . Radar Records has pacted San Francisco opera singer Tony Calvin. His first single, "Danger," is in the pop groove. Jack Maher

Mercury Classical Sales Manager John Woolford has been transferred from the firm's New York office to headquarters in Chicago. . . . The Mariposa Folk Festival will be held August 10-12 at Orilla, Ontario, Canada. . . . Audrey Hepburn has been named to play the Eliza Doolittle role in the Warner Bros. production of "My Fair Lady." . . . Jack Wayne, appeared on the "Play Your Hunch" TV-er. His first release is "Glory Bee" on the Standout label. . . . The Elton Anderson disk of "Life Problem," which has been leased to Capitol, was produced by Wayne Shuler of New Orleans.

Johnny Halonka's Beta Distributors appointed outlet for ATE Records here. . . . Friends can write Leo Rogers, manager

of the Royal Teens, of "Short Shorts" fame, at Jacobi Hospital in the Bronx. Leo is recovering from a heart attack. . . . Talent Scout label's Scotty Wayne set for promo tour of the South to push his "Only One" disk. . . . Consolidated International Record Company of America (CIRCA) is initiating a 12-inch LP sampler which will acquaint deejays and programming personnel with the firm's latest singles. . . . Chancellor Records closed publicity and promotion office here for the summer. Firm moved operations to Philadelphia headquarters.

David O. Alber Associates named publicist for 1962 High Fidelity Music Show at the Trade Show Building here. Show opens for trade October 2. Public is invited October 3-6. . . . President of Columbia Records, Goddard Lieberson, was speaker at the Juilliard Music School's commencement exercises June 1. In addition, the school has named composer Roger Sessions as guest lecturer, violinist Walter Trampler as instructor in viola and chamber music, and Felix Galimir to teach chamber music. . . . Oscar Brown Jr. headlines at Chicago's Gate of Horn June 19-July 1. . . . Enzo Stuarti will be featured at Luigi's Atlantic City, June 29 to July 5.

Brook Benton, swinging with "Thanks to the Fool," reading scripts for his first movie role for Columbia Pictures. . . . Tilfer E. Chastain has been named president of the newly formed Reflector label out of Hager City, Wis., Sales manager is Jack Brown. First sides due soon. . . . The vocal group called The Challengers that records for Tri-Phi Records has changed its name to Challengers Three. Moniker was switched to avoid confusion with a group called The Challengers on the Chancellor label.

## Chicago

Kai Winding's trombone chorus will be heard at the London House when Kai's septet returns to the eatery Friday (15). Kai will alternate with the Larry Novak Trio, which supplies the music on Mondays and alternates with Winding on Tuesdays. The Jose Bethancourt trio shares the band stand Wednesdays through Sundays. . . . Eddy Arnold hits Chicago for a one-day stopover Tuesday (12) on insurance business. Eddy is on the board of directors of an insurance agency. He also has a new RCA disk out called "A Little Heartache." Eddy is sporting a broken hand incurred while wrestling with his son Dickie.

The new, slim, trim Jenny Smith just closed an engagement at the Playboy Club, Miami, and heads for the Playboy Club, New Orleans, for a three weeks' stay. This will be followed with a three-week engagement at the Chicago Playboy Club. Her new disk is "As I Love You" on Canadian-American. . . . Bonnie Kroll tells us the Four Lads have been signed for an extended engagement at the Hacienda Club, Fresno, Calif.

Joe Segal's "Modern Jazz Showcase" series, still going strong on Sunday afternoons at the Gate of Horn, has been extended to Monday nights at the Southerland Lounge. The first Monday night (11) attraction will be trumpeter Howard McGhee. Other sets to follow in the near future will include Jimmy Forrest, Ira Sullivan, Dodo Marmarosa, the John Young Trio and Eddie Harris.

"Mister Roberts" opens a five-week run at the Candlelight Dinner Playhouse in Summit Tuesday (12). Archie Mulligan will star as Ensign Pulver. . . . The Blue Angel's current show features calypso artists direct from Jamaica in a revue titled "Christian Lamont Revue." The club also features the twist and the limbo. . . . Sig Sakowicz, local deejay whose Mother's Fan Club now numbers 2,341, emceed the Knights of Columbus CYO benefit show Friday (8). Kitty Kallen, Cy Coleman and Howard Keel will star in performances for the cause along with the vocal group, the Diamonds.

Chicago's hot Second City opens a new improvised satirical collection of sketches and blackouts entitled "My Friend Art Is Dead" on Wednesday (13). . . . Murray G. Wachsman has been appointed vice-president and general manager of Knight Electronics Corporation, a subsidiary of Allied Radio Corporation.

## Pittsburgh

Wayne Rooks will spend June 15 and 16 here to promote his new Capitol platter, "Where Did the Clown Go?" . . . Ben Herman, head of Standard Distributors, reports a brisk sale for the film sound track of "The Music Man" on Warner Bros wax. The movie opens at the Stanley late this month. . . . Karen Chandler is the current attraction at the Caravan, New Castle. Booker Zeke Nicholas has also set the Three Pages, Don Rondo and the Four Coins for dates later this month.

Tommy Manno is due in this week to promote his latest Atlantic single, "That's for Me to Know." . . . The hottest sellers in this area now are Bobby Vinton's "Roses Are Red" for Epic and Ray Charles' "I Can't Stop Loving You" (ABC-Paramount). Shaping up big are "Speedy Gonzalez," by Pat Boone (Dot); "Vince Edward Sings," Decca LP; Jimmy Dean's "Steel Men" (Columbia), and "Walk on the Wild Side," Jimmy Smith (RCA Victor). . . . H. B. Barnum spent three days here visiting deejays and attending record hops for his RCA Victor album, "The Big Voice of Barnum." Leonard Mendlowitz

## Philadelphia

Al Martino and Fabian autographed records for the opening at Nick Petrella's new record shop in South Philadelphia. . . . Big band, the big names dances coming in each month are being staged at the Delaware Valley Gardens in nearby Haddonfield, N. J. . . . Local promotion man Ed Cotlar extending his independent operations to Baltimore and Washington for the brothers Castro and Tuff Jack for their Capitol albums. . . . Jack Howard, who used to put out the Cowboy Records label here, has whipped together a country and western unit being offered as a Covered Wagon Caravan. . . . Sixteenth Record Corporation of New Brunswick, N. J., extending its operations into this territory. . . . Record distributor David Rosen back from a stay in Ireland, Italy and Israel. Maurie H. Orodener

# WITH THE COUNTRY JOCKEYS

By BILL SACHS

Deejays missed in the mailing on Johnny Cash's new Sun Records release of "Blue Train" may obtain a copy by writing to Linco Music, Box 25, Fayetteville, Tenn. . . . Lola Balzen, record librarian at KTOO, Las Vegas, Nev., reports that the station's program director and top deejay, Bob Austin, is in need of c.&w. spinning material. "KTOO is the most powerful station in southern Nevada," writes Miss Balzen, "and we have listeners in the four surrounding States. We are exclusively country and western and our listeners like it that way." . . . A. T. Young, of Buddy Records, 500 Locust Street, Marshall, Tex., has available deejay copies of Joe Richie's new release, "Across-the-Bay Twist" b-w "Forever Christine."

"Thanks for reprinting a couple of letters I wrote you sometime back," typewrites Dale Brooks, production manager at Station WBUC, Buckingham, W. Va. "Since then, I've been getting just about all the c.&w. releases that make it on the charts, including records from companies we've never heard of before, and most of them good! If we can just find someone who'll send us the Mercury releases we'll be in good shape. We get some Mercury, but if we find ourselves missing anything on the Top 30, it's almost always Mercury." Brooks has out a new 45 EP on Cozy Records, with a pair of ballads, "Sleepless Night" and "You'll Want Me Back" on one side, and two catchy tunes, "The Sage and the Sand" and "Ambridge Bookie" on the other. For your copy, write on your station letterhead to Brooks or directly to Cozy Records, Davis, W. Va.

Tex Clark, of Brite-Star Records, Newbury, Ohio, invites jocks to write in for a sample of Doris Knoll's new Elgin release, "Ladies' Day at the Ball Game." . . . George Kent, of P. O. Box 4913, Dallas 6, is mailing out deejay samples of his first release on Dial Records, "Little Wheels," a Bill Anderson tune, b-w "Lonesome Is My Middle Name," a Roger Miller ballad. Put your request on your station's letterhead.

## Discounts Bill

• Continued from page 4

manufacturer. Proponents of functional discount legislation say this amounts to a violation of anti-discrimination aspects of the antitrust laws.

Functional discounts are optional under present law. A manufacturer needs only show that failure to grant such discount does not cause an injury to competition to bypass the discount. The Humphrey bill would compel the discount to wholesale distributors as against retailers in any case where price discrimination results to the small retailer. The bill is presently with the Senate Judiciary Committee. No hearings are currently scheduled.

Opponents say this legislation would hamstring new developments in American distribution methods, with the end result of higher prices to consumers. Chamber of Commerce and manufacturers say the legislation would pose an impossible task of determining what are "reasonably adequate" functional price differentials to their different buyers and would involve costly administration by government.

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 34

## THE CAT THAT WALKED BY HERSELF AND OTHER JUST SO STORIES



**Boris Karloff, Caedmon TC 1139**—If Boris Karloff is not the single most popular and most-recorded artist in the Caedmon catalog, he should be. He has previously cut several of Kipling's "Just So" stories, so his effectiveness on these does not come as a surprise. Nevertheless, his reading of "The Cat That Walked By Herself," which occupies one entire side of this LP, ranks as one of his top jobs. A charmer of a release that will doubtless be grabbed by those who bought the previous Karloff releases.

# SPECIAL MERIT ALBUMS

## Country & Western

### BLUEGRASS RAMBLE



**Bill Monroe and His Bluegrass Boys, Decca DL 4266 (M); DL 74266 (S)**—Bluegrass fans, city or country, will enjoy this sparkling new album from the king of bluegrass music, Bill Monroe. The songs spotlight exciting instrumental work that makes the Blue Grass Boys outstanding entertainers, plus vocals by Monroe and the gang. Tunes include "Little Maggie," "Cotton Fields" and "Old Joe Clark." Solid Americana for country and city folk fans.

## Jazz

### A WORLD OF PIANO!



**Phineas Newborn Jr., Contemporary M 3600**—This is Newborn's first solo album in quite a while. He plays the tunes included here with a vigorous touch that draws much dramatic impact from the music. Most of the tunes are jazz standards like "Manteca," "Cheryl," "Juicy Lucy" and "Dahoud," and all are interpreted with brisk precision by the pianist. He is backed by two top-flight rhythm sections: Paul Chambers and Philly Joe Jones on one side, and Sam Jones and Louis Hayes on the other.

## Classical

### IGOR STRAVINSKY: DANSES CONCERTANTES; DUMBARTON OAKS; CONCERTO IN D FOR STRING ORCHESTRA



**English Chamber Orchestra, London-L'Oiseau-Lyre, SOL 60050 (S)**—This is an album for the true connoisseur. It contains three Stravinsky works for small orchestra from the creator's neo-classical period ranging in time from 1938 to 1946. The English Chamber Orchestra executes the music with delicacy and precision under the baton of Colin Davis. Each work performed here is a gem, and deserves a place in any serious collector's library.

### MOZART: SYMPHONY NO. 39 IN E FLAT MAJOR K. 543; HAYDN: SYMPHONY NO. 88 IN G MAJOR



**Berlin Philharmonic Orchestra (Furtwangler), Deutsche Grammophon Gesellschaft LPM 18 1725**—The more historic performances by the Berlin Philharmonic under the great Furtwangler are coupled by Deutsche Grammophon. The Haydn symphony was a studio recording made in 1952, while the Mozart was a live performance cut in 1943. Classical collectors and connoisseurs will find this a highly attractive item for the distinctive character of the performance despite the fact that the sound is not up to latest standards.

## Reviews of New Albums

Continued from page 20

allowance for splendid solo turns. A bow is also merited by engineer Mickey Crofford. Sales should come from the treatments handed such as "Where or When," "Small Hotel," "Manhattan," "Bewitched," "My Heart Stood Still" and "Dancing on the Ceiling."

### LIMBO ROCK

**The Tides with the Merry Melody Singers, Mercury MG 20714 (M); SR 60714 (S)**—This is an unusual album to come out of Nashville, and it's a mighty good one at that. It features the Tides and the Merry Melody Singers handling a flock of tunes with a pulsating rhythm starting with "Limbo Rock" and running through such items as "The Banana Boat Song," "Matilda," "Jamaica Farewell" and "Midnight Limbo" and "Tequila." Good rocking stuff for teens.

### MIKE FRIGHT!

**The Eligibles, Mercury MG 20710 (M)**

**SR 60710 (S)**—The Eligibles are a young vocal group who have been making a name for themselves through their comedy-song act in night clubs. On this, their first album for Mercury, they show off some of the special material that has made them a key act in Las Vegas as well as other areas of the country. Tunes include special material plus oldies like "Close Your Eyes" and "That Old Black Magic."

### LOW PRICED POPULAR

#### FRANKIE LAINE SINGING THE BLUES

**Mercury Wing MGW 12158 (M); SRW 16158 (S)**—The vitality and individuality that made Frankie Laine's name a byword is very much present in this repackaged collection of oldies. Especially in such items as "Mam'selle" and "I'm Gonna Live Till I Die," the old magic is clearly evident. At the price and with "Electronically Created" stereo as a plus factor, this should run up a respectable sale.

### THE HARMONICATS

**SELECTED FAVORITES**  
**Mercury Wing MGW 12133 (M); SRW 16133 (S)**—A reissue of some of the best tracks waxed by the Harmonicats has to (and does) include "Peg o' My Heart." It also contains their renditions of "On the Alamo," "When My Baby Smiles at Me" and "At Sundown." For change of pace, the group's refreshing attacks on the classics are present with Khachaturian's "Leszhinka," Kabalevsky's "Comedians," Debussy's "Claire de Lune" and Rimsky-Korsakoff's "Scheherazade." Electronic stereo lends lustre.

### MUSIC FOR THE BIRDS

**Eddie South, Mike Simpson, Mercury Wing MGW 12225 (M); SRW 16225 (S)**—Eddie South and Mike Simpson join together on this reissue album for some pleasant readings of a flock of oldies. The tunes include "Skylark," "Flamingo," "The Hot Canary" and other tunes with bird names. They all give South a chance to shine on violin and Simpson to display his flute prowess. Good value.

### THE FOUR LADS: HITS OF THE '60'S

**Dot DLP 3438 (M); DLP 25348 (S)**—This is one of the best LP's by the Four Lads in a long time. It spotlights the group in a flock of recent pop hits, and they handle them with sparkle. Tunes include "Theme From a Summer Place," "Calcutta," "He'll Have to Go," "Michael," "Morgan," "Exodus" and "Big Bad John." A release that should appeal to the group's many fans.

### MILLION \$ MUSIC

**Various Artists, Dot DLP 3425 (M); DLP 25425 (S)**—This collection of hit oldies has a strong chance to attract the teen crowd. It contains many of their old time hits. Collection features the Del Vikings in "Come Go With Me," "Young Love," by Tab Hunter, "Does Your Chewing Gum Lose Its Flavor," with Lonnie Donegan, plus sides by Arthur Alexander, Sanford Clark, Jimmy Dee, Jan and Arnie and Carol Jarvis.

### BARBERSHOP BALLADS

**Four Doormen, RCA Victor LPM 2510 (M); LSP 2510 (S)**—Many of the groups singing barbershop on records today, can readily trace their start to the eminent SPEBSQSO society. The Four Doormen don't have that distinction, but they do have a sound, a good four-square touch for the barbershop traditionalists and they do not succumb to the lure of instrumental accompaniment as some others have. It's just good old-fashioned stuff—"Hello Ma Baby," "In the Good Old Summertime," "Dinah," "Ida," and all the others, well sung. Afficionados will like it.

### THE GOSPEL TRUTH

**The Norman Luboff Choir, RCA Victor LPM 2548 (M); LSP 2548 (S)**—The Luboff group has had excursions in songs of the West, the South, calypso and other genres, and here they embark on a tour of the better known gospel repertoire of both white and Negro derivation. The choir is indebted here, too, to the contribution in the solos of H. B. Barnum, a chanter with strong gospel roots who is better known today in the world of pop singles. The fine selection includes "Every Time I Feel the Spirit," "Just a Closer Walk," "Were You There" and other favorites.

### THE SOUND OF JOHNNY CASH

**Columbia CL 1802 (M); CS 8602 (S)**—Johnny Cash is singing fine on this mixed collection of saga songs, country-styled songs, and blues-tinged efforts. The simple backing features a rhythm combo with the down guitar and a sparing use of chorus. All this plus Cash's deep-down tones add up to an effective outing. Selections include "In the Jailhouse Now," "Mr. Lonesome," "Della's Gone" and "Sing It Pretty, Sue."

### LOW PRICED POPULAR

#### LAWRENCE WELK DANCE PARTY

**Mercury Wing MGW 12119 (M); SRW 16119 (S)**—The name of Welk can mean sales despite the relative antiquity of the product. And here's Welk with his band of quite a few years ago, all dressed up in synthesized stereo (electronically reprocessed) to compete in the current market. There are 10 sides in all, with the emphasis on the ballroom, champagne music sound. "Dancing Doll," "Bibbidi Bobbidi Boo" and "Weddin' Day," are samples.

#### DR. FEELGOOD AND THE INTERNS

**Dr. Feelgood, Okeh OKM 12101**—Dr. Feelgood, r.&b. vet Piano Red, has a rocking set here that carries the title of his chart item. The LP is a great teen dance package containing a solid beat, pounding combo and wild singing by the artist. In addition the sequel to "Dr. Feelgood," "What's Up Doc," is included. A liberal helping of humor, as in "Bald Headed Lena," should also make this an attractive item. Red is a potent seller in his native Atlanta, and this album should be a winner for dealers in surrounding Southern localities.

### MODERATE SALES POTENTIAL

**DANCE TO THE MUSIC FROM  
AMERICA'S BALL OF THE YEAR**  
**Jack Hanson and Ork. Dance Along 1314 (M)**

### THE SPICE OF LIFE

**Sophie Tucker, Mercury Wing MGW 12211 (M); SRW 16211 (S)**

#### PATSY CLINE'S GOLDEN HITS Everest 5200

### STRONG SALES POTENTIAL

### JAZZ LP'S

#### BILLY MAXTED AND HIS MANHATTAN JAZZ BAND—NEED IT BE NAMED?

**K&H KT 102**—The question in the title refers to the style of jazz played by the Billy Maxted combo, a style which is his own offshoot of Dixie. A previous Maxted LP, "Swingabillyty," sold well and this one should equal the previous success. The seven men heard make a big sound as they romp through a program which includes "Many Make Up Your Mind," "Sleepy Time Down South," "Pompton Turnpike," "Avalon" and a swinging arrangement of Ohio State U's "Down the Field."

#### HOOTIN' 'N' TOOTIN'

**Fred Jackson, Blue Note BLP 4094**—The organ and tenor sax sound take over on another jazz LP. This time, the music is made by four members of the Lloyd Price ork. Jackson plays tenor in a fundamental modern style and he is ably assisted by Earl Vandyke on organ, Willie Jones guitar and Wilber Hogan drums. Jones is the standout soloist in support. He has a delicate, thoughtful approach to his instrument, and bears watching. Seven tracks make up the LP, much of the music in a strong down home groove.

#### HEADIN' SOUTH

**Honore Parlan, Blue Note 4062 BLP**—Here's another fine outing from the young pianist. He's assisted here by drums, bass and conga drums. Parlan has a fine feel for rhythm and a fluid sense of melody. The eight-track LP presented here has a variety of material ranging from the ultra-slow blues "Low Down," across a fine rendition of "Summertime" (which also features bassist Ben Tucker), and into a number of middle and up-tempo swingers. The title tune and the Latin-touched "Congallegre" are first-rate examples.

#### LET'S COOK

**Barney Kessel, Contemporary M 3603**—Guitarist Kessel fronts two different groups on this album. The first is a quartet that spots pianist Hamp Hawes and Vic Feldman on vibes as co-soloists. Shelly Manne and Leroy Vinnegar are the drums-bass team. Two of the three tracks swing easily and the third, Vernon Duke's "Time Remembered," is thoughtful ballad excursion. Side Two features trombonist Frank Rosolino and tenor saxist Ben Webster along with Kessel. Feature of this side is an ingenious interpretation of "Tiger Rag" that's packed with humor. Set was originally cut in 1957 but never released.

#### PLAY THE THING

**Marlow Morris Quintet, Columbia CL 1819 (M); CS 8619 (S)**—The organist has swing and style and displays these qualities freely on this LP. The album is a composite of improvisation and good beat that could very well get calls from adults (who remember the good old swing days) as well as teenagers who might be familiar with recent singles which stirred some action. Besides Morris, the set also features solid blowing by veteran players like Edmond Hall, Jo Jones, Buck Clayton and Buddy Tate.

### CLASSICAL LP'S

### STRONG SALES POTENTIAL

**HANDLE: THE WATER  
MUSIC; THE ROYAL FIREWORKS**  
**The London Symphony Orchestra (Szell), London CS 6236 (S)**—A good leisurely paced rendition of two standards, Handel's "Royal Fireworks" and "Water Music" in the Harty arrangements. Plenty of potent competition on these, but this version's sharply defined sound will make the difference to many buyers.

### STRONG SALES POTENTIAL

### SPECIALTY LP'S

#### COUNTRY & WESTERN

#### FOLKSONGS

**The Wilburn Brothers, Decca DL 4225 (M); DL 74225 (S)**—Top-flight country readings of a number of well-known folk items by the Milburn Brothers. The two boys sing in close harmony throughout and the backings are all close to original country instrumentation. Harmonica, guitars, and banjos play an important role in the success of the album. Besides some tunes that have gotten pop attention like "Cotton

## 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.

Fields" and "Michael," the Wilburns sing a version of "Down in the Valley" called "If You Don't Love Me" and "Barbara Allen." Throughout the set the two lads sing with poignant simplicity. Strong country item.

#### COUNTRY BOY-COUNTRY GIRL

**Various Artists, Decca DL 4201 (M); DL 74201 (S)**—The sheer weight of name power should be enough to draw country buyers to this set. It's a sampler of top names, male and female, singing duets. The material for the most part is in the weeper vein and there are some mighty penetrating vocals on the 12 tracks. Webb Pierce, Red Foley, Roy Acuff and Justin Tubb are some of the male singers teamed with Goldie Hill, Kitty Wells, Wanda Jackson and Mimi Roman on the distaff side.

#### JIMMY NEWMAN

**Decca DL 4221 (M); DL 74221 (S)**—This is a fine new album by Jimmy Newman and one that could easily turn into a hot seller in the country market. The chanter sells a flock of Cajun tunes, oldies and originals with style and warmth. The Cajun items include "Big Mamou," "Good Deal Lucille" and "Alligator Man." He sings them with enjoyment, which makes the set a strong one for the market.

#### SLIM WHITMAN SINGS

**Imperial LP 9194 (M)**—Slim Whitman shows off some of his prettiest warbling in a long time on this fine new album. The tunes are mainly standards and the chanter gives them a fresh touch through his original vocal stylings. Tunes include "Love Letters in the Sand," "I'm Walking Behind You," "Anytime" and "The Wayward Wind."

#### COUNTRY MUSIC TIME

**Jimmy Martin, Decca DL 4285 (M); DL 74285 (S)**—Jimmy Martin, originally a member of Bill Monroe's Blue Grass Boys, now has his own group called the Sunny Mountain Boys, and this new album should gain him new fans. He shows off a strong vocal style and fine instrumental pickin' on his own, plus good work by his combo. Many of the tunes here are originals penned by Martin including "Pretending I Don't Care," "Leavin' Town" and "I Can, I Will, I Do Believe." An album that should appeal to country and blue grass fans.

**ACCORDING TO MY HEART**  
**Goldie Hill, Decca DL 42119 (M); DL 74219 (S)**—Twelve tracks by one of the top country female singers here, and all are filled Goldie Hill's special heartbreak sound. The weepers are taken in a variety of tempos, and most sing a lament of love lost. The backings are all strongly country oriented with few vocal chorus effects. "Many Lies Ago," "How's the World Treating You," "Half a Mind" and "I'll Be There" all stack up as top tracks.

#### CONNIE HALL

**Decca DL 4217 (M); DL 74217 (S)**—This is the lass' first album and it's a strong country debut. Connie Hall has a penetrating country vocal style, and displays much plaintive warmth on the collection of standards and originals on this set. The backing is a traditional vein with fine guitar work coupled with some fancy "Last Date" type of piano. Appeal should be strongest in c.&w. areas.

#### INTERNATIONAL

**PORTUGUESES POR DO SOL**  
**Joao Tullena, Universe ULP 550**—This lovely collection of Portuguese tunes should appeal to international fans. LP was waxed

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	5
2	2	DON'T PLAY THAT SONG, Ben E. King, Atco 6222	6
3	5	ANY DAY NOW, Chuck Jackson, Wand 122	6
4	3	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	8
5	6	PLAYBOY, Marvelettes, Tamia 54060	4
6	7	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	5
7	4	SOLDIER BOY, Shirelles, Scepter 1228	10
8	9	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	12
9	8	NIGHT TRAIN, James Brown, King 5614	9
10	12	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	6
11	26	I NEED YOUR LOVING, Don Gardner & Dee Dee Ford, Fire 508	2
12	11	SOUL TWIST, King Curtis, Enjoy 1000	18
13	14	I SOLD MY HEART TO THE JUNKMAN, Blue Belles, Newtown 5000	4
14	10	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	3
15	13	I FOUND A LOVE, The Falcons, LuPine 1003	11
16	15	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	4
17	23	I'LL TRY SOMETHING NEW, The Miracles, Tamia 54059	5
18	28	LOVERS WHO WANDER, Dion, Laurie 3123	2
19	16	VILLAGE OF LOVE, Nathaniel Mayer, Fortune/United Artists 449	4
20	—	TWISTIN' MATILDA, Jimmy Soul, SPOR 3300	1
21	24	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	14
22	—	MY REAL NAME, Fats Domino, Imperial 5833	1
23	19	HIT RECORD, Brook Benton, Mercury 71962	3
24	—	BOOM BOOM, John Lee Hooker, Vee Jay 438	1
25	—	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147	1
26	18	UPTOWN, Crystals, Phillies 102	3
27	25	SHOUT SHOUT (Knock Yourself Out), Ernie Maresca, Saville 117	3
28	—	LIPSTICK TRACES, Benny Spellman, Minit 644	1
29	29	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147	2
30	—	TWIST AND SHOUT, Isley Brothers, Wand 124	1

in Portugal and it features Joao Tudella accompanied by guitarist Alves Martins and Antonio Fonseca. Tunes include "Maria Da Gracia," "Lisbon Antiga" and "Porto Santo." Tudella sings them in romantic style and the guitar work is excellent.

**SACRED**

**★★★★ GOSPEL SING**  
The Masters Family, Decca DL 4237 (M); DL 74237 (S)—Here's a fine album for sacred fans from the Midwest through the South. The Masters Family handles a collection of sacred items with moving sincerity. The songs include "Family Get Together," "Man of Galilee," "The Little Old Country Church" and "Take Up Thy Cross." This is the group's first album for the label, and a good one it is.

**LATIN AMERICAN**

**★★★★ EL TORO**  
La Banda De "El Toro," RCA Victor LPM 2538 (M); LSP 2538 (S)—All the color of the Mexican bull ring is captured in this album that features a big orchestral treatment by "La Banda de 'El Toro'" under Mario Tuiz Armengol. Audience reaction, colorful album cover plus glossary of bull ring terms and description of bull fight in English and Spanish should build sales appeal.

**RELIGIOUS**

**★★★★ REVIVAL TIME CHOIR**  
Lee Robbins, Word W-3186 LP—Lee Robbins comes back for his fourth appearance on Word Records with the Revival Time Radio Choir for a fine selection of religious and sacred music. The choir itself appears

on "Revival Time," a religious program aired on the ABC network since 1953, and shows a fine feeling for the music recorded on this album. An excellent example of the choir at its best is "Jesus Is the Answer."

**★★★★ SONGS OF FAITH**

Jimmie Davis, Decca DL 4220 (M); DL 74220 (S)—Governor Davis sings a flock of religious tunes here that will appeal to his fans in the South and through the Bible Belt area. Tunes include a religious version of "When the Saints Go Marching In," "He'll Be There," "I'm Working on a Building," "The Glad Reunion Days" and "Wasted Years." Good release for the religious market.

**SPIRITUAL**

**★★★★ IT WAS THE BLOOD**  
Roberta Martin Singers, Savoy MG 14054—Great verve and vigor abound in the singing on this sixth Savoy album by the well-known gospel group. There is a good mixture of the slow, soulful songs and the wild, fervent, upbeat variety, with standout male and female leads taking their turns. The offerings include "I Hear God," "I Shall Know Him," "It Was the Blood," etc. Strong wax for the market.

**SPECIALTY**

**★★★★ SQUARE DANCE PARTY WITH CALLS**  
Gordon Terry, RCA Victor LPM 2530 (M); LSP 2530 (S)—Here's the latest among a number of recent square dance entries on various labels. Possibly the most meritorious aspect of this set, in addition to Gordon Terry's hoedown fiddle is the calling by Al

Gottlieb, president of the California Callers Association. His calls are among the most understandable on record. Another feature of the disk is the number of dances recommended for beginners. These are identified in the listings. There are 10 dances in all.

**★★★ MODERATE SALES POTENTIAL**

**INTERNATIONAL**

- ★★★ GREEK DANCE PARTY  
Athenian Trio, Universe ULP 544
- ★★★ YIDDISH SONGS  
Benny Michel, Ray Leibowitz, Benny Michel's Ork and Chorus, Universe ULP 527
- ★★★ PORTUGUESE FADOS E GUITARRAS  
Various Artists, Universe ULP 526
- ★★★ GERMAN STANDARDS  
Various Artists, Universe ULP 529

**COUNTRY & WESTERN**

★★★ NOBODY'S DARLIN' BUT MINE; JESUS CAME TO YOUR HOUSE; JUST ANOTHER JOE; RED WING SWING  
The Red Birds, Goldcrest 263

**BLUES**

★★★ TURPENTINE; BUDDY TATE; FROM BROADWAY TO SEVENTH AVENUE; PLAYING WITH THE KEYS  
Victoria Spivey, Queen Vee EP 101

**RELIGIOUS**

★★★ GOD ISN'T DEAD!  
Gertrude Behanna, Word W-3179 LP

**SACRED**

★★★ THE BEST FROM THE GRACE NOTES PROGRAMS  
Various Artists, Family Altar FALP 118

**CLASSICAL**

★★★ G. F. HANDEL: THREE ITALIAN CANTATAS  
Various Artists, London-L'Oiseau-Lyre SOL 60046 (S)

★★★ ELEANOR STEBER SINGS BEETHOVEN AND BERG, VOL. I  
Stand SLP 417 (S)

★★★ BRITTEN: SONATA IN C FOR CELLO AND PIANO; SCHUMANN: FUNF STUCKE IM VOLKSTON; DEBUSSY: SONATA FOR CELLO AND PIANO  
Mstislav Rostropovich and Benjamin Britten, London CS 6237 (S)

★★★ BACH: THE FOUR SUITES (2-12")  
The Stuttgart Chamber Orchestra (Munchinger), London CSA 2206 (S)

★★★ ELEANOR STEBER SINGS BACH AND RAMEAU VOL. II  
Stand SLP 416 (S)

★★★ WILLIAM BOYCE: SIX OVERTURES  
Orchestre des Concerts Laoureux L'Oiseau-Lyre OL 50210 (M); SOL 600 41 (S)

**● Reviews of New Singles**

● Continued from page 32

**LIMITED SALES POTENTIAL**

**BOBBY LEE**  
Twist It (James, E. Kirchstein, BMI) (2:08)—King Size Love (James E. Kirchstein, BMI) (2:04). CUCA 1076

**WILLIE QUE**  
I Woke Up Smilin' (Thalia, BMI) (2:15)—Go Right Ahead (Thalia, BMI) (1:45). DUMAS 1202

**TILFER CHASTAIN**  
Who Am I? (Bengtsson) (2:40)—Shoes of a Beggar (Bengtsson, BMI) (2:32). SOMA 1160

**DENNY EZBA**  
Dirty Dirty Feeling (Glad, BMI) (2:25)—Doodles (Glad, BMI) (2:22). RENNER 225.

**EDDIE MCGLIN**  
That's All I Want From You (Weiss-Berry, BMI) (2:32)—She's My Queen (Dunkley, BMI) (2:10). KARAM 4654-4655

**DANNY SEGOVIA**  
With This Ring (TNT, BMI) (2:47)—Tell Her (TNT, BMI) (2:49). RENCO 3001

**FIFI BARTON**  
When Tommy Talks to Me (F.S.S., BMI) (2:53)—The Day John Glenn Came Home (F.S.S., BMI) (2:20). DUO 453

**VICCKI FARRELL**  
Absolutely Positively Love (Standley, ASCAP) (2:27)—Green Is the Color of

**Hits of the World**

● Continued from page 16

**PHILIPPINES**

This Week	Last Week	Title	Label & Number
1	4	HIGH NOON—Connie Francis (MGM)—Mareco	
2	3	SOUTH PACIFIC TWIST—The Rockyfellers (Parkway)—Dyna Products	
3	1	SEND SOMEONE TO LOVE ME—Steve Lawrence (United Artists)—Mareco	
4	2	GOOD LUCK CHARM—Elvis Presley (RCA)—Filipinas	
5	6	MASHED POTATOES—Sidney Sharp (Warner Bros.)—Mareco	
6	7	THAT'S OLD FASHIONED—Evelly Brothers (Warner Bros.)—Mareco	
7	10	MANTECA DE COCO—Tito Rodriguez (United Artists)—Mareco	
8	—	MOON RIVER—Henry Mancini (RCA)—Filipinas	
9	8	BUBBLE GUM—The Grasshoppers (Kapp)—Mareco	
10	9	WELL I TOLD YOU—The Chantels (Carlton)—Pacific Promotions	

**SOUTH AFRICA**

This Week	Last Week	Title	Label & Number
1	2	GOOD LUCK CHARM—Elvis Presley (RCA)—Aberbach	
2	1	FORGET-ME-NOT—Eden Kane (Decca)—Essex Music	
3	4	*WHEN YOU ASK ABOUT LOVE—Jackie Frisco (Rave)—Acuff-Rose	
4	3	AFRIKAAN BEAT—Bert Kaempfert (Polydor)—Aberbach	
5	5	I UNDERSTAND—The G-Clefs—(London)	
6	8	*HALFWAY TO PARADISE—Peter Lotis (Renown)—Kirschner	
7	6	WHEN THE GIRL IN YOUR ARMS IS THE GIRL IN YOUR HEART—Cliff Richard (Columbia)	
8	—	*JOHNNY AND THE MERMAID—Johnny Kongas & the G-Men (RCA)	
9	7	PEPITO—Los Machumbas (London)	
10	9	PICTURES IN THE FIRE—Pat Boone (Dot)—Spoon Music	

**Kill Loss Leaders**

● Continued from page 5

create a monopoly of retail distribution, contrary to public interest."

The basic principle of the bill states: "Whereas the distinguishing brand name or trademark of a product, and trade and public goodwill associated therewith, constitute property, the rights of which are entitled to protection by the owner thereof despite transfer of the product itself . . . it is in the record manufacturer, the public interest to define, confirm, and implement said property rights."

This puts the responsibility for correcting loss-leader abuses with the record manufacturer, the spokesman explained.

The section provides that the owner of a label retains his "property rights therein, and in the trade and public goodwill symbolized thereby, regardless of any sale or transfer. . . ."

The bill would empower the disk producer to revoke the use of his label when a dealer resorted to any of the following practices:

- (a) Use of the record in furtherance of bait merchandising.
- (b) Sale or advertising of records at prices other than those prescribed by the manufacturer.
- (c) Sale with intent to deceive purchasers through published misrepresentation.

When violations occur, the owner of the label would be entitled to suit in federal court for damages and injunctive relief.

Spring (Standley, ASCAP) (2:39). VEL-LEZ 1510

**JOE RICKMAN**  
Lonesome Love (Roach, BMI) (2:05)—Lonely Heart (Roach, BMI) (2:35). WEST-WOOD 204

**SPAIN**

This Week	Last Week	Title	Label & Number
1	1	LOVE ME WARM AND TENDER—Paul Anka (RCA)—Hispavox	
2	4	PERDONAME—*Duo Dinamico (Voz Amo)—Del Sur	
3	2	MARY CARMEN—*Duo Dinamico (Voz Amo)—Del Sur	
4	3	TERCER HOMBRE—*Duo Dinamico (Voz Amo)—Del Mundo	
5	6	BALADA DE LA TROMPETA—Los 5 Latinos (Columbia—Argentina)	
6	5	DANCE ON LITTLE GIRL—Paul Anka (Hispanavox)—Hispavox	
7	—	*LINDA MUCHAHITA—Connie Francis (Hispanavox)—Hispanavox	
8	9	DIME POR QUE—*Duo Dinamico (Voz Amo)—Del Sur	
9	8	KISSIN' ON THE PHONE—Paul Anka (Hispanavox)—Hispanavox	
10	—	TOO YOUNG—*Duo Dinamico (Voz Amo)—Canciones Del Mundo	

**SWEDEN**

This Week	Last Week	Title	Label & Number
1	1	GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda	
2	2	CHATTANOOGA CHOO CHOO—Floyd Cramer (RCA)—Reuter & Reuter	
3	3	WILMA—Owe Tornquist (Phillips)—Reuter & Reuter	
4	4	WALK ON BY—Leroy Van Dyke (Mercury)—Sweden Music, Ivan Mogull	
5	5	TINA OCH MARINA—Conny (Columbia)—Bens Music	
6	6	TINA OCH MARINA—Tina och Marina (Karussell)—Bens Music	
7	8	WONDERFUL LAND—The Shadows (Columbia)—Ehrling & Lofvenholm	
8	—	WHEN MY LITTLE GIRL IS SMILING—Jimmy Justice (Pye)	
9	10	LOVE ME WARM AND TENDER—Paul Anka (RCA)—Bens Music	
10	7	YOUNG WORLD—Rick Nelson (California)—Stockholms Musikprod.	

**More Than TWICE As Many!**

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

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

**high fidelity**

The Magazine for Music Listeners  
Great Barrington, Mass.

## Firms Ready New Phono Product in Build-Up For Display at Annual NAMM Show in N. Y.

### Motorola Brings Out Stereo Line Of 33 Models

CHICAGO — Motorola has introduced its largest stereo phono-graph line in history, which will be displayed at the NAMM show in New York later this month. The Motorola 1963 line of 33 models, including 20 consoles, six stereo theaters and seven portables was shown to distributors at a sales convention here Monday (4). Price range runs from \$59.95 for a playroom portable to just under \$1,000 for the Heritage "Canton-esian" console.

One of the highlights in the line is the revolutionary model SK100, a stereo phono housed in a contemporary styled coffee table 16 inches high by 50 inches long. The piece, which lists at \$129.95, can be used as a room divider or coffee table.

As in last year's higher-end models, Motorola is again featuring its Feather Trac light-weight tone arm, which exerts only one-seventh ounce of force on the record. Another feature of the higher-end consoles is the built-in FM-AM-FM stereo radio unit.

New in Motorola's Heritage line this year is a furniture style known as American Charter. This unit won the Mahogany Association's Grand Award this year for furniture craftsmanship in the musical classification.

An additional feature of the 1963 line is the Decorator Home Entertainment Center. This room divider model contains 19-inch TV, portable stereo phono, table radio and 15 stereo LP's. The complete home entertainment center is offered as a complete unit beginning at \$299.95.

Portable stereo model SP 43 will be pushed as a premium package and will include 50 stereo LP's and a roll-about cart combination, all for \$149.95.

### RCA Victor Ups Budget

NEW YORK — RCA Victor's home instrument line for 1963, announced here two weeks ago, will get the benefit of an ad and promotion budget 40 per cent larger than last year, according to Jack M. Williams, advertising and sales promotion vice-president.

Williams said the increased appropriation is the direct result of impressive sales gains in every product category this year. Increased use of local newspapers by Victor distributors is expected to continue into 1963. The company has also expanded its magazine schedule to include the New Yorker, Holiday, Esquire, Sunset, Cue and Sports Illustrated in addition to Life and Reader's Digest.

The new campaign will be highlighted by RCA sponsorship of Walt Disney's "Wonderful World of Color" Sunday evening TV shows for the second consecutive year. A comprehensive trade program is also planned as well as new co-op ad materials, indoor displays, signs and other materials.

### 'FLOATING ARM' FEATURE OF ZENITH GROUP

CHICAGO — Zenith Sales Corporation has introduced a new line of 30 phonos including portable, console and console combination units. An all-new Micro-Touch two-gram tone arm and "free floating" ceramic cartridge, which Zenith engineers call "the industry's greatest advance in the history of record reproduction," is a feature of 23 of the units.

A built-in feature of 20 of the instruments is the Zenith-developed AM-FM-Stereo FM radio unit. Five other sets have provision for adding it as a drop-in tuner.

The Zenith 1963 stereo line ranges in price from \$79.95 for the Bolero portable stereo to \$850 for the Polonaise, a French provincial stereo console, which includes stereo FM. Console TV-phono combinations range from \$499.95 for the Scofield to \$1,750 for the Chancellor, a color TV combination.

Zenith officials said the new tone arm is so light that a record can be played 2,000 times with "practically no record wear." In addition, it was noted that "you can drop, bounce or scrape the tone arm across the record without making any audible scratches in the grooves and the needle cannot be jarred from the groove even by tilting the record changer as much as 30 degrees."

### Admiral's 1963 Presentations Include 10 Sets

CHICAGO — The new 1963 Admiral phono line consists of 10 stereo radio-phono combinations, three console phonos, and four portables. In the monaural line, the firm announced two automatic portables and one portable radio-phono. The latter three range in price from \$49.95 to \$69.95.

In the stereo line, which begins at \$99.95, new Admiral-built changers have been incorporated into the instruments, speakers with larger magnets are being used, and in the three portable units, a "sing-along" feature has been included. This allows the user to sing over one channel with the music played over the other.

The Admiral stereo system this year will again feature the so-called "Phantom 3rd Channel," an electro-acoustical system designed to have the listener hear sound direct from the center although the sound is coming from two separate speakers featuring sound from two sources.

All console combinations feature built-in AM-FM-FM stereo tuners with stereo indicator light that glows when FM stereo is being received.

At the top end of the stereo line are two decorator styled models in Danish Modern and French Provincial cabinets. Each model is more than five feet wide to provide maximum sound separation.

## This Racker Employs Airplane; Univac to Do Well-Rounded Job

Continued from page 5

"We are in over 300 locations now of which about 60 are post exchange on armed force bases. This all requires a lot of control and that's where the Univac comes in. We use this big installation to collect all information on sales and inventories from all locations, and it tells us exactly what's needed in terms of merchandise.

"Every record put out is dated and if it hasn't sold within 90 days it's pulled off the rack and replaced. Everyone of our locations gets a call from one of our field men every three weeks at the least and usually every two weeks. Five of our field men drive cars to get to out outlets up to 900 miles away. Our traveling sales exec, Ted Pousman, makes his trouble-shooting rounds in our company-owned plane, which he pilots himself.

"Any rack can do a good merchandising job if he's really interested in the record business. We are. We are always trying some new kind of pricing gimmick on specials of the day or the week. We also put out a complete catalog of every record we have in stock which customers can use in any of our locations.

"We also put out our own weekly Big Top 40 listing. There's a separate listing for each of six different regions we serve. Then we have a "sneaker" sheet of the new singles we think will make the grade.

We run off a weekly Top 100 list of LP's compiled from trade charts. All this is shipped out in bulk every week to every location for customer giveaways.

On price, we desire that all our racks discount, but not destructively. That is, our average for a \$3.98 LP will run from \$2.77 to \$2.97, depending on local conditions. This keeps us competitive but it means a fair profit, too.

(Continued on page 39)

### Olympic Records Files With SEC For Stock Sale

WASHINGTON — Olympia Record Industries, formerly Olympia Distributing Corporation of New York, has filed a registration statement with the Securities & Exchange Commission seeking registration of 66,000 shares of Class A stock to be offered for public sale at \$4 per share. Underwriters Gianis & Company, Inc., and Jed L. Hamburg Company, both of New York, will receive a 50-cent-per-share commission and \$5,000 for expenses plus additional shares and warrants to be sold to the underwriters.

The company is a wholesale dis-  
(Continued on page 39)

## 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 \$401 AND \$500

Pos. This Issue	Pos. 3/17/62 Issue	Brand	% of Total Points
1	1	Magnavox	49.8
2	—	Curtis-Mathes	9.9
3	4	RCA Victor	6.2
4	2	Fisher	5.7
5	—	Pilot	5.0
6	5	Motorola	4.5
7	—	Zenith	4.0
		Others	14.9

## 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.

**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."

**DEL-FI**—Expires June 30, 1962. Started June 1, 1962. Johnny Crawford Month. One-for-10 on all Del-Fi and Donna LP's.

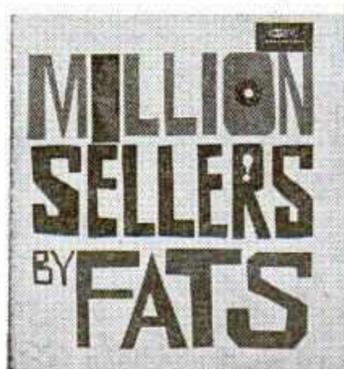
**MGM**—Expires June 30, 1962. Started June 1, 1962. June-Sales-Plan and Hank Williams Month. One album free for every 10 purchased. Program covers complete catalog plus new release of 20 albums.

**SMASH**—Expires June 30, 1962. Started May 7, 1962. Sounds of Spring. A 10 per cent discount on all merchandise, including new releases.

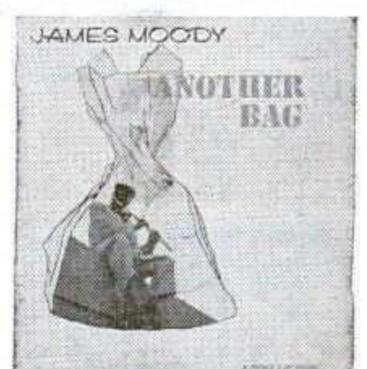
**COLUMBIA**—Expires July 15, 1962. Started June 15, 1962. Label is offering 10 per cent discount on the introductory release of 11 LP's in its new Electronically Re-Channelled for Stereo series.

(Continued on page 39)

## ALBUM COVER OF THE WEEK



**MILLION SELLERS BY FATS**—Fats Domino, Imperial LP 9195. The potent sales value of the artist's name coupled with a striking album cover should make this package a prime candidate for window or counter display. The oddly shaped block letters are in gold, red and purple and on a white background.



**ANOTHER BAG**—James Moody, Argo LP 695. Here's an imaginative cover with lots of eye appeal. Designed by Don Bronstein, the cover depicts a full-color photo of the artist, sitting in a cleverly designed paper bag, and placed on a white background. Good display item for the jazz sections.

# U. S. Won't Set Limit to Nip Radio Import

WASHINGTON — Those inexpensive Japanese transistor radios will keep on flooding the domestic U. S. market. A request for limitation of the heavy import, which was made by the Electronics Industries Association, has been turned down by the Office of Emergency Planning (formerly Office of Civil and Defense Mobilization).

EIA's claim that the transistor imports threatened the domestic industry to the point of endangering national security is not warranted at the present time, says OEP. However, the agency will keep an eye on the Japanese transistor situation, says director Edward A. McDermott.

McDermott finds that the domestic transistor industry supplying U. S. military and other needs is in a healthy and thriving condition, according to studies by the Commerce and Defense departments. Japanese imports are largely in the recreational radio-transistor field. If the situation is a bit rough on domestic product, it is more than offset by the need to maintain good trade relations with Japan, the OEP concludes.

Also, the Office of Emergency

## Olympic Records

• Continued from page 38

tributor of phonograph records and albums of all types to mail-order houses, variety chains and department store chains throughout the U. S., and locally in New York to department stores and other retail outlets. The \$212,000 estimated net proceeds from the stock sale (including stock and warrants sold to the underwriters) will be used to repay short-term bank loans, to finance additional inventory, produce international and educational recordings, purchase new products and expand orders for the company's record accessory line.

In addition to certain indebtedness, the company has outstanding 84,000 common shares of which Ervin Litkei, president, and Oscar Kelemen and David Weg, vice-presidents, own 33 1/3 per cent each. Sale of new stock to the public at \$4 per share will result in an increase in the book value of stock now outstanding from \$1.27 to \$2.07 per share, with resulting dilution of \$1.93 per share in the book equity of stock purchased by the public, SEC notes.

Planning says Japanese imports are of low-value type, and offer no threat to over-all transistor earnings and research in the domestic industry.

## Racker Airplane

• Continued from page 38

Singles go for about 80 cents in the PX's, a little less in other stores.

"Right now we are in the PX's and such chains as Murphy, Grant, Kresge, McCrory and some food stores, including Grand Union. In the latter, we prefer budget priced product in general, with only the top best-selling singles and regular-price LP's.

"Transportation of the product, we have found, is best handled by buses. With the help of the bus lines, none of our locations are more than 24 hours away. Locally, in the Miami and South Florida area, we go one step further. We've found that weekends are the biggest time for record sales, and every Thursday, our girls get on the phone with every reasonably close account and check out their weekend needs. They get what they want quick.

We insist, by the way, that all accounts, from the \$50,000 inventory down to the smallest, handle some budget priced product. It's an important part of the business today. But we try to avoid cut-outs entirely. We feel people are often not satisfied with the stuff and this gives them a basis for a complaint. We don't need that. We want them all to be happy."

## DISK DEALS FOR DEALERS

• Continued from page 38

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

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

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

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

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

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

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

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

**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, Gileis, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck. Let's Dance the Pachanga and Charanga.

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

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

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

One LP free for every five purchased.

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

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

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

One free LP for every five purchased.

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

All-Time Hit single series available at a 15 per cent cash discount. Disks are 21 of the label's best sellers.

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

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

• Record and Equipment Mfrs.  
• Artists  
• Accessory Mfrs.

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

**B**  
BILLBOARD  
MUSIC WEEK  
**MW**

# 1962 Dealer (NAMM) Conv. Issue

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

Write, wire or phone your Billboard Music Week representative TODAY

**BILLBOARD MUSIC WEEK.**



New York  
1564 Broadway  
PLaza 7-2800

Chicago  
188 W. Randolph  
CEntral 6-9818

Hollywood  
1520 N. Gower  
HOLLYWOOD 9-5831

# FOLK TALENT & TUNES

By BILL SACHS

George Riddle (United Artist) appeared recently in Hobbs, N. M., and San An-

gelo and El Paso, Tex., in a package show for Billy Western that included George

Jones, Frankie Miller, George Kent, Don Gibson, Ferlin Husky and Darrell McCall. Riddle is currently en route to California where he joins George Jones on the big c.&w. show set for the Hollywood Bowl June 15. . . . Ram Records artist Margaret Lewis was co-featured with Claude King at the Old-Time Fiddlers' Convention in Crockett,

Tex., June 8. Event was sponsored by Station KIVY. Miss Lewis was invited back this year as a result of the sound performance turned in by her on her showing there a year ago.

Jim McConnell, managing vice-president of Acuff-Rose Artists Corporation, Nashville, announces the following bookings for June:

George Hamilton IV, Flame Room, Minneapolis, June 11-16; Roy Acuff and His Smoky Mountain Boys and Bobby Lord, Adrian, Mich., June 14; The Louvin Brothers, Scottsville, Va., June 14; Lynchburg, Va., 15; Don Gibson, California, June 15-21; Rusty and Doug, Peoria, Ill., June 15; Bobby Lord, Henderson, Ky., June 15; Mark Dinning, California, June 15-17; Roy Acuff and unit, Oakdale,

## BILLBOARD MUSIC WEEK

## BUYERS & SELLERS

# CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

### DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

#### AT UNBEATABLE PRICES!!

All Major Records—Top Artists and Hard-To-Get Accessories Any Quantity . . . Quick Delivery

Brand-New Singles, LP's, EP's. Classical—Folk—Jazz—Stereo. 33 1/2's—45's—78's.

Write or Phone for Free Catalog.

#### HAM-MIL Trading Corp.

1520 N. Broad St., Philadelphia 21, Pa. Phone: POplar 3-0585

### SCHWARTZ BROTHERS, INC.

Mid-Atlantic States LARGEST INDEPENDENT RECORD DISTRIBUTOR Immediate Deliveries Made to— Washington, D. C.—Maryland—Virginia & West Virginia

TOPS IN PRODUCT! TOPS IN PROMOTION! TOPS IN SALES!

901 Girard St. N.E. Washington 17, D. C. Phone: LAWrence 6-4500

WANT CANADIAN DIST. FOR JAZZ LP'S. Buhl, Box 34, Princeton, Fla.

### RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

### PRESSING, PLATING

NO JOB TOO SMALL—QUALITY PRESSING. Low cost. House of Wax, 1697 Broadway, N.Y.C., CI 7-2159. np-mh2

### RECORD ACCESSORIES & DEALER FIXTURES

### RECORD STORES Increase Selling Efficiency

The original and most convenient record catalog service Listings of the latest popular records by titles and artists rushed three times a month by first-class mail. Big Books of over 200 pages of current and older numbers by titles and artists sent monthly—each month complete in itself with no need to refer to previous issues. Three months' trial, \$10.00, or economical yearly, \$35.00. Information and samples sent on request.

#### RECORDAID, INC.

P. O. Box 5765 Philadelphia 20, Pa.

### USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

### FOR SALE

POKERING WITH DROP CHUTE—SOME older games with push chute. If it's parts for POKERING you need, write James Travis, P. O. Box 206, Millville, N. J. np-ja26

JUST OFF LOCATIONS AND SHOPPED. Five Bally Touchdowns, \$290 each. 1/3 deposit required. United Novelty Co., Inc., P. O. Box 126, 111 W. Division St., Biloxi, Miss. je23

### BUSINESS OPPORTUNITIES

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-np

### MISCELLANEOUS

BUSINESS CARDS EMBOSSED—1,000 ONLY \$5 postpaid. Photo Postcard, 1,000, \$15. Free samples. Spectro, Box 1785, GPO, New York 1, N. Y.

SONGWRITERS—NAMES AND ADDRESSES of 315 music publishers in New York City. Valuable list. Compiled, copyrighted and authentic, \$2 postpaid. Please mention magazine. David Sandweiss Enterprises, Box 1531, Ann Arbor, Mich. jy14

28,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service, too! Free catalog. Robert Orben, 111 E. Carpenter St., Valley Stream, N. Y. mh14-64

### EMPLOYMENT SECTION

#### HELP WANTED

PHONOGRAPH MECHANIC WANTED — Must be A-1 all around Phonograph Mechanic with years' experience in amplifiers and machine adjustments. State age, experience, references. 20 Record Phonograph Co., 205 Washington St., Tampa, Fla. je16

### MUSIC-RECORDS

#### HELP WANTED

COMPOSER - COLLABORATOR — WORK with idea-lyric writer. Box 424, c/o Billboard Music Week, 1564 Broadway, New York 36, N. Y. ch-je23

RESIDENT RECORD SALES REPRESENTATIVE wanted to call on rack jobbers, chain stores, markets, variety-drug stores, major record shops, etc., with a steady repeat. Bread 'n' butter low-priced Stereo, Classical line of LP's. Good additional income. State territory covered. Box #417, c/o Billboard Music Week, 1564 Broadway, New York 36, N. Y. ch-je16

#### Require Highly Experienced

#### DISCOUNT RECORD BUYER

to buy and manage multiple store operation in various cities. Send resume and salary requirements to Box 426, c/o Billboard Music Week 1564 Broadway, New York 36, N. Y.

#### RECORD SALESMEN WANTED

Leading national promotional record company seeks two top salesmen now contacting department stores, chain stores, Rack Jobbers and Distributors. One for Missouri-Kansas area, one for Georgia, N. and S. Carolina-Virginia area. Lucrative deal and fully protected territory. Interview in your area. Write details to Box 429, c/o Billboard Music Week, 1564 Broadway, New York 36, N. Y.

WE ARE LOOKING FOR MEN — ONE thoroughly experienced in running and managing a Record Rack jobber operation, and a Salesman completely experienced at calling on chain stores, markets, variety, drug, etc. Send full resume and snapshot. Write: Box A-254, Billboard Music Week, 1520 N. Gower, Hollywood 28, Calif. ch-tfa

#### SITUATIONS WANTED

ARE YOU LOOKING FOR A JOB? OVER 21,000 Billboard Music Week subscribers will see your message here and the cost is only 75¢ per line per issue. Why not send in your advertisement and check now! ch-mp

#### CREDIT MANAGER

Now available Just resigned as Credit Manager MGM Records

#### LOUIS D. SISKIN

1315 51st St., Brooklyn, N. Y. GEdney 6-4047

#### WORLD'S FAIR PUBLICIST

Strong background PR, newspapers, magazines, music, seeks place in recording industry. Go anywhere for creative action. BOX A-253

#### Billboard Music Week

1520 N. Gower St. Hollywood 28, Calif.

SUCCESSFUL SONG WRITER—COLLEGE ed. Some experience in prod. records. Desires to learn record business. Will take any job with record co. or indie prod. Phone UL 1-6515, New York City.

### RADIO-TV

#### SITUATIONS WANTED

TOP PERSONALITY ANNOUNCER — 4 years' experience in all phases of radio, including P.D. and station manager duties. Have 3d rated show in 1/2 million market; married; best references. Box 427, Billboard Music Week, 1564 Broadway, New York 36, N.Y.

## HANDY AD ORDER FORM FOR BILLBOARD MUSIC WEEK CLASSIFIED MART & INTERNATIONAL EXCHANGE

1. First, type or print your message here. Be sure to include your name and address in the copy, as you wish it to appear in the ad. When BILLBOARD MUSIC WEEK box number is used, allow 8 additional words. Box number advertisements require 50¢ additional per insertion for handling and for forwarding replies. No deposit may be solicited in box number advertisements.

2. Check the style you want.
  - Display—Attractive, attention-getting, carries punch and power. (Minimum: 14 lines or 1 inch.)
  - Regular—One paragraph with the first line in capital letters. (Minimum: 2 lines.)
3. Now, indicate how many issues you wish to use, as well as the frequency you would like them to appear and the issue it should commence with.
 

\_\_\_\_\_ No. of insertions.

\_\_\_\_\_ Frequency.

  - Every week.
  - Every other week.
  - Once a month.

#### CASH IN ADVANCE, PLEASE!

PAYMENT IN AMOUNT OF \$..... IS ENCLOSED

NAME .....

ADDRESS .....

CITY ..... STATE .....

Classified Advertising closes on Wednesday, 10 days prior to date of issue. Billboard Music Week's Buyers' & Sellers' CLASSIFIED MART Advertising Offices.

#### SEND YOUR ADVERTISEMENT TO NEAREST OFFICE

NEW YORK 1564 Broadway N.Y. 36, N.Y. PLaza 7-2800 CHICAGO 188 W. Randolph St. Chicago 1, Ill. Central 6-9819

ST. LOUIS 812 Olive Street St. Louis 1, Mo. Chestnut 1-0443 HOLLYWOOD 1520 North Gower Hollywood 28, Calif. HOLlywood 9-5831 CINCINNATI 2160 Patterson St. Cincinnati 14, Ohio DUNbar 1-6450

Check the classification (and subclassification, if any) in which you want your advertisement to appear.	RATE PER LINE			
	1 Time	12 Times per year	26 Times per year	52 Times per year
<input type="checkbox"/> RECORD MANUFACTURERS				
<input type="checkbox"/> General				
<input type="checkbox"/> Specialty	\$1.35	\$1.30	\$1.25	\$1.15
<input type="checkbox"/> RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT				
<input type="checkbox"/> Containers, Shipping Supplies & Services				
<input type="checkbox"/> Designing, Printing, Lithography				
<input type="checkbox"/> Pressing, Plating				
<input type="checkbox"/> Record Promotion & Publicity				
<input type="checkbox"/> Recording Facilities & Supplies				
<input type="checkbox"/> RECORD ACCESSORIES AND RECORD FIXTURES				
<input type="checkbox"/> BUSINESS OPPORTUNITIES				
<input type="checkbox"/> MISCELLANEOUS				
<input type="checkbox"/> DISTRIBUTING SERVICES				
<input type="checkbox"/> Record Distributors	1 Time	12 Times	26 Times	52 Times
<input type="checkbox"/> One-Stop Distributors	.90	.85	.80	.70
<input type="checkbox"/> Phono-Radio-Tape Distributors				
<input type="checkbox"/> USED COIN MACHINE EQUIPMENT, PARTS & SUPPLIES				
<input type="checkbox"/> For Sale				
<input type="checkbox"/> Wanted to Buy				
<input type="checkbox"/> EMPLOYMENT SECTION				
<input type="checkbox"/> Help Wanted	1 Time	12 Times	26 Times	52 Times
<input type="checkbox"/> Situations Wanted	.75	.75	.75	.75
<input type="checkbox"/> MUSIC-RECORDS				
<input type="checkbox"/> Help Wanted				
<input type="checkbox"/> Situations Wanted				
<input type="checkbox"/> RADIO-TV				
<input type="checkbox"/> Help Wanted				
<input type="checkbox"/> Situations Wanted				
<input type="checkbox"/> INTERNATIONAL EXCHANGE				
<input type="checkbox"/> Country (Please Indicate)	1 Time	12 Times	26 Times	52 Times
<input type="checkbox"/> General	1.00	.90	.80	.70

when answering ads . . .

Say You Saw It in Billboard Music Week



## 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!

Wis., June 17; the Louvin Brothers, West Grove, Pa., June 17; Roy Acuff group, Decatur, Ill., June 21; Rusty and Doug, Chicago, June 21-23; George Hamilton IV, Sibley, Ill., June 22; Roy Orbison, Montgomery, Ala., June 22; Tex Ritter, Hank Morton and the Lonnie Wilson band, Bristol, Tenn., June 22-23; Roy Acuff, Norton, Va., June 23; Roy Orbison, Jacksonville, Fla., June 23; Tex Ritter and Hank Morton, Newark, Ohio, June 24; Roy Acuff group, Anderson, Ind., June 24; Lonzo and Oscar, Muske-

gon, Mich., June 24; Roy Acuff unit, Springfield, Ill., June 25; Roy Acuff unit, Tex Ritter and Hank Morton, Tampa, Fla., June 27-28; Bob Luman, Lonnie Wilson band, the Wilburn Brothers, Wichita Falls, Tex., June 29; Margie Bowes, Chicago Heights, Ill., June 29-30; Bob Luman, Lonnie Wilson band, the Wilburn Brothers Lawton, Okla., June 30, and Roy Acuff unit, Don Gibson, Tex Ritter and Hank Morton, Greensboro, N. C., June 30.

Omaha's Junior Chamber of Commerce hosts a country and western show for the 10th consecutive year at Music Hall, that city, June 13. Arranged by Harry (Hap) Peebles, Wichita, Kan., promoter, the show will feature Homer and Jethro, Rufe Davis, Redd Stewart, the Collins Sisters, Skeeter Davis, Ralph Emery, Moon Mullican, Bobby Helms, along with Pee Wee King and the Golden West Cowboys. The unit plays Sioux City, Ia., June 12; Lincoln, Neb., 14; Wichita, Kan., 15; Topeka, Kan., 16, and Kansas City, Mo., 17.

Connie Hall has returned to her South Fort Mitchell, Ky., abode after completing a 30-day, 12-State tour with Stonewall Jackson, Red Sovine, Little Jimmy Dickens, Carl Belew, Rex Rinehart and the Syrup-Soppers for the Jim Denny office, Nashville. Upon her return home, Connie was surprised by her husband with a new home, completed during her month's absence. Connie's new release on the Decca label couples "Yes, There's a Reason" and "Half the Time." Deejays needing a copy are asked to drop Connie a line on their station letterhead to 12 Woodlawn, South Fort Mitchell, Ky. On June 3 Miss Hall flew with Roy Drusky and the Wilburn Brothers to Windsor, Ont., for a single engagement.

Durwood Haddock, currently getting a heavy play in Texas territory with his "D" Records release, "How Lonesome Can I Get," appeared on "Big D Jamboree," Dallas, June 9, and at Dewey Groom's Longhorn Ranch there following the show. Haddock, the writer of "There She Goes" and a number of others recorded by Carl Smith, Patsy Cline and Carl Belew, is also booked for the anniversary show being promoted in Austin, Tex., by Clyde Chesser of Station KOKE. . . . Bob Stane has left the Ice House theater-restaurant, Pasadena, Calif., which offers regular programs of folk music in concert, to undertake a project for Playboy in Chicago. Replacing him as Ice House manager is Lori Spring.

Itinerary for Leon McAuliff and His Cimarron Boys through August 1 stacks up as follows: Edmonton, Alta., June 12; Dawson Creek, B. C., 13; Quesnel, B. C., 14; New Westminster, B. C., 15; Spokane, Wash., 16; Great Falls, Mont., 19; Billings, Mont., 20; Gillette, Wyo., 21; Riverton, Wyo., 22; Sydney, Neb., 23; Regal Ranch, Strafford, Tex., 29-30; Ellington Air Force Base, Houston, Tex., July 1-2; Navasota, Tex., 3; Altus Air Force Base, Altus, Okla., 4; Clinton-Sherman Air Force Base, Clinton, Okla., 8; Vernon, Tex., 9, and Golden Nugget, Las Vegas, 19-August 1. . . . Judy Lynn has just recorded for United Artists "Footsteps of a Fool," written by Danny Harrison and Don Carter, and published by Pappy Daily's Glad Publishing Company, Houston.

Texas Bill Strength, in addition to his deejay chores at KTCR, Minneapolis, and working area dates with his own band, is handling bookings for a nearby club using acts Thursdays through Sundays. . . . Three more fair dates have been added to the "New Dominion Barn Dance" listings handled by Jim Gemmill Promotions, Richmond, Va. They are Mount Airy, N. C., and Gloucester and Galax, Va., with Shirlee Hunter and her unit and Don Reno and Red Smiley splitting the chores. Miss Hunter has a solid line-up of fair, celebration and park dates set for the summer, including stops at Charlotte, Wilson and Mount Airy, N. C.; Gloucester, South Boston, Harrisonburg, Winchester and Richmond, Va.;

Indiana, Schoeneck, Hanover, Kimberston, Hazelton, Harrisburg and McConnellsburg, Pa.; Rac's Hut, Jackson, N. J., and Whitney Point and Bainbridge, N. Y.

Hank Cochran, production coordinator with Pamper Music, Inc., Goodlettsville, Tenn., left Friday (8) on a vacation that will take him to California and maybe Hawaii. He is due back at his office June 25. Hank's own recording on Liberty of "Sally Was a Good, Old Girl" b-w "The Picture Behind the Picture," is reportedly off to a good start. . . . Harlan Howard, accompanied by wife Jan and three sons, left Nashville May 31 for a month's vacation. . . . Roy Baham has moved from Birmingham, Ala., to Nashville, where he will devote his full time writing for Pamper Music. . . . Willie Nelson is due in Nashville this week to complete an album for Liberty Records.

Ragtime pianist Del Wood, following a four-week stand at the Hotel de La Salle, Montreal, has moved to Toronto for an eight-day stand, June 11-18. During her stay in Montreal, Del was the subject of a lengthy feature by Madeleine Doyon in The Montreal Press. Speaking of Del's performance, Miss Doyon said: "Del Wood has made a great contribution to the world of music in helping to keep traditional American ragtime popular through the years with her colorful and dynamic playing." Mercury has just released her newest album, "Ragtime Goes South of the Border," on the Quality label.

J. Hal Smith, president of Curtis Artists Productions, Goodlettsville, Tenn., announces the following bookings: Ernest Tubbs' Texas Troubadours, Peoria, Ill., June 15; Aurora, Ill., 16; Muskegon, Mich., 17; San Antonio, Tex., 22; Dallas, Tex., 23; San Antonio, Tex., 24 and Oklahoma City, 30; Ray Price and His Cherokee Cowboys, Abilene, Tex., June 15; Tulsa Okla., 16; Little Rock, Ark., 17; Aurora, Colo., 21-23; Pueblo, Colo., 24; Jim Reeves and the Blue Mountain Boys, Fairfax, Okla., June 22; Tulsa, Okla., 23; Houston, Tex., 24; Aurora, Colo., 29-30; Buck Owens and the Buckaroos, Madison, Wis., June 13; Jefferson City, Mo., 14; Camdenton, Mo., 15; Aurora, Ill., 16; Anderson, Ind., 17, and Charlie Walker, Decatur, Ill., June 29-30.

Following his appearance as headliner at the Hollywood Bowl Friday (15), Johnny Cash goes on tour with a package including the Tennessee Three, Patsy Cline,

**Chi Music Fair Adds Exhibitors**

CHICAGO — Fifteen manufacturers have been added to the mounting list of exhibitors at the World's Fair of Music and Sound to be held at McCormick Place here August 31-September 9, it was announced last week by Aaron D. Cushman, fair president.

Companies which will take part in the massive hi-fi and stereo demonstration to be staged by the fair include H. H. Scott, Inc.; Fisher Radio, Inc.; Harman-Kardon; Sherwood Electronics Laboratories, Inc.; Bogen-Presto Company; Pilot Radio Company (Gerald Electronics); McIntosh Laboratory, Inc.; EICO; Marantz; Electro-Voice, Inc.; Jensen Manufacturing Company; University Loudspeakers, Inc.; Wharfedale (British Industries); James B. Lansing Sound, Inc., and C.L.H. Research and Development Corporation.

Some 300,000 consumers and 5,000 dealers are expected to attend the fair.

Mother Maybelle and the Carter Family, Leroy Van Dyke, George Jones, Don Gibson, Johnny Western and Gordon Terry. Stop-offs are scheduled for Union High School Stadium, Phoenix, Ariz., June 16; Corbett Field, Tucson, Ariz., 17; El Ray Corral, Douglas, Ariz., 18; Armory, Stafford, Ariz., 19; Coliseum, El Paso, Tex., 20, and Civic Auditorium, Albuquerque, N. M., 21. Tour was arranged by Saul Holiff, Cash's personal manager, who also produced the Hollywood Bowl engagement in association with the management of Station KFOX, Long Beach, Calif.

**INTERNATIONAL EXCHANGE**

**AUSTRALIA**

FOR specialized trade coverage of AUSTRALIA and NEW ZEALAND advertise in—

**MUSIC MAKER**

Australia's Leading Music Magazine.

ADVERTISING OFFICES: 416 GEORGE STREET SYDNEY, AUSTRALIA

**BELGIUM**

Everyone in the music business and every teen-ager in Belgium reads

**JUKE BOX**

BELGIUM'S BIGGEST MUSIC MAGAZINE

A one-page ad costs you only \$220.

A one-year subscription is only \$3.

Send your bank draft to

**JUKE BOX MECHELEN, BELGIUM**

Write for Sample Copy.

**GERMANY**

PAUL SIEGEL (BERLIN-NEW YORK), Producer of Telefunken-Decca (Teldec) Records. Disc Jockey: Radio Berlin (SFB). Music Publisher: Hi-Fi Musikverlag GMBH Cable: Symphonien Berlin. Telephone: Berlin 247029. Address: Tauentzienstrasse 16, Berlin W30, Germany.

**HOLLAND**

BOVEMA, HOLLAND'S TOP RECORD FIRM, is the biggest independent record company because it has recording and pressing facilities, depots in top cities, printing facilities and separate sales staff for different labels. Gerry Oord, President, Bovema-Gramophonehouse, Heemstede, Holland.

**ISRAEL**

ILAN MELODY PRESS ARE THE ORIGINAL publishers of international hits originating in Israel and your sub-publishers in Israel of the Hits of The World. Ilan Melody Press, P. O. Box 6011, Tel Aviv, Israel. Cables: Ismusica Tel Aviv.

**SWITZERLAND**

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

**YOUR ADVERTISING GETS**

**RESULTS**

ALL OVER THE WORLD WHEN YOU USE THIS INTERNATIONAL EXCHANGE . . .

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

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

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

**UNITED STATES**

**RECORD EXPORT**

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

The record importer's New York buying office: **DARO EXPORTS, Ltd.** 424 Madison Ave., New York 17, N. Y. All labels, speedy service, low prices. Specialists in Jazz Records & Tapes

**RECORDS**

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

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

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

UNITED ARTISTS RECORDS LEADS THE charts throughout the world with such artists as Ferrante & Teicher, 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.

U.S. RECORD FIRM WISHES TO CONTACT companies throughout the world. Desire to license C&W and other style records. Box 428, Billboard Music Week, N.Y.

**COMING IN JULY . . .**

Another Great International Service Edition from Billboard Music Week THE 1962-1963 INTERNATIONAL MUSIC INDUSTRY BUYERS' GUIDE and

Market Data Directory

For information, contact:

★★★★ EUROPE ★★★★★

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

BELGIUM: Jan Torts Stuivenbergvaart 37, Mechelen ITALY: Samuel Steinman Piazza S. Anselmo 1, Roma SPAIN: Jose Maya Cea Bermudez 74, Madrid

★★★★ ASIA & PACIFIC ★★★★★

AUSTRALIA: Brian Nebenzahl P. O. Box 418, North Sydney HONG KONG: Carl Myatt 44 Mt. Kelleff Road, The Peak JAPAN: Robert Wynn 521-3 Chome, Sihimo Meguro Meguro-ku, Tokyo NEW ZEALAND: Fred Gebbie P. O. Box 5051, Auckland PHILIPPINES: Luis Ma Trinidad 264 Escolta, Manila

★★★★ THE AMERICAS ★★★★★

Frank Luppino Jr., International Sales Director Billboard Music Week 1564 Broadway, New York City 36 MEXICO: Dr. Otto Mayer-Serra Apartado B688, Mexico City PUERTO RICO: Anthony Contreras 26 Gertrudis St., Santurce

**UNIQUE LIMITED EDITION**

Collectors' Item MEMORIAL TRIBUTE TO



**ARTURO TOSCANINI**

Featuring the Maestro's inimitable comments during rehearsals of the NBC Symphony in Mozart's "Magic Flute Overture," Beethoven's "Symphony No. 9," Verdi's "La Traviata" (with commentary by Marcia Devenport). This priceless LP—not available commercially—will be sent to you without cost when you help aged and needy professional musicians by sending this ad with a contribution of \$25 or more to the

**MUSICIANS' FOUNDATION**

131 Riverside Drive, New York 24, N. Y. Telephone TR 3-0848 (for Purposes)

(Note: No Broadcast Use May Be Made of This LP)

Unsurpassed in Quality at any Price

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

GENUINE 8"x10"

**GLOSSY PHOTOS**

7¢ EACH IN 1,000 LOTS

\$9.88 per 100

GENUINE HIGH-GLOSS

POST CARDS, \$32 per 1,000

Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

Size: One: 2 or more:

20"x30" . . .\$4.85 . . .\$3.50 ea.

30"x40" . . .\$7.50 . . .\$4.85 ea.

KODAK COLOR PHOTOS

100 JUMBO SIZE \$22.50

100 8"x10" at 1.10 ea.

PLaza 7-0233



A DIVISION OF JAMES J. KRIEGSMANN

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

**FAN MAIL GLOSSY PHOTOS**

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO

Box 1941 Bridgeport, Conn.

## EUROPEAN NEWS BRIEFS

### Location Ownership Booms

ANTWERP — Location ownership is still the preferred pattern for coin machine operation in Belgium, and the trade here sees no likelihood that operator ownership will replace it. Most trade authorities at this European coin machine trade crossroads believe, on the contrary, that operator ownership is losing ground to the locations in the U. S. and West Germany. The trade's attitude here is illustrated by Verheda, the Seeburg distributor and a major Belgian concern. Verheda is both a distributor and an operator—but a reluctant operator. It operates around 50 machines, but prefers to sell to locations and concentrate its operations in this direction. Location ownership in Belgium, in the local trade's opinion, has refuted all the U. S. trade arguments that such ownership depresses business and lowers the trade "image." On the contrary, juke box popularity continues to soar in Belgium, where bars, restaurants, and snack bars use the juke box to lure trade, proprietors competing in phonograph entertainment.

### ECM to Aid Coin Trade

EINDHOVEN, Holland—The European Common Market will be a boon to the Continental juke box operators, according to Dr. J. C. Ramaer, chief economist for Philips of Holland. Dr. Ramaer says the Common Market will stimulate competition enormously, increasing the supply of disks available to the operator and also the number of phonograph models. The stimulated competition should produce price cutting across the board. Dr. Ramaer believes that Britain will join the supermarket, despite current doubts and difficulties.

### Court Rules for Operator

MUNICH—A Munich court has certified juke box operators for reconstruction loans under West Germany's equalization-of-burdens (Lastenausgleichsgesetz) legislation, the law providing indemnification and loans for wartime property loss. The case in point involved application for a loan of 32,000 marks (\$8,000). Lastenausgleich loan agency rejected the application on the grounds that such a loan must be used for "capital investment" in a "socially productive" enterprise. The agency took the position that juke box operation was not a proper business, but a frivolous diversion. The court overturned the agency's decision, holding that the purpose of the law is to assist war damage victims re-establish themselves in a business or trade, and that phonograph operation is a bona fide enterprise under terms of the law.

### Germans Eye Swedish Market

STOCKHOLM — West German coin machine manufacturers, anticipating Sweden's entry into the European Common Market, are focusing a big sales drive on the now American-dominated Swedish phonograph market. German trade surveys indicate that the only apparent reason German juke boxes don't sell better in Sweden is that the Germans have put less effort into selling than the U. S. trade. Interviews and polls establish a strong interest in German boxes, particularly the economy "compact" box which is the German trade speciality. Once Sweden enters the Common Market (which is now taken for granted here), Continental producers will automatically gain a sharp selling edge over U. S. manufacturers by virtue of the tariff differential.

### Location Jumpers Hit U. K.

LONDON—Britain's Phonograph Operators Association is studying steps to suppress the "poaching" of juke box locations. Local operators in particular complain they are being ousted by organized bands of outside operators who invade local territory and take over by offering exorbitant collection splits to the location proprietor. Efforts are being made to draft model contracts compatible with British law, but operators complain even with ironclad contracts they are subjected to unpleasant harassment from disgruntled proprietors, who hope that by being nasty they can induce the operator to abdicate the location voluntarily in favor of the better-paying poacher.

### W. Berlin Taxes Slashed

WEST BERLIN—Phonograph and game amusement taxes have been slashed by 50 per cent in West Berlin, a measure to ease the operators' "hardship" position because of Communist pressure on the city. West Berlin thus becomes the first area to heed nearly a decade of operator agitation for relief from the amusement tax. The West Berlin easing is solely in response to last summer's building of the Communist wall through Berlin, and there is no indication it will be extended to West Germany as a whole. On the contrary, authorities in the various German States seem determined to retain the amusement tax as an indispensable revenue source. Berlin operators have been campaigning for complete abolition of the tax, claiming that they

(Continued on page 51)

## See Early Passage of Ban On In-Line Interstate Traffic

By MILDRED HALL

WASHINGTON — Extension of the Johnson Act to cover in-line pinball machines is now a virtual certainty. The House Commerce Committee this week reported favorably on the amended Eastland Bill, and passage is expected at an early date.

A companion bill has already passed the Senate. As the Administration, and particularly Attorney-General Kennedy, has been behind the Eastland Bill, the Presidential signature will be automatic.

Briefly, the Eastland Bill would expand the Johnson Act to cover all machines covered by the \$250 federal gaming tax stamp. This means that in-lines and similar

games would be barred from interstate commerce.

#### No Basic Difference

The House version of the bill specifically exempts amusement pinballs. The Senate version does not make this distinction, but these amusement devices are uncovered by implication. There is no basic difference between the two versions.

Also exempted from the amended bill to bar gambling devices in interstate commerce are coin-operated bowling alleys, shuffleboards and mechanical guns not designed primarily for gambling. Also exempt are the so-called claw, crane and digger machines made primarily for carnivals and fairs. Parimutuel betting equipment is not covered under the bill.

#### Amusement Machines Exempt

As predicted in Billboard Music Week (Jan. 27), the committee specifically excluded the purely amusement machine (called a "marble machine" in the legislation) as distinct from the gaming pin designed and manufactured primarily for use as a gambling machine. Other requirements to exempt the amusement pinball are that it does not deliver, or entitle the player to receive, any money or property as a result of an element of chance in the play.

The whole question of shipment of in-line gaming pins, slots and other gambling devices to States in which they are allowed—Nevada and four counties in Maryland presently permit entry of gaming

machines—is going to require interpretation by the Attorney General's office. The bill states that machines can be shipped in interstate commerce only to "licensed gambling establishments where betting is legal under applicable State laws."

#### Question on Maryland

The Johnson Act permits any State to declare itself exempt from the terms of the ban. Therefore the case of shipment to Nevada would be clearly allowable, because the State has passed specific legislation exempting the machines from the Johnson Act, committee spokesmen point out. However, there is some question on shipments to the four Maryland counties which permit the machines.

Under the amended law, gambling machines shipped into the Maryland counties be allowed only to "establishments licensed and declared legal under State law." Maryland law has not specifically exempted itself from terms of the Johnson Act, it was pointed out at the hearings.

The Senate Judiciary Committee had already stricken the original Eastland (D., Miss.) bill provision for barring shipments of gaming machines in foreign commerce. However, by definition, interstate commerce also covers a machine which goes from one place within a State to another via any place outside of the United States.

Stringent registry and reporting requirements have been maintained

(Continued on page 52)

### 'Trip' Feature Of New Game



TRADE WINDS

CHICAGO—Williams Electronic Manufacturing Corporation last week unveiled its new pinball game, Trade Winds, which is adjustable for either three-ball or five-ball play and features bumpers, a roll-over button and knockout hole to advance lights to various islands. The game starts out in San Francisco and advances through various islands to Tahiti.

The game is equipped with a slug ejector and has stainless steel front and side rails. It is also available in single or twin chutes. Another feature of the machine is a metal door for access to coin box.

## Coin Industry Hale & Hearty, Banker Tells Virginia Ops

RICHMOND, Va.—John Chandler, Robert Minor and Hy Lesnick have been named to organize the 1962 convention of the Music Operators of Virginia, to be held at the John Marshall Hotel here September 7-8. The trio will line up manufacturers and distributors to exhibit and participate in the conclave.

Attendance at the MOV meeting here Sunday (27) was the largest in several years. John W. Boyle, executive vice-president of the Mountain Trust Bank of Roanoke told the operators that based on his experience with coin machine financing, the industry is in a healthy condition and prospects for the rest of 1962 look bright.

Jack Bess, president of the Roanoke Vending Machine Exchange, also spoke. Bess, who was hospitalized right after the recent convention of the Music Operators of America, has recovered from his illness and is now fully active.

Also on hand at the meeting were William Harper, vice-president and general sales manager of Rowe-AC Services, and George Klersey, Rowe-AC executive.

The three door prizes winners were Lin Simmons, Danville Amusement Company, Danville (a Williams Baseball Game), and Gilbert Bailey, Bailey Amusement Company, Gloucester (a Rowe-AMI 200-L phonograph). The prizes were donated by the Roanoke Vending Machine Exchange.

## 300 at UJA Victory Dinner Pay Honor To Trade Publishers Littleford, Orleck

• Continued from page 5

Sen. Frank Composto, and Abe Stone, executive district attorney of Queens.

#### Floorshow

Following cocktails and dinner, guests watched a three-hour star-studded floorshow that included some of the key names in the record industry: Tony Bennett with the Dukes of Dixieland, Johnny Desmond, the Tokens, Freddie Cannon, Bobby Vinton, Jodie Sands, the Tarriers, Birdie Green, Bobby Shields (emcee), and Buddy Sarkissian and His Mecca East Review, featuring dancer Lisa Rodriguez.

Rabbi Nathan Schneier delivered the invocation. Chairman Holzman thanked the group for its generosity in the drive and cited members of his committee for their enthusiasm and help.

In his speech to the group, Cahn noted that the "plight of Jews seeking freedom was of concern to all—there must be no ghettos of freedom—no wastelands of liberty—democracy is not democracy if it is reserved for the privileged few."

He blasted "right-wingers" who felt that "dual loyalty was not patriotic," terming their thinking

"a fraud, a hoax as dangerous as the Commie hoax in the '30's."

#### Blasts Birchers

He said members of the John Birch Society were not right wing or patriotic but "neo-fascist," and that the Birch group couldn't "accept into membership men who molded democracy in the U. S."

"To support the cause of democracy anywhere in the world is patriotic and the highest form of Americanism," said Cahn.

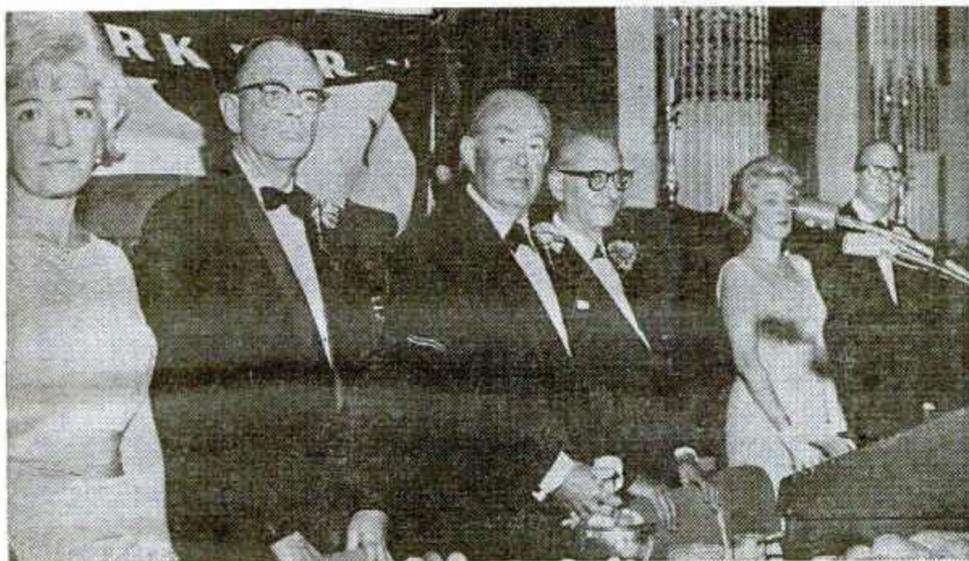
He noted that in Israel's fight for freedom, "not just the Jews' safety was at stake, but the cause of democracy around the world."

# Trade Publishers Honored at Coin Machine UJA Banquet

More than 300 operators, distributors, manufacturer representatives and record company executives turned out at the grand ballroom of New York's Hotel Plaza Tuesday night (5) to honor Roger S. Littleford Jr., publisher of Billboard Music Week, and Joe Orleck, publisher of Cash Box. The occasion was the annual banquet of the Coin Machine Division of the United Jewish Appeal. Both publishers were cited for their support of UJA.



ROGER S. LITTLEFORD JR. accepts the UJA award.



DAIS GUESTS: Left to right are Mrs. Irving Holzman, Roger S. Littleford Jr., Irving Holzman, Joe Orleck, Mrs. Fran Bodkin and Al (Senator) Bodkin.



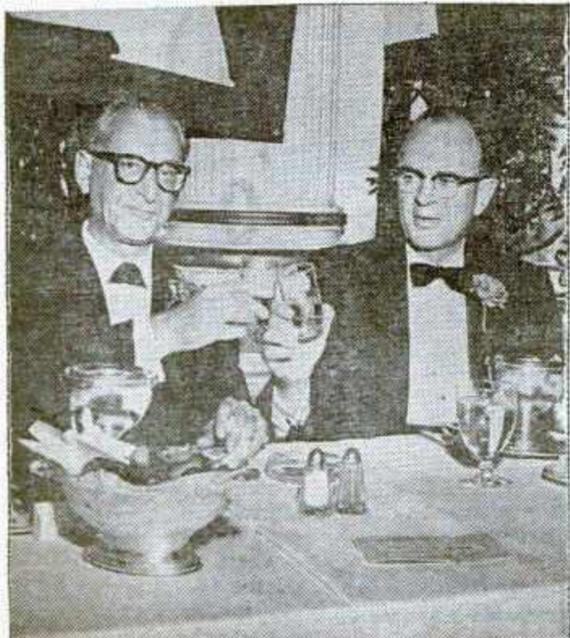
RABBI ARTHUR SCHNEIER pronounces the invocation before 300 members of the coin machine and recording industries.



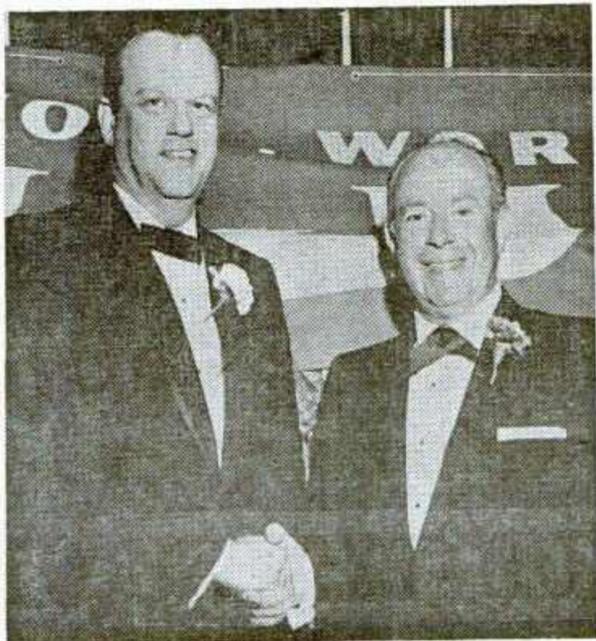
COINMEN RELAX and attack their roast beef dinners.



GENERAL CHAIRMAN IRVING HOLZMAN presents Roger S. Littleford Jr. with a plaque from UJA.



GUESTS OF HONOR Joe Orleck and Roger S. Littleford Jr. toast each other at the head table.



WILLIAM CAHN, assistant district attorney for Nassau County, greets Irving Holzman.



COLUMBIA ARTIST Tony Bennett entertains the coinmen.



BIRDIE GREEN, Perri Records, gives forth for the juke box operators.

## German GI's Go Ga-Ga Over Vendors' Wares

COBLENZ, West Germany—West Germany rearmament is booming German bulk vending. Much to the surprise of German bulk vending operators, the Bundeswehr is demonstrating an insatiable demand for ball gum (with or without charms) and nuts.

Batteries of bulk vending machines grace every Bundeswehr installation. Locations in Bundeswehr areas have become West Germany's prime spots, widely coveted and fought over.

Operators (and they were few) foresighted enough to anticipate the Bundeswehr bulk vending boom have cashed in handsomely. The military is again a big German industry.

West Germany now has 385,000 men under arms, and the number is to rise to 500,000 by 1965. Moreover, there are an additional 200,000 civilians attached to the Bundeswehr.

Bundeswehr installations now cover the entire country, meaning that the bulk vending bonanza similarly encompasses the entire country. Various unusual factors

have combined to build the Bundeswehr bulk boom.

First, the new German armed forces are a "deprussianized" civilian military establishment. In the Prussian era a Landser (German GI) would have been court-martialed on the spot for chewing gum or nibbling peanuts while on duty (in fact, gum was virtually unknown before the war).

But discipline has been relaxed tremendously in the new German armed forces, and regulations are relaxed in the matter of bulk vending machine patronage—on or off duty.

The Bundeswehr is composed mainly of draftees fresh from civilian life, and a feature of Germany's "Americanization" has been the introduction of U. S.-style bulk vending, which the draftees now demand from the military.

Finally, there is the precept of the U. S. Armed Forces, who set an example for the German Landser by consuming prodigious quantities of gum and peanuts (all happily supplied by German bulk vendors).

## Abby Deal Cues Full Public Sale

BROOKLYN — Abby Vending Company, custom manufacturer of bulk vending machines, is now a partially publicly owned company.

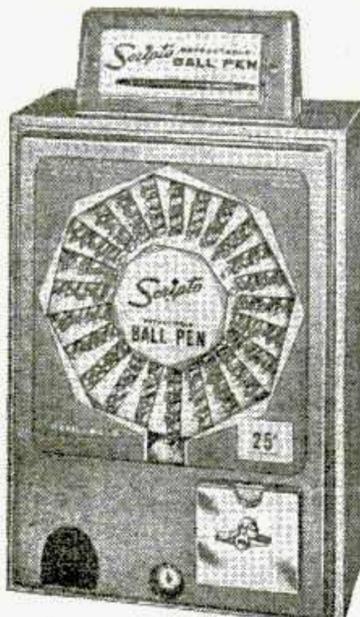
Jack Marofsky, Abby president, disclosed this week that the firm has sold 100,000 shares of its common stock to Northfield Precision, Inc., with 44,000 shares of this amount to be distributed among Northfield stockholders on the basis of one share of Abby stock to every 10 shares of Northfield stock held. The remaining 56,000 shares will be held in the Northfield treasury. Northfield is traded over the counter.

Abby received in exchange about \$100,000 and an undisclosed amount of Northfield stock. The money will be used in the development of a bulk vending machine, which Abby expects to have on the market in about six months.

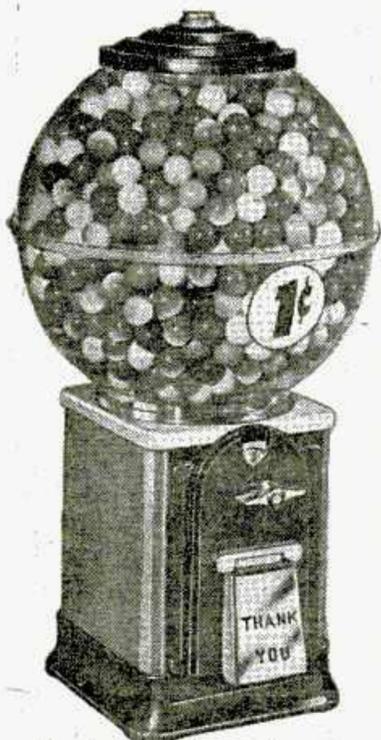
### First Step

The sale of stock to Northfield may be the first step in complete public ownership of Abby. The firm is expected to file with the Security Exchange Commission for permission to sell the balance of its stock to the public.

(Continued on page 52)



**SCRIPTO PEN VENDORAMA**  
Write for Beautiful Illustrated Circular and Prices.  
**GRAFF VENDING SUPPLY CO., INC.**  
2817 W. Davis Street  
Dallas, Texas



Now! **VICTOR** Brings You the **NEW L. C. TOPPER**  
For Vending 100-Count Gum . . . This New L. C. (Large Capacity) Vendor Holds **1175 Balls of 100-Count Gum.**  
Write for Circulars and Prices.  
**VICTOR VENDING CORP.**  
5701-13 W. Grand Ave., Chicago 39, Illinois

**HORRIBLES**  
Immediate Delivery  
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.

**EPHY-GUGGENHEIM, INC.**  
91-15 144th Pl., Jamaica, N. Y. PH. AX 7-2900

**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.

**Northwestern**  
**SUPER 60**  
• NO BREAKING  
• NO CRUSHING  
• NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule venter.  
Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!  
WIRE, WRITE OR PHONE.  
**Northwestern CORPORATION**  
2623 N. Armstrong St. Morris, Ill.  
Phone: WHITNEY 2-1300

## Repair Shops on Wheels Hit Road To Service Clients

ST. LOUIS—An innovation to extend the scope of equipment service was introduced last week by William R. Sabol, general manager of National Rejectors, Inc. The idea is a mobile service unit.

The mobile service unit is a complete repair shop on wheels. It is based on a panel truck stocked with parts and equipment needed to perform all except the most complex service and repair operations. The units will be operated by factory-trained, experienced NRI field service representatives.

The units will be able to service National Rejector's coin and currency-handling equipment, as well as other equipment.

### Continuing Program

The inauguration of the mobile service units, according to Sabol, is a continuation of the firm's program to tailor equipment service to meet the most efficient and economical needs of users of National Rejector's products. The first step was the establishment last fall of the company's sudden-service plan, which enabled coin equipment users to obtain factory factory-reconditioned units on a one-day shipment basis at a predetermined price. Sabol said this plan had received enthusiastic acceptance by vending machine operators. The mobile units will be stocked with sudden-service changers and rejectors.

Among the other products the mobile units will be equipped to service are the machines of the Universal Match Corporation's Unimatcho Merchandiser Division and Unipark, a system produced by Universal Match that automatically computes, records and displays parking charges.

### Rothmans Back Home

BROOKLYN — Max Rothman, sales manager for the Abby Vending Company here, returned from a honeymoon trip this week. Rothman and his bride, the former Ann Hershman, were at the Brickman Hotel in the Catskills.

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**

**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**

**"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**

**"ACORN"**  
**All Purpose Vendor**  
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.  
**\$15.95**

Time payments available. Liberal trade-ins. Prices F.O.B. factory.  
We invite inquiries from Pennsylvania operators about our sponsored **RETARDED CHILDREN'S PROGRAM.**  
Send for new catalog.  
1/2 deposit on all orders, balance C.O.D. Send payment in full on all orders under \$20.00.  
**RAKE COIN MACHINE EXCHANGE**  
609-A Spring Garden Street, Philadelphia 23, Pa. WALnut 5-2676

**GOLIATH SPECIALTIES, INC.**  
146-55 HORACE HARDING EXPRESSWAY  
FLUSHING 67, N.Y.  
AMERICAN MADE  
ALL METAL—ADJUSTABLE—RINGS

**NEW—NEW RING-A-DING**  
BOYS' ASSORTMENT  
INDIAN—COWBOY  
HORSESHOE  
SCRATCH—U. S. EMBLEM  
**\$22.50 PER 1,000**

**75% GIRLS' AND 25% BOYS'**  
63 STYLES AND DESIGNS  
**\$28.25 PER 1,000**

**\* BOYS \***  
7 STYLES, 32 DESIGNS  
STONED—CAPPED  
ENGRAVED  
**\$33.50 PER 1,000**

**NEW—NEW 50% RING-A-DING 50% BOYS'**  
**\$28.00 PER 1,000**

Order 1,000 Rings for inspection and write for new low quantity prices and samples. Foam pads and boxes available.  
TERMS: 2% 10 DAYS F.O.B. FLUSHING, N. Y.

**GIRLS 25 STYLES COLORED AND CRYSTAL STONES**  
**\$26.50 PER 1,000**

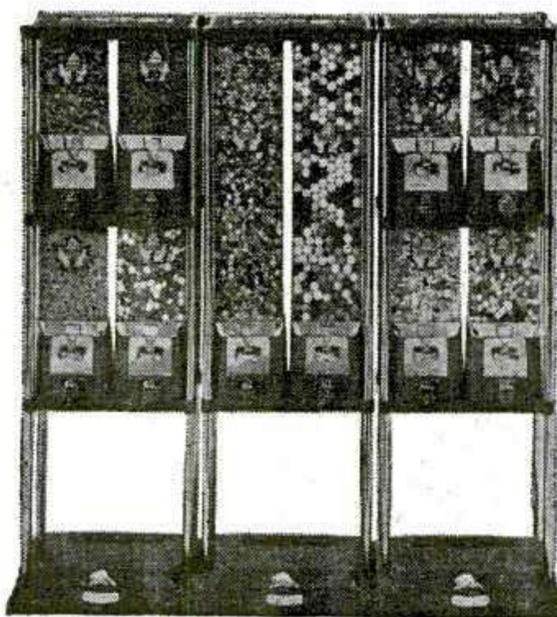
**The SUPER SIXTY**  
**Capsule Vender\***  
The ultimate in quality Capsule Merchandising.  
Vends any item which can be placed in a capsule.  
5c, 10c and 25c.  
\*With **QUICK-TACH** at slight extra cost.

**BITTERMAN & SON**  
4711 East 27th, Kansas City 27, Missouri  
Phone: WAbash 3-3900



### ANSWERS TO THE OPERATOR'S DREAM

- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE



PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS

NAME \_\_\_\_\_

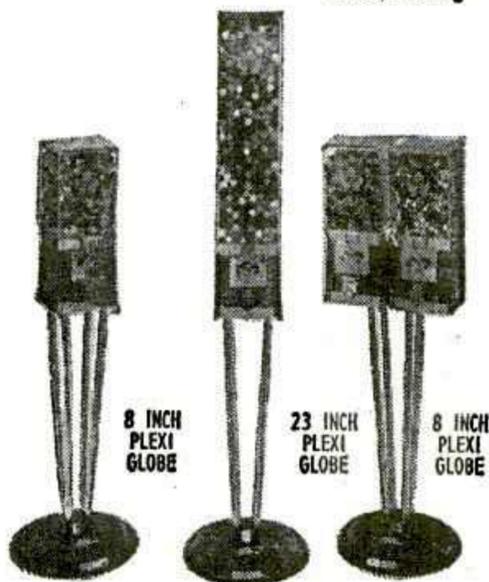
COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY & STATE \_\_\_\_\_

## BEAVER VENDORS

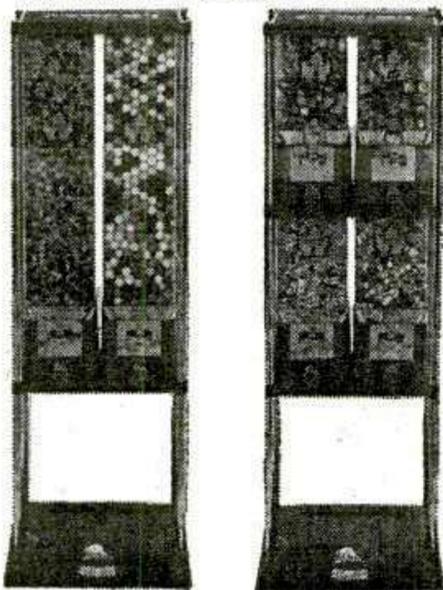
Patent Pending



Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

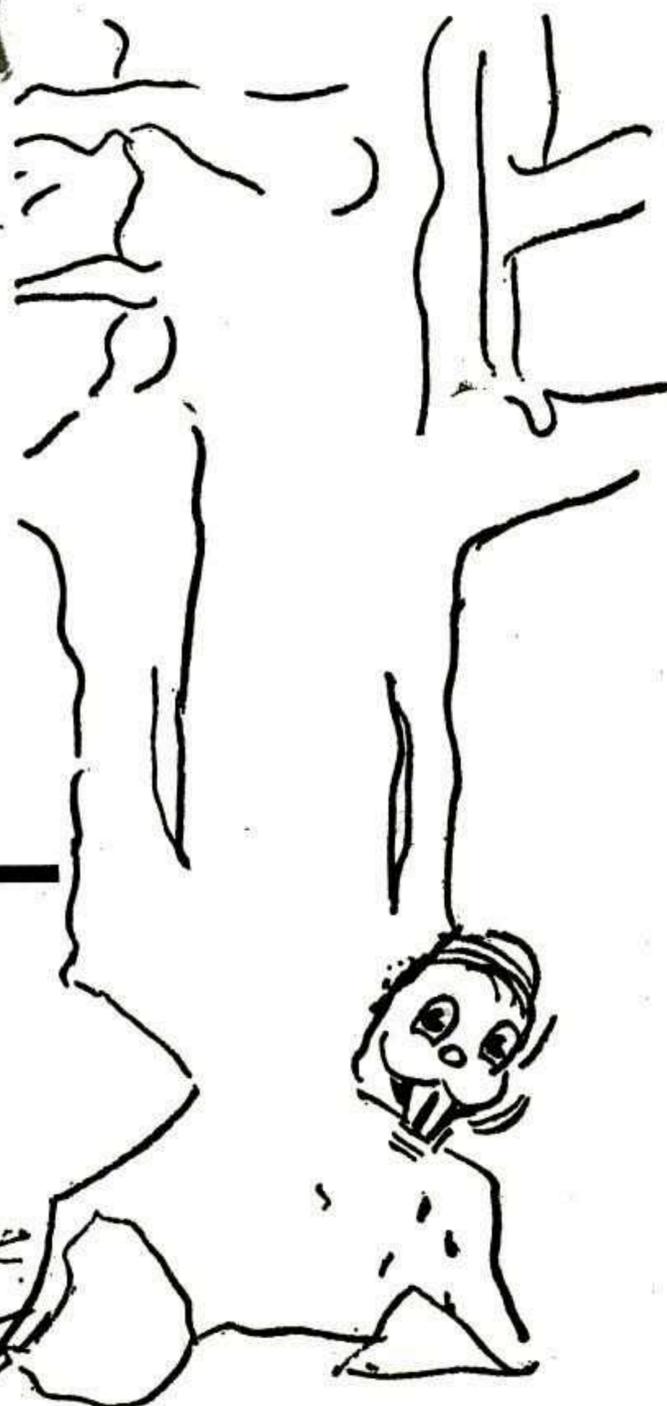
**MARK I DELUXE CONSOLE**  
Contains 3 Complete Sections, 10 Units

**BEAVER MARK I (waterproof)**



Contains 2 Units

Contains 4 Units



## CAMPBELL VENDING, INC.

541 SENECA ST.

BUFFALO 4, N. Y.

Support the MEND Fund

Inquiries Invited



# Capitol Fight to Kill Anti-Bulk Bills Forges Op Organization That Lives On

By CAMERON DEWAR  
 BOSTON—Since last November bulk operators in the Commonwealth of Massachusetts have been on the hot seat. The industry was

caught with its defenses down—no organization and no apparent method of halting a swift blow to its pocketbook. Happily the panic is over. The proposed \$10 annual fee on penny machines and \$25 on nickel venders has been killed in the Legislature.

The administration had proposed establishing supervision over the 200,000 coin-operated machines in the State with a view to raising \$1 million in taxes from the source. The licensing had been proposed to cover from \$10 a year on the smallest machines to as high as \$125 annually on machines that sold merchandise costing \$1 or more.

The industry faced a crisis. But swift action by Richard Rollins, vice-president of Cramer Gum Company of Boston, may well have saved the day.

He quickly set to work and called a luncheon meeting of the operators to which many notables

in the industry came, including several officers of the National Vending Association and the Foltz brothers from New York. Help also came from Walter Guild of the Guild Associates, whose firm represents the food vending industry in a legislative capacity. Strategy was planned, and the New England Bulk Venders Association was formed with Irving Fradkoff as president.

Fradkoff's energetic leadership resulted in the defeat of three separate bills designed, as he says, "to put the bulk operators of Massachusetts out of business." But operators also rallied to help themselves by contacting their own and other legislators by letter and in person.

The danger is now past, but out of the crisis came an organization, the first in the area, which will be ready to deal with similar emergencies in the future.

# Shipments of Vending Machines Register Gain of 4% in 1961

WASHINGTON—In 1961 manufacturers' shipments of vending machines totaled \$171,000,000, an increase of nearly 4 per cent over 1960 shipments of \$165,000,000, Commerce Department reports. Value of confectionery and food machines rose a substantial 16 per cent, from \$23,900,000 in 1960 to \$27,800,000 in 1961. Beverage machines amounted to \$112,400,000 in 1961, up 3 per cent from the \$109,000,000 shipped in 1960.

Bulk vending machines increased in number to 98,518 in 1961, up more than 11 per cent over the 1960 shipments of 88,055. Value was \$1,618,000, up from 1960 value of \$1,414,000. Shipments of candy bar vending machines totaled 44,805, valued at \$13,492,000, up from 1960 shipments of 35,437 machines valued at \$12,019,000. Over-all number of confectionery and food vending machines increased to 170,841, up over 1960 total of 152,671 machines.

Coffee vending machines shipped by manufacturers numbered 36,628, valued at \$28,682,000, up

over 1960 totals of 27,161 machines valued at \$17,534,000. The fresh-brew, single cup machines accounted for 15,561 out of the 1961 total, value being \$16,001,000. (No breakouts on types of coffee brewers were available for 1960.)

(Continued on page 53)

**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Combs	12.00
N.W. 10-Col. 1¢ Tab Gum Machine	18.00
N.W. Model #33, 1¢ Porc. Converter for 100 ct. B. G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
AST Guns	20.00
Milt 1¢ Tab Gum	12.00
Model #23 Peanut, 1¢	6.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	5.44
Pistachio Nuts, Jumbo Queen, White	4.52
Pistachio Nuts, Large Tulle	5.52
Pistachio Nuts, Vendor's Mix	5.52
Pistachio Nuts, Shell, Red	5.50
Cashew, Whole	6.52
Cashew, Butts	6.40
Peanuts, Jumbo	4.52
Spanish	4.52
Mixed Nuts	4.52
Baby Chicks	4.52
Rainbow Peanuts	3.52
Bridge Mix	3.52
Boston Baked Beans	3.52
Jelly Beans	2.52
Licorice Gums	2.52
M & M, 500 ct.	4.52
Hershey-ets	4.52

Rain-Bio Gum, 72 ct. . . . . 9.32  
 Malt-ette, 100 ct., per 100 . . . 35  
 Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct. . . . . 32  
 Rain-Bio Ball Gum, 100 ct. . . . 34  
 300 lb. minimum prepaid on all Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct. . . 45  
 Wrigley's Gum, all flavors, 100 ct. . 45  
 Beech-Nut, 100 ct. . . . . 45  
 Hershey's Chocolate, 200 ct. . . . 1.30  
 Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.

One-Third Deposit, Balance C.O.D.

# Oversized Bulk Stands Pay Off As Crowds Storm Big New Stores

By BOB LATIMER  
 DENVER—Local bulk vending operators are learning to cope with the new discount department store locations, and they've discovered that conventional servicing methods won't do.

In the last six months, a half dozen of these giant retail outlets have opened here, and three more are in construction. The smallest of these units is 100,000 square feet.

Few operators realized the potential of these locations. For example, many discount outlets will

pull crowds of 10,000 in a single day, and every one of these customers must pass through a single exit. Under these conditions, the conventional six-head stand placed at the exit is simply not up to the job.

Operators like Charles Flowers soon found themselves servicing machines every other day, instead of once a week, as originally planned.

With curiosity, as well as actual bargains attracting record-breaking crowds, the discount market has made sharp changes in almost every operator's thinking.

### Oversized Stands

For one thing, Denver operators are going into oversized stands which accommodate up to 24 machines, to keep up with the demand.

At location serviced by veteran operator Frank Thorwald, 18 machines, made of three double-deck stands, are being used, extending across the front entrance section of the store, from the "in" to the "out" doors.

Here, where small children are often left to wait while their parents pass through the checkstands of the self-service stores, it has been necessary to use three machines at least for such basic items as ball gum, penny charms, jelly beans and Boston baked beans, and to add more for any new item, such as rings, novelties and 5-cent charms.

### One Large Stand

Because customers habitually look for all desired merchandise to be in one compact section, Thorwald, like other operators, has found it wise to concentrate his entire line-up of bulk venders in one huge stand, rather than setting them around the store.

Part of this is merely a matter

of visibility, because in the big, bright self-service store, resplendent with colorful merchandise and signs, customers actually find it difficult to see vending machines in place.

By building up 18, 20, and 24-head units in the comparatively uncluttered space represented by entrances, lobbies, and check-stand sections, vending equipment is far more visible, and it gets attention from the most important customer of all—small children with time on their hands.

**IMMEDIATE DELIVERY**

## VICTOR Globe Style TOPPER DELUXE



1c or 5c  
 For Ball Gum and Charms. Also available for Peanuts and Bulk Candies. Packed and sold 4 to a case.

**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

**BIG SAVINGS on BALL AND VENDING GUMS**

SAME FINE FLAVORS CENTERS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & 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 & 520 ct.	37 1/2¢ lb.
Bubble Chicks, 320 & 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.

**DO THE TWIST . . . the FLICKER ACTION Way**

## TWIST RINGS

for heated action. Only \$12.50 per M for 5 M or more.

**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

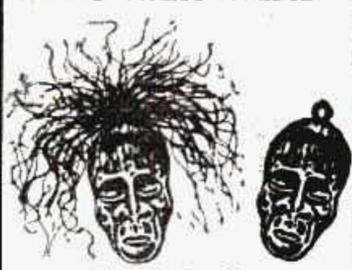


**USED VICTOR GLOBES FOR SALE**

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.

**PAPCO'S NEW SHRUNKEN HEAD®**



for 10c Vending  
 Authentic—Lifelike—Frightening. Has eye-appeal and play-appeal. Sticks to forehead, palm of hand, glass and other smooth surfaces. Simulated hair can be made by stringing thread through loop.

**ONLY \$65.00 per M Capsuled**

NEW CENTIPEDE (1,000 legged)	\$45.00 per M Capsuled
LARGE FROG (with dangling legs)	\$36.00 per M Capsuled
LARGE CRAWFISH	\$36.00 per M Capsuled
JR. SCARE EMS (TM)	\$30.00 per M Capsuled
LARGE SCARE EMS (TM)	\$30.00 per M Capsuled
.....	\$45.00 per M Capsuled

**PAUL A. PRICE CO., INC.**  
 58 Leonard Street New York 13, N. Y.  
 COrtland 7-5147-8

**Electric Money Maker Famous ACME ELECTRIC MACHINE**



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample . . . . . \$28.13  
 2 and up . . . . . 23.50  
 Floor Stand . . . . . 5.00

**ORDER TODAY**  
 1/3 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

**oak PROFIT MAKER!**

25¢ OR 50¢ SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak MANUFACTURING COMPANY, INC.**  
 18415 Balgobridge Ave., Culver City, California

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_

Fill in coupon, clip and mail to  
**H. B. HUTCHINSON, JR.**  
 1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
 Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.



# 'Roses Are Red' Blooms On & On In Milwaukee Juke Box Gardens

By BENN OLLMAN

MILWAUKEE—Bobby Vinton's "Roses Are Red" continues to head the juke box disk buyers' shopping lists in the Beer City. This red hot single is pulling solid action for operators here as well as all over the State.

John Puzia, disk buyer for Triple A Amusement Company, says "Roses Are Red" is still his firm's top number.

"We're putting it on all of our machines this week that haven't been covered to date. We're getting excellent returns on every location where it has been used," Puzia said.

Puzia also forecasts juke box success for the new Leroy Van Dyke "Dim Dark Corner" and Joanie Summer's "Johnny Get Angry."

Darlene Poje, buyer for Ray's Amusement Company, concurs: "'Roses Are Red' is the best record we've programmed on our route in a long time," she said.

Other items listed by Darlene Poje as strong action pullers include "The Stripper" with David Rose; "Lemon Tree," Peter, Paul and Mary, and the new Everly Brothers' "That's Old Fashioned."

### Tourist Rush

One-stoppers report that their operator volume continues to brighten as more up-State resorts get ready for the tourist rush.

In addition to the newest hit tunes, says Gordon Pelzek, downtown Radio Doctors, operators are showing strengthened interest in the old standards. Juke boxes hereabouts sport wider selections of cuttings by the big bands fronted by Henry Jerome, Jan Garber and Frankie Froba. Oldies like "Whispering," "It Had to Be You" and "Cherokee" are being ordered "by the box," according to Pelzek.

Pelzek also pegs these as prime juke box fare: "Swinging Gently" on Decca by Earl Grant; Andy Williams' "Stranger on the Shore," and the TV medic show themes, "Ben Casey" by Valjean and Richard Chamberlain's "Dr. Kildare."

### Polka Disks

Polka music also has revealed some recent resurgent interest in the juke box trade. Operators shopping Radio Doctors, says Gordon Pelzek, have been buying gratifying quantities of Romy Gosz's "Coffee Party Polka" on Polkaland; Don Peachy's "Don't Bring Lulu," on Cadet, and the Bernie Roberts' "Coo-See-Coo" on Pageant Records.

Jimm Mayer, Record City one-stop's juke box specialist, claims operators are sticking pretty close to the Top 40's and the old standards. Demand is also rising for two of the new Columbia Records five-record packages by Mitch Miller and the Harmonicats, Mayer said.

# 'The Stripper' Peps Things Up For Ops Singing St. Loo Blues

By VICTOR VOLLAND

ST. LOUIS — Record sales to local operators showed a downward trend here this week, but were helped somewhat by the sudden spurt of David Rose's "The Stripper," St. Louis one-stops reported.

John Pohl of One-Stop Record Service also advised that sales of Ray Charles's red-hot "I Can't Stop Loving You" is showing some signs of leveling off. Freddy Cannon's "Palisades Park" and "It Keeps Right on A-Hurtin'" by Johnny Tillotson continue to hold well, he said, with Dion's new "Born to Cry" beginning to pick up.

Operators are also singing the St. Louis blues about the fall off in collections during the week. Many attribute it to the abnormally hot weather and the consequent exodus of St. Louis area residents to the out of doors.

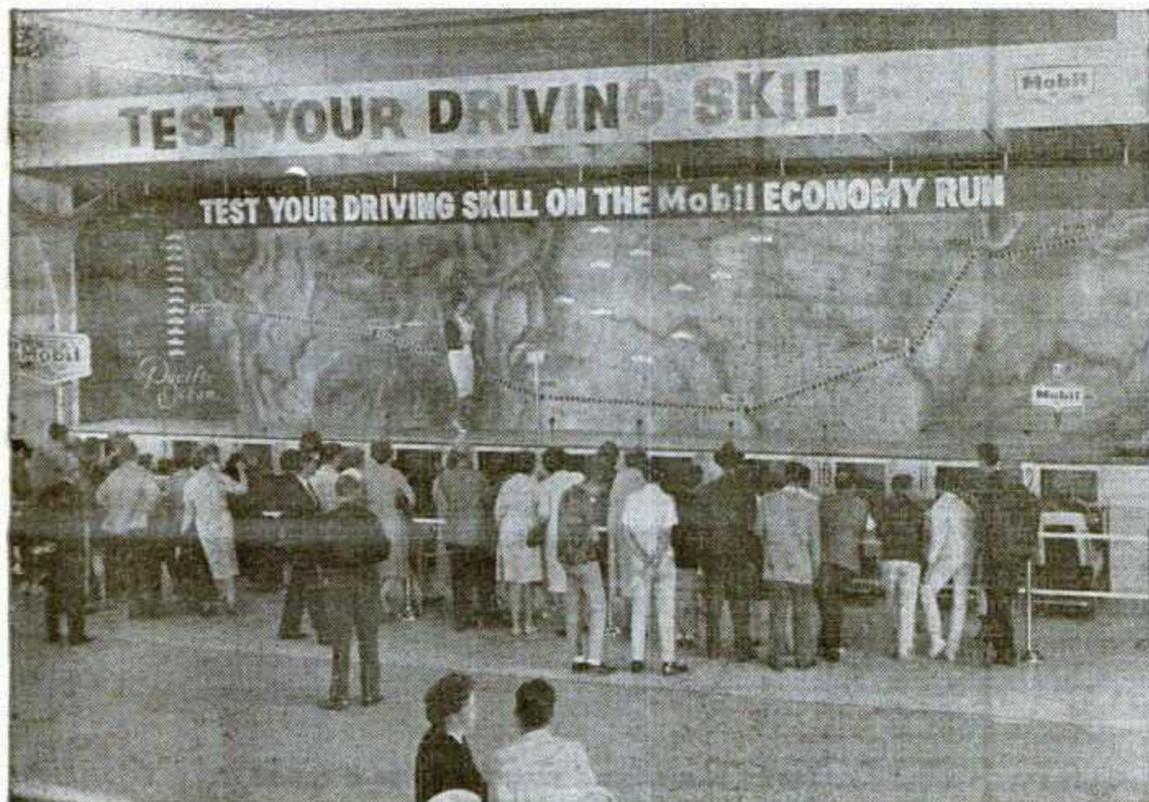
Seymour Raiffie of Atlas Amusement Company, reports that Acker Bilk's "Stranger on the Shore" is the hottest number on the area's juke boxes just now, as did several operators. "Mashed Potato Time" by Dee Dee Sharp was also on all the operators' most-played list for the week.

Marvin Mitchell of Morris Novelty Company said the Shirelles' "Soldier Boy" was doing real well, with Dion's "Lovers Who Wander" coming up strong. "Most People Get Married" by Patti Page is among the leaders, and the Ray Charles' disk continues to climb, he added.

## Machines Illegal, N. Y. Court Rules

WATERTOWN, N. Y.—District Attorney Angus G. Saunders has received the decision of the New York State Supreme Court Judge J. Robert Lynch of Lowville, N. Y., in the matter of the legality of the pinball machines confiscated in this county April 3. The decision says that the machines are illegal, and Saunders said steps will be taken as soon as possible to destroy the games.

The ruling of Justice Lynch was brought about as a result of the cases of 11 persons whom the May grand jury refused to indict.



SEATTLE WORLD'S FAIR PATRONS test their driving skills on Auto Test, a coin-operated ride manufactured by the Capitol Projector Corporation. Drivers are faced with simulated road conditions and are rated on their ability to cope with them. The competition is tied in with the Mobil Economy Run sponsored by Mobiloil.



ABOUT 1,200 CONTESTANTS A DAY use the 12 Auto Tests at the Seattle World's Fair. Youngsters constitute the bulk of the patronage.

# Youngster Cuts Disks—Dad Distributes Them

NEW YORK — Jack Gordon, vice-president of the Seeburg Corporation, has a son in the juke box business. The youngster, Bobby Gordon, is approaching the business from a different angle than that taken by his father. Young Gordon is a recording artist.

Gordon's first album release, "Old South, New Sound" on Dot, got a four-star review in last week's issue of Billboard Music Week.

Of particular interest to juke box operators are the 10 single sides taken from the album. These sides—released as 33 stereo singles—are being distributed exclusively among juke box operators in the Seeburg Artist of the Week program.

They are "Gentle Annie" and "Oh! Susanna," "Beautiful Dream-

er" and "Jeannie With the Light Brown Hair," "My Old Kentucky Home" and "Swanee River," "Nellie Bly" and "Massa's in De Cold, Cold Ground," and "Ellen Bayne" and "Camptown Races."

Gordon, a band leader and clarinetist, started his musical career with his own jazz group at Manhasset (N. Y.) High School. In 1957 he won the Ted Mack National Amateur Hour and the following year his participation in Long Island's Great South Day Jazz Festival won critical acclaim in the trade press.

During the last three years, Gordon has sat in with Bobby Hackett, Wild Bill Davidson, Marsala and other well-known jazz combos, and his own combo recently appeared at the Bird House and at Basin Street in Chicago.

## 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
THAT'S OLD FASHIONED AND HOW CAN I MEET HER?	EVERLY BROTHERS Warner Bros. 5273
HOW IS JULIE? AND TURN AROUND, LOOK AT ME	LETTERMEN Capitol 4746
HIT RECORD AND THANKS TO THE FOOL	BROOK BENTON Mercury 71962
DRUMMIN' UP A STORM AND DRUM STOMP	SANDY NELSON Imperial 8829



Edward Ginsburg

**“ We have always considered Billboard representative of the coin machine industry on an international level. ”**



Nathan Feinstein

**Atlas MUSIC COMPANY**

5122 NORTH WESTERN AVENUE • CHICAGO 47 • ARMITAGE 6-2000

December 1, 1961

Mr. Richard Wilson  
Billboard Music Week  
188 W. Randolph St.  
Chicago 1, Illinois

Dear Dick:

We have always considered Billboard representative of the Coin machine industry on an international level. Our weekly advertisement in Billboard covering a span of more than 27 years confirms this belief.

The substantial increase in our export business is attributable not only to our ability to supply equipment that satisfies customers all over the world, but to the arm that reaches them via our ad—BILLBOARD. Inquiries from countries as far removed as Ghana, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ad in Billboard.

Prospective buyers as well as customers, have come to learn that Billboard advertisers are reputable, well established companies of integrity and substance, and that they can order with the assurance that equipment will be shipped as represented. This is one of the reasons why we at Atlas Music have increased the number of customers who are importing phonographs from us.

Our program to reach the expanding export market in coin machines includes a continuation of our regular weekly advertisement in Billboard supplemented by other advertising media.

As pioneers in the coin machine industry, we have watched and participated in its outstanding growth. Billboard is to be commended for its part in generating confidence and fostering good will among coin machine buyers all over the world.

Sincerely yours,

ATLAS MUSIC COMPANY

*Nathan Feinstein*  
Nathan Feinstein

“Our weekly advertisements covering a span of more than 27 years confirms this belief.”

“Substantial increase in our export business is attributable . . . to the arm that reaches them via our ad—Billboard.”

“Inquiries from countries as far removed as Ghana, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ad in Billboard.”

“Our program to reach the expanding export market in coin machines includes a continuation of our regular weekly advertisement in Billboard. . . .”

Shown is a reduced reproduction of a typical Atlas Music Co. advertisement.

**ATLAS . . . Reconditioned—Guaranteed**  
**MUSIC • GAMES • VENDING**

VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	A.M.I. J-200 E (50c) . . . \$445
ROWE COMMANDER, 11-Col. (Man.) . . . 95	A.M.I. F-120 . . . 225
ROWE AMBASSADOR, 14-Col. Cig. . . . 175	A.M.I. I-120 (50c) . . . 445
STONER D-500 COFFEE/CHOC. . . . 295	A.M.I. K-100 (50c) . . . 495
WITTENBERG Del. 24-Sal. . . . . 545	ROCK-OLA 1440 . . . 275
DuRENIER K-14 (Man.) . . . . . 175	ROCK-OLA 1454 . . . 295
CONTINENTAL 30-Col. Cig. . . . . 195	ROCK-OLA 1453 . . . 295
SEEBURG 800-E2 Cig. . . . . 215	ROCK-OLA 1458 . . . 395
SEEBURG 800-E1 Cig. . . . . 185	SEEBURG 8100-SR (50c) . . . 745
	SEEBURG 722-SR (50c) . . . 745
	SEEBURG 100-B . . . . . 375
	WURLITZER 1800 . . . . . 275
	WURLITZER 2100 (50c) . . . 325
	WURLITZER 2150 (50c) . . . 325
	WURLITZER 2000 (50c) . . . 275
	WURLITZER 2200 (50c) . . . 375

Headquarters for  
**VALLEY POOL TABLES**  
Parts and Accessories  
Complete Stock—  
Immediate Shipment

1/2 Deposit, Balance Sight Draft

Distributors for  
**AMI—ROWE—BALLY**

**ATLAS MUSIC COMPANY**

A Quarter Century  
of Service

CHICAGO 47, ILL.  
5122 N. Western Ave.  
ARmitage 6-2000

DES MOINES, IOWA  
1130 Walnut St.  
Ph. 283-3393

**SPECIAL NOTE TO OPERATORS: You're sure of the most and the best in Coin Machine Equipment each week in . . .**

**BILLBOARD  
MUSIC WEEK**

# Shipwrecked Op Crew Pools Funds, Gets Feet Wet Playing the Market

By CAMERON DEWAR

BOSTON — Benjamin H. Ross who operates Grayben Vending & Coin Machine Corporation is not a man to give up the ship. Such an action would ill befit a boating enthusiast and the commodore of the Metropolitan Yacht Club in East Braintree.

When the Massachusetts Music Operators Association scuttled its ship last year after six years of navigating in troubled waters, Ben decided that somehow or other the flotsam and jetsam must be picked up. As a director of the association, he took the initiative in interesting some of the music operators in staying together, if for nothing else, just to be together.

Ross, together with Cyrus Jacobs, of Interstate Music Company of Roxbury, MMOA's last president; Leon Shertzer of Newton, and others who made up a group of 12 music operators, began to meet socially. It was then that Ross had the idea that the group might as well do something constructive.

### Investment Group

Aware that most of the operators were in the habit of making small stock investment, he decided

that they might pool their funds. Out of this thought and the ruins of the MMOA was born a music operators' investment group, speculating in stocks of all types. From the original 12, the group has grown to 25, with the addition of the operators' friends who include a doctor, a lawyer, a chartered accountant, and an advertising man, as well as a variety of businessmen.

Ross was elected president of the group which is so far nameless and which probably will continue on this informal basis. Feeling that more knowledge of conducting meetings was necessary, Ross is now taking lessons in parliamentary law from a professor at Boston University so that things will be run on a ship-shape basis.

The members meet at least once a month and more often if necessary for dinner and talk. Sometimes they talk among themselves, and at other times a speaker from perhaps an investment house will give them the benefit of his experience. At the moment the group is buying stocks on a co-operative basis, but the hope is that they may in time get around to doing the same thing with purchases in the music business. A great deal seems to have been salvaged from the wreck of the MMOA.

**ONLY**  
**WURLITZER**  
**HAS THE**  
**TEN TOP TUNES**

**MECHANIC WANTED**

Well-known Chicago Distributor Has Opening for a Competent Mechanic Fully Experienced on Pins and Music.

- INSIDE WORK
- 40-HOUR WEEK
- FULL COMPANY BENEFITS

NO DRIFTERS. TOP REFERENCES REQUIRED.

WRITE: BOX 170, BILLBOARD MUSIC WEEK 188 W. RANDOLPH ST., CHICAGO 1, ILL.

**SUPER CRANE**

Check these features that make the SUPER CRANE the most outstanding machine ever manufactured.

- PLAYFIELD — 3 1/2 times larger than the ordinary Crane
- MERCHANDISE CHUTE — Chestproof COIN CHUTE — drop type with National Sling Receptor
- MICRO SWITCH METER
- CASH BOX — separate door & key, metered plays.
- MOTOR — heavy duty with manual thermal reset
- CLAW — spade type
- MIRROR FINISH Stainless steel trim, Fluorescent lighting.

Price: \$325.00 each, one free with ten, f.o.b., ship San Francisco.

FOR EXPORT ONLY  
Write for our latest price-list on MUSIC, GAMES, ARCADE EQUIPMENT, VENDING MACHINES, KIDDIE RIDES.

**CLEVELAND COIN**  
Machine Exchange, Inc.  
2029 Prospect, Cable-Clo coin, Cleveland, Ohio

**GIVE TO DAMON RUNYON CANCER FUND**

**COINMEN**  
*in the* **news**  
**East**

### BOSTON BRIEFS

Illness and accidents loomed again in the lives of the men of the music industry and their families. This week saw David J. Baker, president of Melo-Tone Vending Company and American International Bowling Corporation, rushed to Beth Israel Hospital in Boston with a dangerous stomach condition. Dave had been in another hospital in Brookline and discharged, only to be hurried back.

Mrs. Ruth Mandel, wife of Dick Mandell of International Vending Corporation, is back from the Beth Israel sporting a Thomas collar. Ruth had a bad time after a severe automobile mishap. . . . News of the condition of Barney Blatt of the former Atlas Distributors (AMI) is not good. Barney is resting in Florida, his son, Arnold, a Brookline operator, reports.

It's time again to go down to the sea in ships and a number of music operators are doing just that. P. A. Sylvester of National Music and Radio Company, who teaches a course for the Coast Guard, is taking off from Gloucester these days. . . . Ben Ross of Grayben Vending and Coin Machine Corporation and commodore of the Metropolitan Yacht Club at East Braintree sailed off for a day's cruise with friends on Memorial Day. . . . Bill Cowan, Quincy operator, also an officer in the same club is also out to sea on weekends.

Harold Bond, Brookline operator, is off with his bride of a year on a combined anniversary-vacation. The couple will spend it at The Concord holiday playground in the Catskills. . . . Marshall Caras of Trimount Automatic Sales Corporation happy about the response to the new AMI phonograph. He reports that there is a drastic shortage of used games while the business in new pieces is very brisk.

Sam Goran of Metro Sales in Brookline has just opened an automatic cafeteria in the Statler-Hilton in Boston. It is known as the Metropole, and Sam's fine touch with food is attracting the executives who swear they'd never realized an automatic set-up could be this good.

Ralph Lackey of Karel Music Company, Roxbury, Ren Ross of Grayben and several other local operators are interested in the new Quick-Draw gun game now being demonstrated for the industry with a promotion from Rex Traller, WBZ-TV cowboy star. The six-foot figure in game shoots back and talks. Some operators see a good thing, particularly for arcades and kiddielands for the new coin-operated device. It's reported that six units will go into Pleasure Island, big family funspot in Wakefield, this summer. Cameron Dewar

## W. German Coin Operators Debate Whether to Pursue Tax Legal Fight

COLOGNE — West Germany's Central Organization of Coin Machine Operators (ZOA) is weighing recommendations from trade sources that it abandon the nearly 10-year legal battle against the amusement tax.

West Germany's Supreme Court has just ruled that the tax is legal up to 10 marks (\$2.50) a month. But the court's ruling is vague on amounts over 10 marks. The operator high command favors pressing the legal battle to clarify the situation regarding tax higher than 10 marks monthly.

Some trade strategists feel that if they can get a High Court ruling

that amounts over 10 marks are unconstitutional, they can eventually exploit this decision to get the entire tax overturned. Failing this, the trade would have at least achieved some kind of moral victory.

However, trade opponents, styling themselves as "realists," contend that the ZOA is frittering away its energies and money pursuing a quixotic cause.

It would be wiser, they argue, if the operators reconciled themselves to paying the tax and concentrated, instead, on measures to improve the trade's public relations "image" and to boost business.

**ALL DAVIS—GUARANTEED**  
Reconditioned—Refinished Phonographs  
**SEEBURG**  
M100B .....\$135  
HF100G ..... 285  
VL200 ..... 295  
201DH ..... 575  
220S ..... 595  
222S ..... 669  
AQ160SH ..... 869

**WURLITZER**  
1650 ..... \$ 89  
2000 ..... 195  
2250 ..... 295  
2300 ..... 425  
2300 Stereo ..... 495

**SEEBURG WALLBOX, \$35**  
3W1, 100 Sel. ....

**AMI**  
E120 ..... \$ 95  
H200 ..... 339  
I200 ..... 425

Terms: 1/3 deposit required.

**WORLD EXPORT Corp.**  
WESTERN EXPORT DISTRIBUTING  
Exclusive Seeburg Distributors  
738 East Erie Blvd.  
Syracuse 3, N. Y., U. S. A.  
Phone: GRanite 5-1631  
Area Code 315

All kinds of coin operated amusement games new and second hand

**USA**  
IMPORT TRANSIT for **EUROPE**

**LOEWEN-AUTOMATEN BENELUX**  
ANTWERP-(BELGIUM) · Cadixstraat 43/45  
Phone 311235 · Telex 0046-3433

**JUNE 30 END OF OUR FISCAL YEAR**  
ALL PRICES SLASHED CALL—WRITE—WIRE  
Your Best Offers on the Following:

AMI Cont. 1-200	Wurlitzer 2150
AMI D-80	Wurlitzer 2000
AMI H-200	C. C. Red Dot—Like New
AMI 1-200	C. C. Cont. 13/16 Ft.—New

**PLUS COMPLETE LINE OF**  
Bowlers, Shuffles, Kiddie Rides, Arcade, Bingos, Music

**SPECIAL Keeney EL RANCHO (Brand New)**  
WILL TRADE FOR . . . OR PAY CASH FOR  
Gottlieb or Williams 2-4 Players, Five Balls, Rock-Ola 1485-1478-1468-1488-1496-1497 Seeburgs, Lucky Trophy Bowler 14 ft.  
"CALL BOB JONES"

**REDD DISTRIBUTING CO., INC.** Cable Address: REDDING  
126 Lincoln Street, Boston (Brighton) 35, Mass. PHONE: ALgonquin 4-4046.  
SEEBURG DIST. IN 5 STATES—BALLY DISTRIBUTORS—CHICOIN FACTORY REPS.  
European Representative—Mr. Marinus van der Weijde, Ingelheim-Rhein-Nord, Rheinstrasse 212, Western Germany, tel. Ingelheim/Rhein 2658.

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

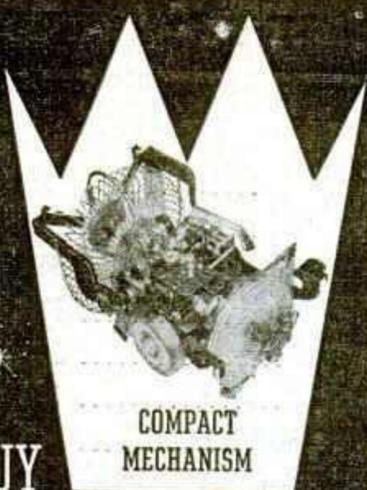
Joe Ash says . . . CONTACT ACTIVE FOR **PINBALLS**

THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!  
Exclusive Gottlieb and Reck-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE** AMUSEMENT MACHINES CO.  
666 N. Broad St., Phila. 30, Pa.  
POplar 9-4495  
Write or wire for prices

You can ALWAYS depend on ACTIVE ALL WAYS

**ANOTHER REASON WHY THE ROCK-OLA Princess PHONOGRAPH IS YOUR BEST BUY**



look to ROCK-OLA for advanced products for profit

**COMPACT MECHANISM**

### Week-Long Showing of Rowe-AMI Machine Sparks Mid-South Sales

MEMPHIS—Southern Amusement Distributing Company conducted a week-long showing of the new Rowe-AMI juke box recently and officials got "very good" sales response.

The showing drew operators from Memphis and all sections of the Mid-South.

Charles V. McDowell, vice-president and general manager, reported he had received a number of orders for the new phonograph.

McDowell and Wolf Lebovitz, company secretary, conducted a one-day (31) showing of the new machine last week at Holiday Inn at Little Rock, attended by all the operators in the Little Rock area.

Three officials representing the manufacturer or sales firm were in Memphis for the showing. They were: Donald Pino, Vend-O-Matic Sales Co., Minneapolis, and Hans Von Reydt and John Pentecost, Rowe AC Services.

Operators attending the Memphis showing:

From Memphis: Robert Roll, Roll Amusement Co.; Bill Fitzgerald, Sun Record Co.; Edward H. Newell, Or-Matt Amusement Co.; Parker C. Henderson, Rainbow Amusement Co.; Tommy Webster, Tommy Blanken-

ship and Jesse Morris, Canale Enterprise, Inc.; Guy Canipe and Sonny Canipe, Canipe Amusement Co.; Bill Canipe, Games Sales Co.; Robert Goad, president of Game Sales Co.

Don Sprouse, Endco Sales Co.; Mr. and Mrs. Charles Kahn, Tri-State Amusement Co.; Jake Kahn, George Cooper, John Wofford, Tri-State Amusement Co.; Gordon Reinhardt, Rainbow Amusement Co.

From the Mid-South: J. A. Butcher, Butcher Amusement Co., Dyersburg, Tenn.; Robert Smith, Smith Amusement Co., Dyersburg; William V. Forsythe, Forsythe Amusement Co., Millington, Tenn.; Harold Young, Broadway Music Co., Caruthersville, Mo.; Charles Lavene, Lavene Music Co., Clarksdale, Miss.

J. C. Cox, ABS Music Co., Stuttgart, Ark.; Mr. and Mrs. George Reed, Reed Amusement Co., Indianapolis, Miss.; M. L. Armstrong, Armstrong Amusement Co., Brinkley, Ark.; Clinton Collins, Crystal Amusement Co., Grenada, Miss.; Melvin Lapadies, Osceola Music Co., Osceola, Ark.; John Byars, Ole Miss Amusement Co., Pontotoc, Miss.; Charles Raimondo, Raimondo Bros. Music Co., Gunnison, Miss.

### New Wave of Federal Raids Due; To Soak Machines That Pay Off

NASHVILLE—William P. Gray, head of the U. S. Internal Revenue Service office here, said last week his agents will conduct a series of "raids" on locations beginning July 1 and will confiscate coin machines which should have the federal \$250 gaming stamp and do not.

Gray said his men had picked up a number of machines on raids in late May in three Tennessee towns, Paris, Dresden and Martin.

As a result of these raids, Gray said, his division has had applications for 26 of the \$250 stamps. All came from the Paris, Dresden and Martin areas, he said.

Gray said each coin-operated machine "designed for making payoffs to players is required to have the stamp attached to the machine." He estimated there are 3,250 such machines in the State.

Most locations in Tennessee adhere strictly to the rule that only free replays on a pin game can be won, with no cash pay-off. Some locations have violated this rule, however, and make cash payoffs. It is these at which the IRS crackdown is directed.

Gray said new raids will start July 1 because that is the issuance date of the stamps for the fiscal year 1962-1963.

### Rowe-AMI Machine Shown in Richmond For First Time

RICHMOND, Va.—Top brass from Rowe AC Services, including Jack Harper and George Klersey, attended the first Richmond showing of the new Rowe-AMI phonograph at the William Byrd Hotel here Sunday and Monday (26 and 27). Hosts were Jack Bess, president, and Harry D. Moseley, executive vice-president of the Roanoke Vending Exchange.

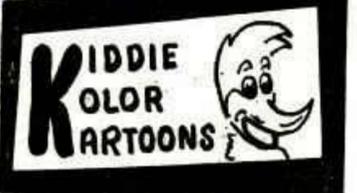
Other Roanoke personnel at the showing included M. L. Mundie, Tony Caalms, A. D. Sheffield, George Howard, E. W. Bishop, Robert Williams, Ed Bass and John W. Hawkes.

Operators attending included: Hy Lesnick, J. D. Chandler, Louise Donovan, Charlene Lesnick, Mrs. J. D. Chandler, Joyce Chandler and N. N. Wingo, all of Richmond Amusement Sales Co.; William H. Sullivan, Richlands, Va.; Mr. and Mrs. Gilbert L. Bailey, Bailey Amusement Co.; Mr. and Mrs. M. L. Holland, Valley Music Co.; F. D. Colbert, Tony's Amusement Co.; E. Walter Harvey, Kilmarnock, Va.; Bud Ellington, Tidewater Music Co.; Ed Williams, Donald Miles and William Williams, all of Richmond; Louis J. Pike and Harry L. Fake, Quick Amusement Co.; Blanche Lubman and Harry Lubman, Lubman Music Co., and Pat Cohen, Pat's One Stop.

Also, Bob Minor, Minor's Music (Continued on page 53)

### AMERICA LOVES CARTOONS

- MORE PROFITS
- COIN OPERATED
- LOW COST on color on film
- PROVEN TESTED 2 YRS.
- ANY LOCATION
- NO MAINTENANCE



**order now**



Urban Industries, Inc. 715-17 West Main Louisville 2, Ky.

when answering ads . . .

Say You Saw It in Billboard Music Week

# GAMES, INC. SKILL RACE

## SENSATIONAL SKILL GAME

- PROFIT PROVED
- LOCATION TESTED
- 3 BALL
- FAST PLAY

Manufacturers  
**GAMES, INC.**  
2950 NORTH CAMPBELL AVENUE, CHICAGO 18, ILLINOIS  
Phones: COrnelia 7-8800

Originators of Electric Upright Free Play Games



LONG WEAR FINISH PLAYFIELD

### WE HAVE IT—YOU NEED IT

Let Us Send It To You: Send us your order with a small down payment, and what you need will be on its way.

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
1 Gottlieb Grand Slam	40.00
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 Gusher	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 Contests	250.00
4 Gottlieb Sweet Sioux	350.00
3 Gottlieb Texans	425.00
1 Williams Race the Clock	50.00
1 Williams Fun House	55.00
1 Williams Music Man	450.00

**Modern Dist'g Co.**  
3222 Tejon Street, Denver 11, Colo.  
Phone GRand 7-6834

# New Scoring Device Marks Golden Gate



## GOLDEN GATE

CHICAGO — Bill O'Donnell, general sales manager of Bally Manufacturing Company, announced that delivery is being made on the firm's new in-line game, Golden Gate, highlighting a Golden Gate feature which O'Donnell says, adds a new scoring area to the popular Bally Magic Screen.

When the "Gate" position is lighted, player can shift the screen to bring a new purple section into the scoring area. Any three numbers lighted in the purple section starts a new free Golden Gate. The screen automatically shifts to bring a big new Gold section into the scoring area. The Gold section covers all except one of the 25 numbered spots in the card and can be shifted back and forth to  
(Continued on page 52)

## EUROPEAN NEWS BRIEFS

Continued from page 42

are one of the few West Berlin trades not subsidized in some form by the city or federal government in Bonn.

### Fruit Machines Cause Stir

MUNICH—A political gale has whipped up in Bavaria over the positioning of fruit machines in Bavarian gambling casinos. While casino gambling is legal, fruit machines remain technically illegal, largely because of their association in the popular German mind with U. S. organized crime and the fear that youth may be corrupted by the impersonal machine. However, pressure has been building in Bavaria for a fruit machine sanction, because of two factors: casino patronage has been declining; and U. S. military clubs depend on fruit machine operation for the bulk of their financing, the U. S. clubs providing a source of castoff fruits for German casino operation. Apparently with a go-ahead from State authorities, Bavarian casinos have quietly installed several hundred fruit machines paying out a jackpot of 2,000 marks (\$500) and 5-mark (\$1.25) coins. The State legislature has ordered an investigation.

### Germans Market 4 New Games

HAMBURG—Bergmann is introducing four new games, the largest number of games ever to be presented simultaneously by a European manufacturer. The new models are "Glueckzahl," "Derby-Luxus," "Royal-Luxus" and "City Express" "Derby-Luxus" is a horse racing game, and "City Express" a traffic game enabling the player to exert his skill by means of a braking device. The quartet of new games underline Bergmann's expansion into games production complementing its well-established line of juke boxes.

### Remote Control Foils Fakes

BRUSSELS — Belgian operators are increasing the shift from coin-operated to remote control phonograph and game operation because of Belgium's serious counterfeit coin problem. Belgium uses an aluminum alloy coinage, which is lightweight and easy to counterfeit. In recent years the passing of slugs in coin machines has mounted steadily until it now ranks as the Belgian trade's No. 1 problem. Even the most sophisticated coin rejector has proved less than foolproof because of the peculiar quality of Belgian coinage. Electronics producers have devised a remote unit permitting the bartender or cashier to control play. Players usually deposit the amount of several plays with the cashier, who regulates the play accordingly.

**NO SUBSTITUTE FOR QUALITY**

**WANT TO BUY GOTTLIEB**

Life-A-Card • Atlas • Contest • Capt. Kidd • Sweet Sioux • Mademoiselle • Wagon Train • Texan • Merry-Go-Round • Kewpie Doll • Foto Finish • Oklahoma • Flying Circus • Show Boat • Lancers

**VENDORS**

Hebel Coffee & Choc.	\$175
Avenco Coffee & Choc.	295
Apco Jr. Coffee & Choc.	295
Stoner 80 Pastry, 4 sel.	145
Stoner 92 Pastry, 5 sel.	175
N.W. 16 col. Candy	195
Shipman 6 col. Candy	125
Stoner 6 col. Candy	110
Stoner 8 col. Candy	145
Vendo 210 Milk	395
Vendo 210 Ice Cream	395
Pop-Sex Popcorn	95
Gold Model Popcorn	225
Automatic Popcorn	175
Nat'l 9 col. Cigt.	85
Smokeshop V-18	175
Corsair 30 col.	210
Lehigh 11 col.	145
Eastern 22 col.	125
Rowe 20 700 Cigt.	245
Rowe 2000 4 sel. Cold Drink	495
Cole T. M. 3 sel.	250
Colepa Special	345
Cole 3 sel. Magnaflow	225
Cole 4 sel. Model	275
Vendo Hot Food 6 sel.	195

**FLIPPER PIN GAMES**

Continental Cafe, 2 Pl.	\$145
Dragonette	95
Duetto, 2 Pl.	125
Easy Aces	110
Flying High	110
Four Belles	115
Frontiersman	85
Grand Slam	225
Hi-Diver	95
Happy Daze	95
Hot Rod	95
Jig Saw	125
Marathon, 2 Pl.	125
Queen of Hearts	110
Register, 4 Pl.	145
Royal Flush	125
Rocket Ship	150
Sea Belles	125
Smoke Signal	95
Scoreboard, 4 Pl.	125
Silver	150
Straight Flush	125
Steepchase	125
Super Circus, 2 Pl.	175
Super Jumbo, 2 Pl.	135
Gladiator, 2 Pl.	150

**FOR SALE**

35 Lotfa-Puna \$375.00 each

**M. S. GISSER**  
Sales Manager

**CLEVELAND COIN MACHINE EXCHANGE Inc**  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715

**ALWAYS BEST**

**NOW BETTER THAN EVER . . .**

**BUMPER POOL® by Valley**

Blond or Mahogany  
NEW DESIGN!  
NEW MECHANISM!

**VALLEY SALES CO.**  
A DIVISION OF VALLEY MFG. CO.  
333 MORTON ST. • BAY CITY, MICHIGAN • TWinbrook 7-8587

**ADVANCING LITES! SPECIAL SCORING! JET ACTION!**

**Williams**

**Trade Winds**

ADJUSTABLE 3 OR 5 BALL PLAY...

**produces rich earnings for operators**

- Bumpers
- Rollover Button
- Kickout Hole
- Center Kickout Hole scores "SPECIAL" when lit and advances lites.
- Liting N. S. E. W. on backglass lites bottom rollover lane for "SPECIAL"
- 5 Jet Bumpers
- Flippers
- Cyclonic Rubber Kickers

Advance Lites to different islands

Plasticote Finished Playfield extends playfield life indefinitely.

**Order from your Williams DISTRIBUTOR!**

**Williams ELECTRONIC MANUFACTURING CORP.**  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

**BUY THE BEST—BUY WILLIAMS**

Slug Rejector Equipped  
Stainless Steel Front and Side Rails  
Metal Door  
Single or Twin Chutes

**OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE**

★  
UNITED MANUFACTURING CO.  
3401 N. California Ave., Chicago 18, Ill.

**BARGAINS FOR THE WEEK GAMES GAMES**

**350 OF THEM BIG WAREHOUSE CLEARANCE SALE**

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

**WHAT DO YOU NEED? SPECIALS FOR THE WEEK**

22 Column Du Grenier Cigarette Vender \$225.00  
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above, Also on Used Drink Venders.

**Write or Call Us Collect. MAIn 1-3511**

Write for Our Price List on Full Line of Coin-Operated Machines.

**Central DISTRIBUTORS, INC.**  
2315 Olive Street, St. Louis 3, Mo.  
Phone: MAIn 1-3511; Cable: Condist

**FOR SALE GAMES**

CC Star Rocker .....\$85.00  
CC 14' Bowling League ..... 75.00  
CC Rocker 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  
Cable: LEWJO

We are now distributors for  
Smokeshoppe and Gottlieb.

**Lew Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1301 N. Capitol Ave. 329 W. Ninth St.  
Indianapolis, Ind. Covington, Ky.  
Tel.: ME1953 5-1593 Tel.: AX 1-6969

**The World's Greatest Juke Box ROWE-AMI 3 IN 1 Now Ready For Delivery**

**WIRE—PHONE—WRITE TODAY**  
Send for Complete Lists  
ARCADE—GAMES—BINGOS  
RIDES—MUSIC—etc.

**DAVID ROSEN**  
Exclusive A. M. I. Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE: CENTER 2-2903

# Can Juke Boxes Ever Replace Gal Record Spinners in Nip Locations?

**TOKYO**—Restrictions on the importation of juke boxes to Japan will probably be eased considerably, if not lifted entirely, according to Richard D. Stewart, managing director of Uta Matic, a leading coin machine distributor here.

To date, import licenses for juke boxes are a scarce commodity, and the operating business is still in its infancy.

When these restrictions are eased, the juke box operators will have to buck a form of competition unknown to occidental operators.

**Coffee Shops**

Most potential juke box locations in Tokyo are small coffee shops with from 10 to 15 tables. These locations already have recorded music, generally of a fairly high quality.

Top-grade players are installed, with several amplifiers and various speakers. These players are serviced by female employees, whose main duty it is to take requests from customers and play the records of their choice. The service is free.

Whether the Japanese will prefer juke box music to the more personal service currently in vogue remains to be seen.

**Primitive Machines**

Existing juke boxes here are often either primitive machines of domestic manufacture, or jerry-built devices with the mechanisms arriving from foreign places in mysterious ways, and coupled with local castings, speakers and amplifiers.

Recently, a 48-selection unit of local manufacture went into production, and U. S. firms have issued licenses for the manufacture of their products.

Locations are not of the type generally found in the Western world. The waiting room of the Tokyo Airport, for example, is a prime location, as is the local television tower. Many machines are placed in front of coffee shops.

The most common U. S. or European location—the tavern or cafe—is a rarity here.

**Big Three**

About 75 per cent of the machines on location in Japan are controlled by three operators, and another 20 per cent are location owned. The smaller operators share the remaining 5 per cent of the market, according to Stewart.

During the last year, a few coffee shops have replaced their girl-serviced record players with juke boxes. Japanese operators feel they can take their best hold in this area.

One factor which works against juke boxes in Japan is the early closing hours. All places of entertainment must shutter at 11:30 p.m.

**Western Music**

Musical tastes present no problem. Many Japanese are rabid jazz fans, and rock and roll is going strong here.

Used juke box records have a ready market in Japan. A new single sells for 350 yen (360 yens to the dollar) in a record shop, but used records are snapped up at 100 yen each, or 10 disks for 500 yen. Students and young, low-salaried workers are the biggest buyers.

One of the big three operators in the country has built up a profitable business in used juke box records.

**U. S. Games**

While the well-publicized Pachinko (a quick-action gaming device generally wall mounted) is the Japanese national coin machine, U. S. games are beginning to make inroads.

Arcades are springing up all over the country, and these establishments generally feature flippers. Some of these arcades have as many as 100 machines. Theater lobbies, also, are good game locations.

## Mississippi Anti-Pinball Bill Dies In Committee as Solons Adjourn

By **ELTON WHISENHUNT**

**JACKSON, Miss.** — The Mississippi Legislature adjourned last week, and a proposed bill which would have outlawed pinball games in the State died in committee.

Thus Mississippi operators got just what they wanted in the Legislature this year—nothing; that is, no restrictive laws nor any increase in taxes.

The bill which died in the Mississippi Legislature was Senate Bill No. 1757, introduced by Sen. E. K. Collins of Laurel.

The bill would have classified pin games as gambling devices. Since there is a State law against gambling, this would have made it against the law to possess or operate them, or transport them in the State.

**Penalties**

Penalty on first conviction called for a fine up to \$500 and imprisonment up to three months, or both.

For a second conviction, punishment would have been imprisonment from six months to two years.

When Senator Collins' bill was called to the floor in March, it set off a heated hassle among senators. Senator Collins claimed to have received a letter from a woman whose husband "has been putting every dollar he has got in them for the last five years."

Senator Collins called the machines "the worst gambling devices in existence."

Sen. Marion Smith of Natchez debated this, saying if any gambling is done on them, any citizen can report it to authorities and have the offending parties arrested and prosecuted.

A number of senators joined in the debate. General thinking was that the bill was too arbitrary and unreasonable, unfair and discriminatory.

The bill was referred to committee, and it never got enough votes

## TOWN DEBATES STIFFEST LEVY OF ALL TIME

**WEIRTON, W. Va.** — The city council here meets July 11 to debate what could be the stiffest pinball licensing ordinance in the nation. It calls for a \$5,000 annual license for operators, with a \$100-a-year fee on individual machines. If passed, the ordinance would have the effect of outlawing all pinball machines. No operator could afford the tab. Oddly enough, the proposed penalties for non-payment of the operator fee range form a minimum of \$50 to a maximum of \$250. It would take a lot of \$250 penalties to offset the \$5,000 fee.

in committee to reach the Senate floor again.

Because such bills have become routine in Mid-South Legislatures (Mississippi, Arkansas, Tennessee), when one is introduced, coin machine men form a committee to convince their representatives and senators the bill is unfair or confiscatory or discriminatory or whatever the bill is. Often, the legislator who introduces the bill withdraws it. Sometimes it is defeated in committee, sometimes on the floor.

## Ban on In-Line Interstate Traffic

• *Continued from page 42*

in the revised bill. These requirements apply even to shipments of gambling devices within a State or in foreign commerce. They do not apply to the amusement pinballs, shuffleboard, claw machines, et al., exempted from Johnson Act application.

**Everyone Must Register**

Everyone dealing in, repairing, manufacturing, selling or buying gambling machines such as in-line pins and slot machines will have to register with the office of the District Attorney. They will have to keep records monthly of all transactions and hold the records available for inspection for five years. The FBI would have access to the records. Each manufacturer would be required to stamp the firm's name, date of manufacture and a number on the face of the machine for purpose of continuing identity.

Testimony before a grand jury on any of the registry information could be compelled under the law. In cases of self-incrimination, however, the witness could not be prosecuted on the basis of information disclosed from the registry records.

This bill was one of a half dozen designed to trap big-time gambling operations of syndicates and racketeers operating in interstate commerce. The other bills prohibiting movement of persons and devices to promote gambling had swift passage. The Eastland bill to tighten the Johnson Act was revised because it could have snared non-gambling, amusement pinballs and other coin-operated amusement machines under its broad terms. This was pointed out during hearings on the bill by the Harris (D., Ark.) House Interstate and Foreign Commerce Committee last January. (BMW, Jan. 27, 1962.)

## Golden Gate

• *Continued from page 51*

right or left for maximum scoring advantage. Any three numbers lighted in the Gold section scores as indicated, and players can score with only two numbers in the Gold section.

According to O'Donnell, the Golden Gate scores advance during coin play of the original game, which also permits the player to score with only two, instead of three, in the Gold section.

Golden Gate also includes the Red Letter Game which has been featured on a series of games, including Country Fair and Can Can.

**Abby Deal Cues**  
• *Continued from page 44*

For the last three months, Abby has been in production on a post card vender, and the firm has just gone into production on a two-column trading card machine. Both units are sold and distributed by Abby.

The firm is also making other machines under contract, among them a three-column utility machine which is being field tested, and a sundry machine.

**Facilities Adequate**

Manufacturing facilities at Abby will probably be adequate for the company's expansion plans. The company has 28,000 square feet of production and warehouse space, with 60 production workers currently employed.

In addition to Marofsky, key personnel at Abby include Max Rothman, general sales manager, and Leon Calderon, vending sales manager.

**FOR SALE**

**GOOD USED PINBALLS READY FOR LOCATION**

Guys & Dolls Classy Bowler  
Easy Aces Gold Star  
Wonderland  
Poker Face Steeple Chase—\$75.00 ea.  
Slugging Champ—\$50.00 ea.  
Send one-half deposit to:  
**GUERRINI'S**  
1211 W. 4th St. Lewistown, Pa.

**ZIG-ZAG**

Counter Game

5-ball play, 1-5-10-15  
play. Size 12"x17"x  
9", in line scoring,  
high scoring. All  
natural wood cabi-  
net.

**\$49.50**

**SHUFFLEBOARD SCOREBOARDS**

Coin operated. 15, 21 and/or 50 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box.

**\$159.50**

Wall Model .....\$105.00

**SPECIALS! POOL SUPPLIES**

5-Oz. Bumper Pool Balls (10) ...\$ 9.00  
2-Oz. Bumper Pool Balls (10) ... 7.50  
2 1/2" Pool Balls 1-15 w/Cue Ball. 12.50  
Set ..... 12.50  
2 1/2" Pool Balls 1-15 w/Cue Ball. 16.99  
Set ..... 16.99  
Plastic Triangles, 2 1/2" ..... 1.50  
48" Cues ..... \$1.50 ea.; 25, \$1.15 ea.  
32" Cues ..... \$1.95 ea.; 25, \$1.50 ea.  
57" Plastic Cues ..... \$3.95 ea.; \$39.00 dz.

We carry complete line of Pool Supplies—Write for list.

**PHONOGRAPH PLASTICS**

We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.

**MARVEL Manufacturing Co.**  
2845 W. Fullerton Ave., Chicago 47, Ill  
Phone: Dickens 2-2424

**FOR SALE GAMES**

WMS. SKILL BALL .....\$295.00  
GOTTLIEB EGG HEAD ..... 375.00  
BALLY CARNIVAL QUEEN .... 375.00  
BALLY BRIGHT SPOTS ..... 125.00  
CC ROCKET SHUFFLE ..... 55.00  
CC ROCKET SHUFFLE, 2 Player. 65.00  
CC EXPLORER ROCKET ..... 65.00  
UN. SHOOTING STAR ..... 85.00

**MUSIC**

AMI—CONTINENTAL 2-200 STEREO ..... WRITE  
AMI—CONTINENTAL 2-100 STEREO ..... WRITE  
AMI—X-100 AS .....\$595.00  
AMI—J-120 ES ..... 525.00  
AMI—6-200 ..... 225.00  
AMI—6-120 ..... 265.00  
WURLITZER 2200 ..... 375.00  
ROCK-OLA 1465 ..... 375.00  
ROCK-OLA 1455 ..... 295.00  
ROCK-OLA 1438 ..... 175.00

**MONROE**

**COIN MACHINE EXCHANGE, INC.**  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: Superior 1-4600

# NEW ROWE AMI 3 in 1 phonograph

You can program 200, 160 or 100 selections to fit any location. Features fabulous self-contained Stereo Round.\* Brilliant design, moving color. Loaded with play building features.  
\*Patent pending

See your Rowe AMI Distributor!

**Rowe AC Services**  
Division of Automatic Canteen Company of America  
18 So. Michigan Ave., Chicago 3, Ill.

## BARGAINS

3 Keeney Old Plantations	\$395.00
2 Keeney Birdland	465.00
1 Keeney Starline	495.00
2 Bally Life-A-Line	595.00
5 Bally Beauty Contest	55.00
3 Bally Beach Queens	75.00
2 Bally Lucky Alloys, 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 Brite Star, 2 pl.	195.00
1 Gottlieb Seven Seas, 2 pl.	265.00
1 Gottlieb Show Boat	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:

**Mickey Anderson**  
**AMUSEMENT CO.**  
314 East 11th St. Erie, Pa.  
Phone: Glendale 2-3207

## Rowe-AMI Shows in Richmond

• Continued from page 50

Co.; C. N. Brice, Richmond; W. R. Shearin, Ernest L. Crowe, C. H. Hudson, Katherine Hudson, and Mr. and Mrs. E. M. Hudson, all of Vending Machine Exchange, Roanoke, Va.; Mr. and Mrs. John W. Boyle, B. Cooper and Gene Lovelace, Newport News Amusement Co.; Frank Hawkins and Gladys Hawkins, Roanoke, Va.; Mrs. Gladys Oslin, Glen Allen, Va.; Mr. and Mrs. R. L. Richardson and E. L. Simmons and E. L. Simmons, Danville Amusement Co.; George Shipp, Coleman

Amusement Co.; Mr. and Mrs. Vernon E. Martin, Martin Amusement Co.; Mr. and Mrs. Herman Perin, General Vending Sales Co.; John A. Tyree and D. B. Tyree, Automatic Music Co.; Mr. and Mrs. Al Loudon, Loudon Amusement Co., and Mr. and Mrs. Claude Smith, State Amusement Co.; Chris Anthony, Hampton, Va.; Mrs. Paul Heatvale and Mr. and Mrs. W. M. Showalter, Harrisonburg, Va.; Mr. and Mrs. George Rollo Jr., Hampton, Va.; W. O. Jones, Diamond Coin Machine Co.; W. H. Taylor, C. E. Morse, Mrs. L. Y. Taylor, Mrs. Shirley Wood, Mrs. Emily Morse, and E. R. Brown and Mrs. Louise Fountain, all of Richmond; Mr. and Mrs. K. A. O'Connor and L. P. Curry, O'Connor Vending; Chris Christopher, George's Automatic Music; Mr. and Mrs. George Rollo, American Music Co.; John H. Cameron, Eastern Distributors; R. G. Flippen, Ethel S. Flippen, Shirley J. Seward and Roger Clary, all of South Hill Music Co.; Harvey Swearer, Richmond, and E. B. Alley, Alley's Music Co.

### Shipments Up 4%

• Continued from page 46

Instant or liquid concentrate coffee machines numbered 14,882, valued at \$5,234,000, and fresh-brew batch machines numbered 6,185 valued at \$7,447,000.

Cigarette vending machines fell off in 1961, numbered 80,511 valued at \$25,323,000 as against 85,970 machines valued at \$26,165,000 in 1960. Soft drink machines in general dipped to 159,944 dispensers valued at \$78,396,000 in 1961, as against 1960 higher shipment of 204,861 machines valued at \$84,184,000.

Commerce Department's Bureau of the Census, Industry Division prepares these reports, and says sources are all known manufacturers of the vending machines. Figures represent only shipments of new vending machines, including products shipped on consignment. No rebuilds or repaired machines are included in the data. Dollar values are F.O.B. plant after discounts and allowances, and exclude freight charges and excise taxes.

### Seeburg Earnings, Sales Set Marks

CHICAGO—The Seeburg Corporation reports record sales and increased earnings for the six months ended April 30, 1962. Sales for the period were: 425,323,153, more than 50 per cent higher than the sales in the comparable period of 1961.

Net income for the six months amounted to \$805,574, or 41 cents per share, as compared with \$518,528 or 26 cents per share last year.

## "Profit-Makers" From chicago coin

- GOLD CROWN • STARLITE
- VARIETY ROLL DOWN BOWLER

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

## ATLAS . . . Reconditioned—Guaranteed MUSIC • GAMES • VENDING

VENDING	MUSIC		
ROWE L-1000, 4 Flavor	\$595	A.M.I. G-120	\$265
ROWE 20-700 (20-Col.) Cig.	275	A.M.I. G-200	245
ROWE 20-700 (20-Col.) (Man.)	195	A.M.I. F-80	195
ROWE AMBASSADOR, 14-Col. Cig. (Man.)	175	A.M.I. F-120	195
ROWE 93-A Cig., 11-Col. (Man.)	135	ROCK-OLA 1468	495
ROWE CANDY, 8-Col.	135	ROCK-OLA 1455	275
NATIONAL 9M Cig.	95	SEEBURG 222-SH	725
DUGRENIER K-14 (Man.)	165	SEEBURG 100-R	345
SEEBURG 800-E2 Cig.	215	SEEBURG KD-200	325
BALLY CHAMPION HORSE (Metal Base)	395	SEEBURG 200-LU (Backgrnd.)	245
		WURLITZER 2300	475
		2200	325
		WURLITZER 1900	295
		WURLITZER 2000	245

### AC DOLLAR BILL CHANGER

Location proved! Increases revenue wherever coin-operated equipment is used. Eliminates need for attendant! Immediate delivery.

1/2 Deposit, Balance Sight Draft  
Cable: "ATMUSIC"—Chicago



Distributors for  
**AMI—ROWE—BALLY**

A Quarter Century  
of Service

## ATLAS MUSIC COMPANY

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

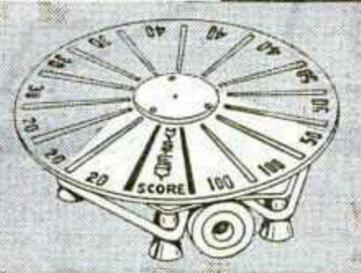


GOTTLIEB'S  
2  
PLAYER

Fashion

Show

NEW!  
Advancing Value  
Bonus with Super  
Mystery Score  
Section!



- Five Places to get bonus and mystery score
- Making bonus advances target value disc
- Top rollovers score up to 50 points
- Side rollovers score target values
- 3-pop bumpers for high score

**D. Gottlieb & Co.**

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

New "Hard-Cote"  
Finish Extends Playboard  
Life to an All-Time  
High!

A Gottlieb  
FLIPPER  
SKILL GAME

# Bally Golden Gate

WITH SENSATIONAL NEW  
**GOLDEN GAME FEATURE**

## GOLDEN GAME

600

450

300

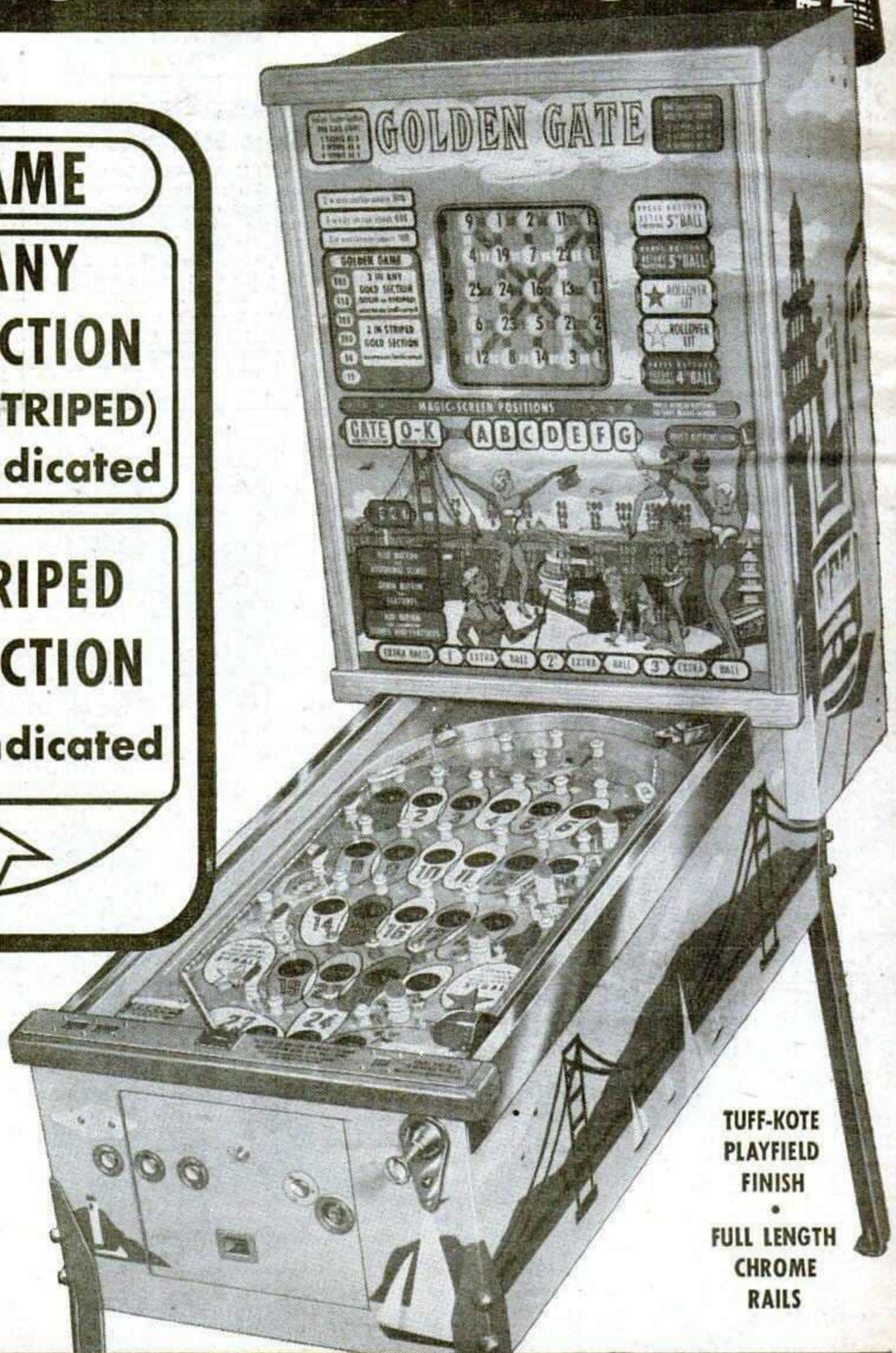
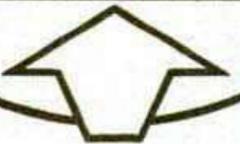
200

96

75

**3 IN ANY  
 GOLD SECTION  
 (SOLID or STRIPED)  
 scores as indicated**

**2 IN STRIPED  
 GOLD SECTION  
 scores as indicated**



**TUFF-KOTE  
 PLAYFIELD  
 FINISH  
 •  
 FULL LENGTH  
 CHROME  
 RAILS**

New fast money-making Golden Game feature . . . plus popular Red Letter Game feature . . . plus all the time-tested, profit-proved features of the greatest Ballygames . . . all add up to the greatest gold mine of earning power in pinball history. Join the gold rush . . . get GOLDEN GATE now.

See your distributor . . . or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS**



## For the music operator: a better shake.

### Artist of the Week

#### Album Packages

#### Week of June 11—

**BOBBY GORDON**  
Old South—New Sound

(Dot)

**ROY DRUSKY**  
Anymore

(Decca)

#### Week of June 18—

**DUKE ELLINGTON**  
All American In Jazz

(Columbia)

**KAY STARR**  
I Cry By Night

(Capitol)

The Seeburg Sales Corporation, Chicago 22

When a phonograph is built to put out the music customers prefer, it sets off a chain reaction of good things. The customers pour in more coins. The location takes in more cash. The operator boosts *his* income. More than that, a happy location makes it possible for the operator to get a better shake in his commission arrangements. And with costs going up all the time, such arrangements are often a necessity. Seeburg music has the twist that makes it possible.

# SEEBURG

**Directional stereo in 33 $\frac{1}{3}$  right at the phonograph**

# NEW GREAT SUMMER PROMOTION



Hail Peter Nero, voted "best new artist of 1961" by NARAS! And here's the Summer selling excitement to go along with it . . . Network TV, full page ads in national magazines, ad mats and a special window display contest with scores of fabulous prizes! From June 15th through July 15th bring customers into your store with this great display featuring all Peter Nero product, including his latest release, "For the Nero-Minded." LPM/LSP-2536.

Call your distributor now for full details of the exciting Peter Nero promotion!

**RCA VICTOR**  
THE MOST TRUSTED NAME IN SOUND

