

# BILLBOARD MUSIC WEEK

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

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## PAGE ONE RECORDS

BILLBOARD  
MUSIC WEEK  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

**PATCHES**, Dickey Lee, Smash 1758  
**SHERRY**, Four Seasons, Vee Jay 456  
**LIE TO ME**, Brook Benton, Mercury 72024

#### ★ 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.

**HANDFUL OF MEMORIES** . . .  
Baby Washington, Sue 767 (Rual, ASCAP)  
(Washington)  
**NO MORE** . . .  
Uptones, Lute 6225 (Class, BMI) (Los Angeles)  
**ABIGAIL** . . .  
Embers, Empress 107 (One o'Clock, BMI)  
(Washington)  
**EVERYBODY LOVES MY BABY** . . .  
Jimmy Smith, Blue Note 1851 (Pickwick,  
ASCAP) (Philadelphia)  
**WHAT TIME IS IT** . . .  
Jive Five, Beltone 2024 (Lescay, BMI)  
(Washington)  
**COMIN' HOME BABY** . . .  
Herbie Mann, Atlantic 5020 (Meloton, BMI)  
(Chicago)  
**MASHED POTATOES U. S. A.** . . .  
James Brown and the Famous Flames, King 5672  
(Lois, BMI) (Washington)  
**TORTURE** . . .  
Kris Jensen, Hickory 1173 (Acuff-Rose, BMI)  
(Seattle)  
**SEND FOR ME** . . .  
Barbara George, Sue 766 (Saturn, BMI)  
(Washington)  
**SWISS MAID** . . .  
Del Shannon, Big Top 3117 (Tree, BMI)  
(Detroit)

#### NEW ON THE HOT 100

61. **PATCHES** . . .  
Dickey Lee, Smash 1758
65. **SHERRY** . . .  
Four Seasons, Vee Jay 456
69. **LIE TO ME** . . .  
Brook Benton, Mercury 72024
71. **WHAT KIND OF LOVE IS THIS** . . .  
Joey Dee and the Starliners, Roulette 4438
77. **TOO LATE TO WORRY—TOO  
BLUE TO CRY** . . .  
Glen Campbell, Capitol 4783
79. **REAP WHAT YOU SOW** . . .  
Billy Stewart, Chess 1820
80. **EVERY NIGHT (WITHOUT  
YOU)** . . .  
Paul Anka, RCA Victor 8068
81. **GLORY OF LOVE** . . .  
Don Gardner and Dee Dee Ford, KC 106
83. **DON'T YOU WORRY** . . .  
Don Gardner and Dee Dee Ford, Fire 513
85. **SO WRONG** . . .  
Patsy Cline, Decca 31406
86. **LONG AS THE ROSE IS RED** . . .  
Florraine Darlin, Epic 9529
87. **LOLLIPOPS AND ROSES** . . .  
Paul Petersen, Colpix 649
88. **FOR ALL WE KNOW** . . .  
Dinah Washington, Roulette 4444
89. **RAIN, RAIN, GO AWAY** . . .  
Bobby Vinton, Epic 9532
90. **IT MIGHT AS WELL RAIN UNTIL  
SEPTEMBER** . . .  
Carole King, Dimension 2000
93. **OH! WHAT IT SEEMED TO BE** . . .  
Castells, Era 3083
94. **I'M COMIN' HOME** . . .  
Paul Anka, ABC-Paramount 10338
95. **BEACH PARTY** . . .  
Dave York, PKM 6700
96. **COPY CAT** . . .  
Gary (U. S.) Bonds, LeGrand 1020
97. **BROKEN HEART** . . .  
Fiestas, Old Town 1122
98. **HIDE AND GO SEEK** . . .  
Bunker Hill, Mala 451
99. **THERE IS NO GREATER LOVE** . . .  
Wanderers, MGM 13082
100. **TILL THERE WAS YOU** . . .  
Valjean, Carlton 576

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

**SOMETHING SPECIAL**, Kingston Trio, Capitol  
T 1747  
**THE GOLDEN HITS OF THE EVERLY  
BROTHERS**, Warner Bros. W 1471

STEREO

**RAY CHARLES GREATEST HITS**, ABC-  
Paramount ABCS 415  
**FOR THE NERO MINDED**, Peter Nero, RCA  
Victor LSP 2536  
**DINAH '62**, Dinah Washington, Roulette SR  
25170

#### ★ NEW ACTION LP'S

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

MONO

**CHAD MITCHELL TRIO AT THE BITTER  
END** . . .  
Kapp KL 1281  
**JULIE & CAROL AT CARNEGIE HALL** . . .  
Julie Andrews & Carol Burnett,  
Columbia OL 5840  
**HERE'S THE MAN** . . .  
Bobby Bland, Duke DLP 75  
**MASHED POTATOES AND GRAY** . . .  
Ventures, Dolton BLP 2016  
**THE STRIPPER & OTHER BIG BAND HITS** . . .  
Si Zentner & His Ork, Liberty LRP 3247  
**ABOVE THE STARS** . . .  
Mr. Acker Bilk, Atco 144  
**THE WAH-WATUSI** . . .  
Orlons, Cameo C 1020  
**FREDDY CANNON AT PALISADES PARK** . . .  
Swan 507  
**TWO OF US** . . .  
Robert Goulet, Columbia CL 1826  
**LOLITA** . . .  
Sound Track, MGM E 4050  
**JOCKO'S CHOICE R&B OLDIES** . . .  
Various Artists, Bonded B 777  
**ALL THE HITS** . . .  
Bobby Rydell, Cameo C 1019  
**ENCORE** . . .  
Highwaymen, United Artists UAL 3225  
**GOLDEN HITS OF THE BOYS** . . .  
Patti Page, Mercury MG 20712  
**SO THIS IS LOVE** . . .  
Castells, Era EL 109

STEREO

**POPS ROUNDUP** . . .  
Boston Pops Orch. (Fiedler), RCA Victor  
LSC 2595  
**I LEFT MY HEART IN SAN FRANCISCO** . . .  
Tony Bennett, Columbia CS 8669  
**IT KEEPS RIGHT ON A-HURTIN'** . . .  
Johnny Tillotson, Cadence CLP 25058  
**BIG BAND BASH** . . .  
Ted Heath & His Ork, London SP 44017  
**ABOVE THE STARS** . . .  
Mr. Acker Bilk, Atco SD 144

#### NEW ON THE TOP LP'S

MONO

107. **SOMETHING SPECIAL** . . .  
Kingston Trio, Capitol T 1747
114. **COME DANCE WITH ME** . . .  
Frank Sinatra, Capitol W 1069
119. **THE GOLDEN HITS OF THE EVERLY  
BROTHERS** . . .  
Warner Bros. W 1471
125. **A SWINGIN' AFFAIR** . . .  
Frank Sinatra, Capitol W 803

(Continued on page 8)

## Sinatra Twofer Shoots Capitol to Top of Album Heap

Biggest record news last week was the zinging success of the Frank Sinatra two-for-one promotion on Capitol Records. Six Sinatra Capitol albums popped on BMW's monaural Top LP's chart last week. Just a week previous, five Capitol diskings by Frank jumped on. Right now on the monaural chart Sinatra is represented by 13 albums (one of which is on Reprise), 11 of which have only been back on the chart for the last fortnight.

The success of the Sinatra Capitol Records push has also appeared to help sales of the rest of the Capitol line, since nine of the 12 LP's hitting the monaural chart this week bear the Capitol mark. In addition to Sinatra's six, LP's by Judy Garland, the Kingston Trio, and Peggy Lee made the mono chart.

Sinatra's flock of chart albums has pushed Capitol to the front on BMW's mono LP chart. Capitol has 29 LP's on the 150-place mono LP chart. Victor has 21 and Columbia has 19.

On the singles front there was no letdown in sales in what has become the hottest single summer in five years. New singles by Dickey Lee, Four Seasons, Brook Benton, Joey Dee and Bobby Vinton were keeping dealers happy along with the established sellers.

It was interesting to note that more dealers who had dropped singles records or had limited their stock to top 10 hits had either started stocking singles again or had expanded their stock of the hot-selling 45's.

## Momentum Rolls on in Cincy

CINCINNATI—Singles record business continues to carry the day in this town, with dealers and distributors commenting on the sales momentum that has kept things humming since the middle of July. A good many disks were getting credit for the upsurge, with "Patches," by Dickey Lee (last week's breakout) on Smash still considered the city's outstanding side.

Discounting has taken a number of unusual turns. The huge Shillito's Department Store has upped its LP prices by a dime, and Discount Records, which had been causing a stir with drastic cuts, has quieted down and sells its product at a somewhat similar price to downtown department stores. One dealership, Song Shop, has cut its singles price to 77 cents from the 98-cent list. The move was taken in April and business has grown steadily since. The shop was one of the last holdouts for the singles at list.

Besides the aforementioned "Patches," "Rinky Dink," by Baby Cortez, the new Cooke, Sedaka, Presley and Anka records were top sellers. In addition, orders were beginning to roll in for the yet to be released Presley LP, which is from "Kid Galahad," his next picture.

Strong action also was being recorded for such sides as "Looking for Love," by the Valentinos on SAR, "Do You Love?" by the Contours on Gordy, Bobby Bare's "Shame on Me" and Mary Wells' "You Beat Me to the Punch." In addition the new Vinton, Carole King and Jo Ann Campbell sides were taking off impressively. Aretha Franklin's "Try a Little Tenderness" also was receiving strong initial action. Pretty good local action was being registered on a number of home grown titles: "I Get Lonely," by Ronnie Willis, and "Times Is Tough," by the Cararets, both on the Saxony label.

Juke box ops seemed to be impressed with the single from Herbie Mann's "At the Village Gate" LP, "Come On Baby," on Atlantic and the new Dodo Greene Blue Note single of "Little Things Mean a Lot." The Mann side especially was scoring with locations, while WCIN, the r.&b. outlet here, was playing the two sides heavily.

## Annual Bash Highlights Hub Week

BOSTON—Week's highlights—besides a continuing healthy singles business—was a day off for virtually the entire distributor fraternity Tuesday (14). Occasion was the eighth annual clambake and bash, staged at Rehoboth, Mass., for customers by Milt Israeloff, operator of Beacon Records in Providence. Beacon is a large rack and one-stop

(Continued on page 8)

150 Best Selling

**MONAURAL LP's**

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	19
2	2	WEST SIDE STORY Sound Track, Columbia OL 5670	44
3	3	THE STRIPPER AND OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	9
4	4	POT LUCK Elvis Presley, RCA Victor LPM 2523	7
5	6	PETER, PAUL & MARY Warner Bros. W 1449	18
6	9	WEST SIDE STORY Original Cast, Columbia OL 5230	98
7	5	VINCENT EDWARDS SINGS Decca DL 4311	8
8	8	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	17
9	10	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	46
10	11	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	13
11	12	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	44
12	7	ROME ADVENTURE Sound Track, Warner Bros. W 1458	11
13	20	LOVERS WHO WANDER Dion, Laurie LI 2012	7
14	15	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	16
15	17	CAMELOT Original Cast, Columbia KOL 5620	83
16	16	BEST OF THE KINGSTON TRIO Capitol T 1705	12
17	18	JOAN BAEZ, VOL. I Vanguard VRS 9078	26
18	13	GEORGE MAHARIS SINGS! Epic LN 24001	13
19	27	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	140
20	19	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	19
21	21	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 3005	11
22	23	JOAN BAEZ, VOL. II Vanguard VRS 9094	39
23	26	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	94
24	63	ROSES ARE RED Bobby Vinton, Epic BN 24020	4
25	37	MY FAIR LADY Original Cast, Columbia OL 5090	333
26	29	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123	225
27	14	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	56
28	28	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	37
29	58	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	5
30	31	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	22
31	51	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	8
32	39	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	17
33	40	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	38
34	22	TIME OUT Dave Brubeck, Columbia CL 1397	86
35	32	FOR THE HERO MINDED Peter Nero, RCA Victor LPM 2536	8
36	25	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	16
37	34	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	11
38	36	MOON RIVER Lawrence Welk, Dot DLP 3412	34
39	24	COLLEGE CONCERT Kingston Trio, Capitol T 1658	25
40	46	BEYOND THE REEF Earl Grant, Decca DL 4231	15
41	42	ONCE UPON A TIME Lettermen, Capitol T 1711	12
42	112	THE MUSIC MAN Sound Track, Warner Bros. W 1459	3
43	47	SINATRA & STRINGS Frank Sinatra, Reprise R 1004	24
44	65	HATARI! Henry Mancini, RCA Victor LPM 2559	6
45	50	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	52
46	45	THROUGH CHILDREN'S EYES Limeliters, RCA Victor LPM 2512	10
47	33	DINAH '62 Dinah Washington, Roulette SR 25170	10
48	35	NO STRINGS Original Cast, Capitol O 1695	19
49	43	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	151
50	48	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	112
51	30	STATE FAIR Sound Track, Dot DLP 9011	16

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	41	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	35
53	55	CRYING Ray Orbison, Monument M 4007	21
54	60	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	39
55	53	MARIA Roger Williams, Kapp KL 1266	24
56	64	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	128
57	38	YOUNG WORLD Lawrence Welk, Dot DLP 3428	14
58	62	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 3424	13
59	57	HEAVENLY Johnny Mathis, Columbia CL 1351	153
60	68	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	27
61	71	IT'S MASHED POTATO TIME Dee Dee Sharp, Cameo C 1018	10
62	75	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	13
63	44	FAMILY SING ALONG WITH MITCH Mitch Miller & the Gang, Columbia CL 1773	12
64	59	DO THE TWIST Ray Charles, Atlantic 8054	36
65	70	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	24
66	66	BUDDY HOLLY STORY Coral CRL 57326	85
67	49	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	12
68	100	RAY CHARLES STORY Atlantic 2-900	3
69	73	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	28
70	56	DRUMMIN' UP A STORM Sandy Nelson, Imperial LP 9189	7
71	88	WHAT'D I SAY Ray Charles, Atlantic 8029	52
72	76	CARNIVAL Original Cast, MGM E 3944	65
73	119	RAY CHARLES GREATEST HITS ABC-Paramount, ABC 415	2
74	54	MUSIC MAN Original Cast, Capitol WAO 990	218
75	72	RUNAROUND SUE Dion, Laurie LLP 2009	39
76	79	WALK ON THE WILD SIDE Elmer Bernstein, Choro A-4	8
77	67	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	32
78	74	THE TWIST Chubby Checker, Parkway P 7001	85
79	80	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	40
80	52	MILK & HONEY Original Cast, RCA Victor LOC 1065	40
81	77	"TUFF" SAX Ace Cannon, Hi HI 12007	15
82	69	AMERICAN WALTZES Mantovani, London LL 3260	10
83	87	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	27
84	89	WORRIED MIND Ray Anthony, Capitol T 1752	6
85	93	BOBBY YEE MEETS THE CRICKETS Liberty LRP 3228	6
86	82	SING OUT! Limeliters, RCA Victor LPM 2445	30
87	126	SINATRA SINGS... OF LOVE AND THINGS Capitol W 1729	2
88	61	GOLDEN THEMES FROM MOTION PICTURES Ferrante & Teicher, United Artists UAL 3210	11
89	86	DINO-ITALIAN LOVE SONGS Dean Martin, Capitol T 1659	16
90	81	I'M THE GREATEST COMEDIAN IN THE WORLD ONLY NOBODY KNOWS IT YET... Jackie Mason, Verve V 15023	7
91	95	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	22
92	103	LIVE IT UP Johnny Mathis, Columbia CL 1711	27
93	102	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	5
94	90	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CL 1776	17
95	107	EL CID Sound Track, MGM E 3977	4
96	84	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	49
97	98	DAVE GUARD & THE WHISKEY HILL SINGERS Capitol T 1728	9
98	85	FLOWER DRUM SONG Sound Track, Decca DL 9098	35
99	78	OLD RIVERS Walter Brennan, Liberty LRP 3223	11
100	92	EXODUS Sound Track, RCA Victor LOC 1058	84

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

50 Best Selling

**STEREO LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	105	ORIGINAL MOTION PICTURE HIT THEMES. 15 Various Artists, United Artists UAL 3197	15
102	83	SOUTH PACIFIC Original Cast, Columbia DL 4180	428
103	108	SUMMER FESTIVAL Various Artists, RCA Victor LAM 6097	11
104	117	ALL THE WAY Frank Sinatra, Capitol W 1538	34
105	97	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	146
106	110	A TOUCH OF VELVET Jim Reeves, RCA Victor LPM 2487	11
107	—	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	1
108	109	SINCERELY BRENDA LEE Decca DL 4216	23
109	101	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	54
110	111	MAD TWISTS ROCK 'N' ROLL Various Artists, Big Top 1305	5
111	123	MEET CLAUDE KING Columbia CL 1810	3
112	134	NICE 'N' EASY Frank Sinatra, Capitol W 1417	79
113	120	TONIGHT Ferrante & Teicher, United Artists UAL 3171	24
114	—	COME DANCE WITH ME Frank Sinatra, Capitol W 1049	119
115	129	SONGS FOR SWINGIN' LOVERS Frank Sinatra, Capitol W 653	20
116	106	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	38
117	114	HYMNS Tennessee Ernie Ford, Capitol T 756	257
118	99	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	36
119	—	THE GOLDEN HITS OF THE EVERLY BROTHERS Warner Bros., W 1471	1
120	139	IN THE WEE SMALL HOURS Frank Sinatra, Capitol W 581	20
121	136	G. I. BLUES Elvis Presley, RCA Victor LPM 2236	95
122	128	PETE FOUNTAIN'S MUSIC FROM DIXIE... Coral CRL 57401	3
123	127	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	105
124	130	MURRAY THE "KS" GASSERS FOR SUBMARINE RACE WATCHERS Various Artists, Chess LP 1470	4
125	—	A SWINGIN' AFFAIR Frank Sinatra, Capitol W 803	35
126	137	BABY IT'S YOU Shirley Bassey, Scepter SLP 504	11
127	143	A FUNNY THING HAPPENED ON THE WAY TO THE FORUM Original Cast, Capitol WAO 1717	8
128	118	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	66
129	124	TWIST WITH BOBBY DARIN Atco 138	31
130	135	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	20
131	—	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	1
132	—	NO ONE CARES Frank Sinatra, Capitol W 1221	59
133	104	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	42
134	115	THE KINGSTON TRIO CLOSE UP Capitol T 1642	46
135	—	CONNIE FRANCIS SINGS MGM E 4049	1
136	121	A BOBBY YEE RECORDING SESSION Liberty LRP 3232	6
137	—	COME FLY WITH ME Frank Sinatra, Capitol W 920	37
138	149	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	26
139	—	THE GARLAND TOUCH Judy Garland, Capitol W 1710	1
140	—	BEWITCHING—LEE Peggy Lee, Capitol T 1743	1
141	125	MILLION SELLERS BY FATS Fats Domino, Imperial LP 9195	6
142	131	SHELLEY Shelley Fabares, Colpix CP 426	6
143	—	COME SWING WITH ME Frank Sinatra, Capitol W 1594	31
144	138	VERSATILE BURL IVES Decca DL 4152	28
145	94	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	20
146	96	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	230
147	113	THEME FROM BEN CASEY Vulcan, Carlton LP 143	5
148	—	THIS IS SINATRA Frank Sinatra, Capitol T 768	39
149	122	POPS ROUNDUP Boston Pops Orch. (Fiedler), RCA Victor LPM 2595	7
150	145	DOWN HOME Chet Atkins, RCA Victor LPM 2450	24

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	41
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	15
3	3	THE STRIPPER AND OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	8
4	5	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	44
5	9	CAMELOT Original Cast, Columbia KOS 2031	83
6	7	WEST SIDE STORY Original Cast, Columbia OS 2001	60
7	4	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	16
8	17	PETER, PAUL & MARY Warner Bros., WS 1449	5
9	29	THE MUSIC MAN Sound Track, Warner Bros. WS 1459	3
10	6	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	9
11	11	BEST OF THE KINGSTON TRIO Capitol ST 1705	11
12	8	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	128
13	10	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	46
14	12	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	56
15	13	POT LUCK Elvis Presley, RCA Victor LSP 2322	7
16	23	HATARI! Henry Mancini, RCA Victor LSP 2559	6
17	19	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V6-8474	7
18	18	TONIGHT Ferrante & Teicher, United Artists UAS 6171	22
19	20	NO STRINGS Original Cast, Capitol SO 1695	19
20	39	ROSES ARE RED Bobby Vinton, Epic BN 24020	2
21	15	MOON RIVER AND OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	13
22	16	AMERICAN WALTZES Mantovani, London PS 248	12
23	21	TIME OUT Dave Brubeck, Columbia CS 8192	55
24	26	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 25424	12
25	40	BEYOND THE REEF Earl Grant, Decca DL 74231	6
26	31	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	24
27	36	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	14
28	14	MOON RIVER Lawrence Welk, Dot DLP 25412	33
29	27	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	17
30	32	WORRIED MIND Ray Anthony, Capitol ST 1752	5
31	33	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	43
32	22	VINCENT EDWARDS SINGS Decca DL 74311	6
33	42	SINATRA SINGS... OF LOVE AND THINGS Frank Sinatra, Capitol SW 1729	2
34	35	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	16
35	48	SOMETHING SPECIAL Kingston Trio, Capitol ST 1747	2
36	24	YOUNG WORLD Lawrence Welk, Dot DLP 25428	12
37	25	STATE FAIR Sound Track, Dot DLP 29011	16
38	30	PETE FOUNTAIN'S MUSIC FROM DIXIE... Coral CRL 757401	5
39	47	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CS 8575	8
40	28	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	31
41	—	RAY CHARLES GREATEST HITS ABC-Paramount, ABCS 415	1
42	37	ALL THE WAY Frank Sinatra, Capitol SW 1538	27
43	—	MUSIC MAN Original Cast, Capitol SWAO 990	89
44	—	COME FLY WITH ME Frank Sinatra, Capitol SW 920	1
45	50	SPAIN Stanley Black Ork, London SP 44016	2
46	41	ROMAN GUITAR, VOL. II Tony Mottola, Command RS 836 SD	6
47	—	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	17
48	45	MASHED POTATOES AND GRAVY Ventures, Dolton BST 8016	3
49	—	FOR THE HERO MINDED Peter Nero, RCA Victor LSP 2536	1
50	—	DINAH '62 Dinah Washington, Roulette SR 25170	1

*Stepping into a NEW Hit!*



on  
**DECCA**  RECORDS *Naturally!*

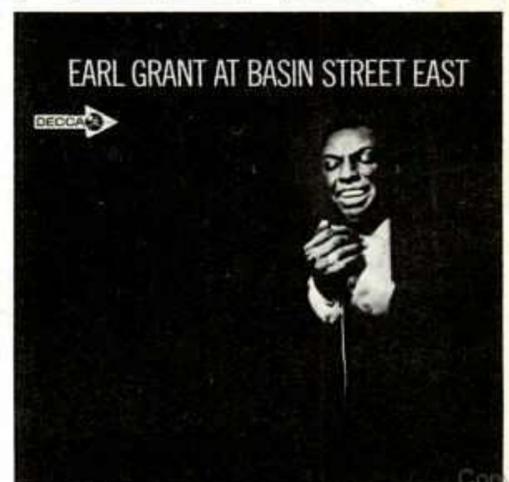
# SWEET SIXTEEN BARS

# EARL GRANT

25574

*Also featured in His Great NEW Album*

DL-4299  
DL-74299(S)



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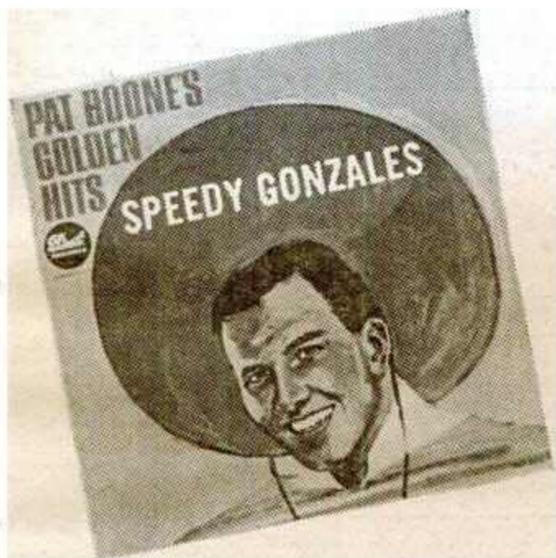
**Dot**® RECORDS PROUDLY PRESENTS

# 3 GREAT ARTISTS

WITH

# 3 GREAT ALBUMS

## PAT BOONE



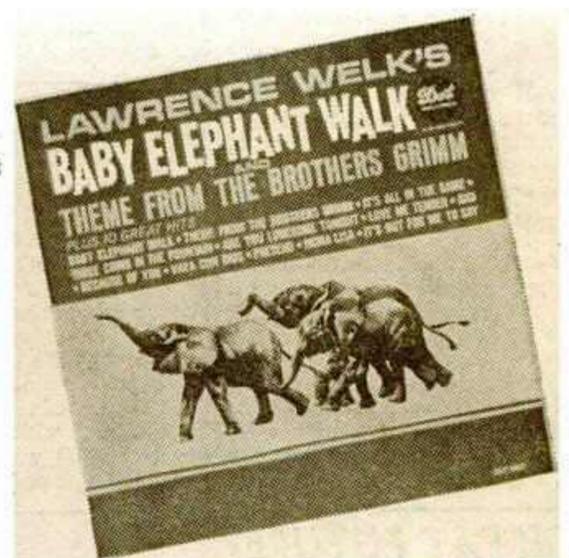
MONO-3455  
STEREO-25455

## BILLY VAUGHN



MONO-3458  
STEREO-25458

## LAWRENCE WELK



MONO-3457  
STEREO-25457

### BIG HIT SINGLES

Speedy Gonzales / The Locket.....Pat Boone  
#16368

A Swingin' Safari / Indian Love Call.....Billy Vaughn  
#16374

Baby Elephant Walk /  
Theme From The Brothers Grimm.....Lawrence Welk  
#16364

No One Will Ever Know / Because.....Jimmie Rodgers  
#16378

My Blue Heaven / Spinnin' My Wheels...The String-Alongs  
#16379

(THE ORIGINAL) So Rare /

Jay Dee's Boogie Woogie.....Jimmy Dorsey  
#16371

A Mile And A Quarter /

Just One More Lie.....Sonny James  
#16381

**Dot** RECORDS

**"ALL TIME HITS" PRE-PACKS**

DPP 100 and DPP 101



"THE NATION'S BEST SELLING RECORDS"



## Jocks Seek New Avenues To Up Prestige, Income

By SAM CHASE

ST. LOUIS—As the annual convention of the National Association of Radio Announcers was preparing to start a formal part of its agenda, new developments in the relationship between record manufacturers and the disk jockeys seemed likely.

On the eve of the business session, three representatives of more than 20 record labels—the biggest NARA turnout ever—were on hand to renew acquaintances with the jocks. And though it was not up for discussion, the question lay very close underneath the genial surface humor of the DJ's and record people gathering here.

It is no secret that r.&b. disk jockeys are, in the main, very low salaried, despite their growing influence in their communities and their consequent power in breaking new records. Concern over this problem and what can be done about it came up repeatedly in pre-convention gatherings.

### Manufacturer's Feelings

Record manufacturers seem anxious to enhance the importance of the disk jocks who had been instrumental in helping kick off many new releases recently. Obviously, each label also hopes to win stronger standing for itself with the most influential jockeys, and thus strengthen prospects of securing maximum exposure for future releases.

From the jock's standpoint, low-level incomes have made all too many susceptible to economic inducements of various kinds in the past, and a bettering of conditions

is seen as a means of reducing such temptations.

What is emerging out of these informal discussions, though perhaps not out of any formal business sessions, is consideration of a new pattern by which the labels may legitimately increase the earning power of the r.&b. jocks while helping them become even more

of a force in their own listening areas.

One of several such efforts being discussed would have the manufacturers underwrite or at least personally subsidize certain local civic ventures which NARA members would develop within their communities. Parenthetically, it is noted.

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## WABC Ups Sklar; Jocks Get Voice

NEW YORK—Rick Sklar, who is known here for a past association in programming with WINS and WMGM (now WHN) has been moved into new areas of programming responsibility at WABC, local outlet for the ABC radio network. Sklar most recently has been in public relations work at WABC. Joining Sklar at WABC is Stu Walker, a former library colleague

of Sklar's at WINS, who will become librarian.

Under program manager Sam Holman, who came here from Chicago over a year ago, WABC has maintained a straight hit policy, with little time left for exposure of new records. Local promotion reps, unhappy with the station's outlook on new records, have recently turned more attention to WINS and WMCA to kick off new disks.

Under the new set-up, Sklar will be responsible to Hal Neal, manager of ABC's local New York operations. Neal will head up new weekly meetings of the station's entire jockey staff, with Sklar and Walker sitting in. Everybody will have an opportunity to speak his piece on the new disk auditioned, thus, in effect, setting up a DJ evaluation panel. It's expected that broader programming will result with increased exposure of new product. Holman retains his title as program manager.

Jockeys currently operating on WABC, a group collectively known as "the seven good guys," comprise Herb Oscar Anderson, Charlie Grier, Holman, Dan Ingram, Scott Muni, Bruce Morrow and Fred Hall. For the moment, this line-up is expected to remain intact, though rumors continue of possible changes.

## 20th Head Denies Merger Talk

NEW YORK—Basil Bova, head of 20th Fox Records, said last week that the 20th Fox label had no intentions of merging with any other label, or selling out to any other label. He was commenting on a story in *BMW* (18) that Cameo Records had talked to 20th Fox execs about a merger or sale. Bova said that the parent company, 20th Fox Pictures, was readying an all-out campaign to build its disk firm.

As part of this building process Bova said that the firm was rushing to market a recording called "Marilyn," which will contain 11 tracks of the late Marilyn Monroe singing songs from her pictures. Record will be issued September 3. He also noted that on September 15 the firm would issue its new Eddie Fisher album and the sound track from the movie "The Longest Day."

"The blockbuster of them all," he said "will be the sound track from the film 'Cleopatra,' which will be issued in October, or a full three months before the picture is released."

### On Way Up

Bova said that the record division would become, over the next year or so, a firm to be reckoned with. He said that the company

(Continued on page 22)

## Project Producing 12 LP's for Life

By LEE ZHITO

HOLLYWOOD—Si Rady, head of Bing Crosby's Project Records, and *Life* magazine have concluded an agreement whereby Project will produce 12 LP's to be included in *Life's* forthcoming six-volume set, "The History of the United States." Each volume will contain approximately 80,000 words of narrative text, 150 pages of pictures of which

approximately 100 will be in full color.

In addition, two LP's will be bound into each volume. One record will be devoted to the literature of the period covered, including the poetry, novels, historically important speeches. Fredric March and Florence Eldridge will handle the narration. The second LP will present a musical documentation of the period, covering the folk

music of the era, as well as the outstanding representative selections of the music of the home, church, and concert stage, as well as the popular tunes of the day.

The six-volume work embraces American history from the pre-Columbia period down to the Kennedy Administration. Volume 1 will cover the pre-discovery period to 1789; Vol. 2, from 1780 to

(Continued on page 16)

## FOR FAT FUTURE

## Gleason's Choo-Choo Ballyhoo Good Dealer Omen

By LEE ZHITO

HOLLYWOOD—The Great Gleason Express, a streamlined seven-car private train, rolled across the nation last week to call attention to Jackie Gleason's return to television this fall in true, old-time, show-business ballyhoo fashion. In providing a literal translation to Gleason's traditional "Away-y-y we go!" his cross-country Express brought home to dealers that the new TV season is about to unveil a potent array of disk sales stimulating programs.

His own series, "Jackie Gleason's American Scene Magazine," an hour-long music-comedy-variety show, kicks off on the CBS-TV network on Saturday, September 29.

Its format calls for tying in topical themes to music and comedy fare. If former Gleason TV creations serve as a guide, the record industry can expect considerable attention to uncovering fresh disk talent, as well as exposing established artists and their records.

### TV and Disk Marks

Gleason himself exemplifies the harnessing of TV powers in pushing record sales. A highly versatile, multi-faceted artist with credits in motion pictures, the Broadway stage, and as an actor, writer and producer, he is best known to



—Photo by Sam Abbott

### THE GREAT CONDUCTOR

the public as a TV personality and recording artist. It is significant that both his TV and disk careers started the same year, in 1952. At that time, CBS signed Gleason to a long-term contract, and Capitol Records brought him into its artist roster.

Its catalog today lists 22

Gleason albums, and Capitol has sold approximately 3,500,000 of his packages. This does not include record club distribution or foreign sales. Several weeks ago, the RIAA sanctioned the awarding of gold LP's for two Gleason albums, certifying that these have passed the million-dollar sales mark. The albums are, "Music for Lovers Only" and "Music, Martinis and Memories." The most recent Gleason LP release was in April, "Love, Embers and Flame." Capitol has scheduled for October release an album titled "Gigot," based on the film Gleason wrote, acted in and produced in Paris earlier this year. The movie will be issued this fall. Gleason also composed the original score. Later this year, Capitol will issue another Gleason LP, "Champagne, Candlelight and Kisses."

### New Picture

Prior to embarking on his cross-country Express tour, Gleason completed "Papa's Delicate Condition" at Paramount Pictures with Corine Griffith. Earlier, he filmed "Requiem for a Heavyweight" in which he portrays the fight manager.

Capitol Records is expected to tie in to the promotional push generated by Gleason's

return to TV. The Great Gleason Express pulled out of Los Angeles Union Station Thursday (9) and arrived in New York City on Saturday (18). The 4,337-mile trip covered 10 cities in 10 days. In addition to hitting the Los Angeles and New York markets, the train stopped over in Phoenix, Colorado Springs, Denver, Kansas City, St. Louis, Chicago, Pittsburgh and Baltimore.

### 40 Aboard

The Express carried an entourage of some 40 persons, including the show's producer, Jack Philbin; its director, Seymour Robbie; choreographer June Taylor, the four Gleason writers and a six-piece Dixieland band headed by Max Kaminsky. Representatives of the show's five sponsors (Colgate-Palmolive, Drackett Company, Hertz Rent-a-Car, Marlboro cigarettes and Ralston Purina) also were aboard.

Gleason can be expected to dip into the vast pool of recording talent for use in his series, as in the past, to provide sales impetus to their disk product. This program, among the numerous other disk-linked shows to be offered by TV in the coming season, will provide record retailers with an additional sales tool in promoting disk sales.

## Wax 'Oliver!' 5 Mos. Before B'way Bow

HOLLYWOOD — RCA Victor last week added to the growing list of "firsts" surrounding the London-born musical, "Oliver!" by recording the original Broadway cast album in Hollywood, five months before the show will debut on the Great White Way. (See "Oliver!" review in this issue.) Recording session was held at RCA Victor's Hollywood studios last Sunday night (19), two weeks after "Oliver!" had its American premiere at the Los Angeles Philharmonic Auditorium.

Almost without exception, origi-

(Continued on page 16)

## THE STORY BACK OF THE STORY BACK OF BILK

LONDON—A new book hit the stalls here recently that should be of interest to music lovers and historians all over the world. The title is "The Book of Bilk—41 Characters in Search of an Acker." Published by MacGibbon and Kee, the book is a monumental recounting of the lives of a number of clarinetist Acker Bilk's more illustrious forebears. It was written by Peter Leslie and Patrick Gwynn-Jones. The book contains pictures and text of some notable figures in history, 41 in all, who are related (by lexicon) to Bilk. These notables include "Ackermemnon," "Edgar Acker Poe," "Buffalo Bilk," "Ack the Pipper" and "Joan of Ack." There are many more. At present, the book is only available in the British Isles.

JACK MAHER

# Epic Credits Air Spots in Key Cities for 'Extra' Vinton Sales

By REN GREVATT

NEW YORK — Epic Records is currently scoring what it regards as substantial extra sales on its new Bobby Vinton LP "Roses Are Red" through the use of radio time buys in key markets. The idea was generated by Epic national promotion manager Sol Rabinowitz during a recent meeting in Boston with that city's top-rated deejay, Arnie Ginsberg, of WMEX.

Ginsberg had been involved in earlier spot commercials aired by other record companies. He got the blessing of the Epic promotion chief to put together a sample one-minute commercial on the Vinton set. Working through Dumont Distributors, Epic's Boston outlet, a number of spots were acquired on WMEX and the Ginsberg tape, featuring a selling message plus short excerpts from the album, was put on the air.

Results, according to Rabinowitz,

## Disk Exhibit Set for Fair

NEW YORK — The Record Industry Association of America will have a special exhibit at the World's Fair of Music and Sound when it opens in Chicago next month. The exhibit will be based on the RIAA booklet "Your Wonderful World of Records." It will have blowups of pictures showing how a record is manufactured, plus actual tapes, acetates, stampers, masters, biscuits, and untrimmed and trimmed records.

There will also be an album cover display of all types of records. Recording artists are expected to appear at the RIAA booth to say hello to visitors. There are possibilities that local Chicago jockeys will broadcast from the booth as well.

## Lawyer to Outline Legal Angles of Rack Jobbers

CHICAGO—Rack jobber members of the National Association of Rack Merchandisers, meeting here Sunday (26) at the opening session of the annual NARM mid-year get-together, will hear special reports by NARM counsel Earl M. Foreman and Jules Malamud, executive director of the association. The meeting, to be held at the Edgewater Beach Hotel, will be the opening function of the four-day conference, which will also be highlighted by all day, person-to-person meetings between every rack jobber and every record manufacturer present. These sessions will take place Monday and Tuesday (27 and 28).

Foreman is expected to outline a number of the legal aspects of the rack jobber's position in the record industry. Foreman will also report on the current status of several projects on which NARM's legal staff has been working, and will discuss pending and proposed federal legislation of interest to rackers.

Malamud, in his report, will initiate several new projects and will report on the formulation of a uniform system of accounting for record rack merchandisers. One of the projects to be kicked off involves compilation of statistics on sales performance at various times of the year of a number of types of disk product, which will be a guide to rackers in planning future sales programs. Forms will be dis-

were so good that Epic decided to go after the same kind of promotion elsewhere. The Ginsberg spot announcement was used as a suggested approach and tapes of it were sent to distributors in 20 markets, with the suggestion that a local jockey be used to deliver the same kind of sales spiel.

### Costs Shared

Funds for the time buys were to be co-operatively financed by the local distributor in each market and Epic. The manufacturer's distributor advertising fund, made up of

contributions by the company equal to 1 per cent of the distributor LP orders and 2 per cent of his singles orders, paid for the spots.

Next in line after Boston was Philadelphia (through Marnel Distributors) with a 20-spot buy on WIBG, using jockey Hy Lit for the selling message. The success of both the Boston and Philadelphia airings was disclosed in exclusive BMW stories from those cities in recent weeks.

Now a total of 18 markets have

(Continued on page 22)

## CAPETOWN CAPER

### Nashville Sound Travels Toward African Veldt

NEW YORK—Chet Atkins, Jim Reeves and Floyd Cramer left last week for a three-week tour of South Africa, where the three top RCA Victor recording artists will bring the Nashville sound to the South African Veldt. They will give live concerts in a group of cities, visit with record dealers and Victor reps and meet local dignitaries.

The trip was arranged at a meeting between Victor a.&r. head Bob Yorke and A. D. J. McGrath, director of Teal Records, the Victor South African licensee, when they met this spring in Rome at a Victor studio opening. McGrath said then that he was anxious to have Atkins, Reeves and Cramer perform in person because they are highly popular in South Africa.

Reeves has had many hits on the South African charts. Currently his "Adios Amigos" is a big hit there. Atkins and Cramer also have been solid sellers in South Africa.

### Nashville Backing

The Victor trio will be accompanied by five Nashville musicians.

They arrive in Johannesburg August 21, and then will play Pretoria, Durban, Port Elizabeth, Capetown, Bloemfontein, Kimberly, Nelspruit and Salisbury. Reeves will return home on September 6, but Atkins and Cramer will head for London before coming back to the U. S.

Atkins, Reeves and Cramer cut an album of South African songs for the tour. It will be released on Teal in that country. It contains four instrumentals by both Atkins and Cramer, and four vocals by Reeves sung in Afrikaans.

Commenting on the favor that Nashville music has found around the world, Atkins noted that more and more pop artists have been going to Nashville to record. Though he was pleased with the great suc-

(Continued on page 37)

## Roulette Expands, Names 8 Reps

NEW YORK—Roulette Records is expanding its promotion staff and is appointing eight representatives in key markets.

First representative named was Don Weis, formerly local promotion man for Cosnat in Philadelphia, Baltimore and Washington. Weis will continue to cover these cities out of Cosnat's Philadelphia branch, but will work exclusively for Roulette.

George Goldner, now supervising Roulette's promotional activities, is on the road in a cross-country promotion tour. He will set up the firm's new representatives on this trip, covering Pittsburgh, Detroit, Cleveland, St. Louis, Los Angeles and San Francisco.

Roulette this week signed Dick Lee to a long-term. Lee's last label was Felsted. His first single is being released this week.

## BEST THEATER MARK EVER FOR BMI WRITERS: 5 SHOWS

NEW YORK—Five musicals due on Broadway this coming season will be by BMI writers. This will be the highwater mark in Broadway shows by BMI writers. Biggest hit to date by BMI cleffers was "Fiorello" with music and lyrics penned by Jerry Bock and Sheldon Harnick.

The new BMI musicals for the 1962-1963 season include a Bock & Harnick show called "Shop Around the Corner." The show is based on the James Stewart-Margaret Sullivan flick that was a big hit about two decades ago.

Other shows include the two English hits "Oliver," music by Lionel Bart, and "Stop the World," music and lyrics by Anthony Newley and Leslie Bricusse. "Oliver" is

already playing on the Coast and due to arrive in New York in December after stops at four other cities across the country.

### Besoyan Show

Rick Besoyan, whose "Little Mary Sunshine" was an off-Broadway smash for two years, will be represented by a new musical satire called "The Student Gypsy, or the Prince of Liederkrantz." The fifth show due by BMI writers is "Baker Street," with music and lyrics by Alan Freedman and Dennis Mark.

There may be a sixth show by BMI cleffers on the boards in the forthcoming season. This one is called "Simon Says" and the writers are Fred Ebb and Paul Klein. However, the chances are this show will not make it until the following season.

### Hard Work

BMI execs have been working hard on getting Broadway shows

(Continued on page 22)

## Finfer Launches Own Operation

PHILADELPHIA — Harry Finfer, veteran Quaker City disk man, has kicked off a brand-new operation of his own. The firm consists of two record labels, Arlen and Lanar, each having a capitalization of \$25,000.

Finfer formerly operated Universal Distributing here and later headed up the Jamie and Guyden labels. More recently, Finfer became associated with Phil Spector and Lester Sill in the Philles label. Finfer owns 25 per cent of this firm but has remained inactive in its management.

Finfer already has released two masters, which he says have developed good action in limited areas. On Arlen is a disk by the Tams of "Untie My Baby," produced by Ahab Productions, a firm owned by Ray Stevens and Bill Lowery in Nashville. This disk is getting action in the Baltimore area, said Finfer. Another disk, purchased from Bill Smith in Fort Worth, "Sincerely Your Friend," by Charlie Jester on the Lanar label, is getting a response in Dallas.

"I have not lined up distribution as yet," said Finfer. "I'm waiting to see what happens with these records first. If they do what I hope they'll do, then distribution will be a simple matter."

## Edge, Rack Sales Combine Forces

ST. LOUIS—In one of the major rack mergers of the year Edge, Ltd., of Washington, and Rack Sales of this city combined their operations last week. Deal was consummated in Indianapolis last Thursday (9).

Edge, Ltd., is run by partners Jerry Lillienfield and Ed Snyder. Its main office is in Washington, with branches in Norfolk, Philadelphia and Columbus, Ohio. It covers Pennsylvania, Delaware, Maryland, Virginia and Ohio.

Rack Sales is headed by Harold Goldman. Firm services Illinois, Indiana, Missouri, Iowa and Kansas.

Head of the combined firms will be Lillienfield as president. Goldman becomes vice-president and member of the board of directors. Between them the firms will service 3,000 locations in a geographical area from the East Coast to Kansas.

Last week Goldman's Rack Sales firm purchased the large Indiana rack company called Indiana Merchants, whose locations will be included under the new set-up.

## Chicago Fair Adds Jimmy Dean, Brothers Four to Show Roster

CHICAGO—The World's Fair of Music and Sound has signed singer Jimmy Dean and the Brothers Four to round out the all-star entertainment spectacular for the Arie Crown Theater during the show's run.

The fair will run from August 31 to September 9 at Chicago's

McCormick Place. The Arie Crown Theater show will be a special extravaganza, apart from the display section.

Dean and the singing group join singers Eddie Fisher, Rosemary Clooney, Rick Nelson and Eleanor Steber, pianist Peter Nero and jazzman Jonah Jones and His Quartet. The show will combine all forms of entertainment—country music, jazz, folk, and classical—in a single hour and a half performance.

As a promotion stunt, the show is bringing the Pied Piper of Hamelin to life.

On Friday (17), a disk jockey, 26-year-old Billy Shoup, will start a journey in Hamlin, Mich., some 300 miles from Chicago, and will spend 11 days traveling on horseback to Chicago's McCormick Place.

Shoup will be dressed as a court musician, wearing a brightly plumed pointed hat and a long striped scarf. Attached to the scarf will be a three-note flute. Idea is that Shoup's playing will lure the people to the fair.

His trip takes him to most of the major cities on the east coast of Lake Michigan.

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## BETWEEN THE LINES

## Coast Shuffling Brings Major Distrib Changes

HOLLYWOOD—The Los Angeles market last week experienced two major distributor changes involving the Mercury and Imperial lines. Pep Distributing, comprised of Ronnie Ricklin and Bob Stern, acquired Mercury, taking over the California Mercury Distributors inventory, accounts and accounts receivable.

Imperial, with Pep since September, 1960, switches to Al Sherman's Big Town Distributors. Big Town also handles the United Artists and Starday lines, among others. Sherman also owns Record Sales which distributes the MGM, Reprise, Somerset, Stereo Fidelity, Audio Fidelity and Philips lines, among others. Sherman maintains separate sales forces and promotional crews for each distributing firm, and has a total staff of six salesmen and four promotional men. He plans to establish a residence representative in San Diego to handle the lines distributed by both Record Sales and Big Town. Prior to going with Pep, Imperial was handled in this market by Sid Talmadge's Record Merchandising.

California Mercury Distributors

handled only the Mercury line. Mercury Distributors had operated under independent ownership since 1947. In February, 1955, it became a Mercury Records-owned branch. In August of that year, Norm Dudley, who currently heads the operation, came in as branch manager. It functioned as a wholly owned Mercury subsidiary until December of 1960 when it was purchased from the label by interests here to become an independent distributor, handling only Mercury product.

## Dudley to Pep Operation

Under the new set-up, Dudley will move into the Pep operation in charge of the Mercury line. At press time, it was not known whether Mercury will retain its present location, a site it has held since its inception in 1947 or whether it will move over to the Pep home.

Pep was founded two years ago by Ted Rosenberg, who left his post as Columbia branch manager here to join Ronnie Ricklin, son of California Music's Sammy Ricklin, and veteran record promotion man, Bob Stern, who was with Talmadge's Record Merchandising.

(Continued on page 16)

## LEGIT REVIEW

## 'Oliver!' Is Beautiful Theater

RCA Victor has plucked another original-cast LP plum in "Oliver!", David Merrick's British import, judging by the ovation that greeted the musical's American premiere in Hollywood.

Lionel Bart's tuneful twist on the Charles Dickens classic is now entering its third sell-out year in London and appears destined to reap similar rewards when it reaches Broadway this winter. Including its seven-week Los Angeles run, the show will spend the next five months in a four-city tour before hitting Broadway.

It is delightful theater. The multi-talented Lionel Bart (he did the book, music and lyrics) has endowed it with a fresh and melodically intriguing score, complete with several standout selections. He achieves a novel melodic appeal through the use of generally uncommon intervals, giving a minor key flavor to many of the numbers. This helps convey the bittersweet story of the unfortunate Oliver Twist who emerges from the miseries of the London slums. Musical humor, injected through tongue-in-cheek background scoring, lends a light air to scenes touched with pathos.

That music hath charm is evidenced in Bart's transformation of Dicken's dastardly character, Fagin, into a warm and lovable rascal. Bart's Fagin romps and rollics, and his boys sing-along-with Fagin such infectious ditties, as "You've Got to Pick a Pocket or Two."

Clive Revill, as Fagin, creates a memorable stage character in a brilliant sympathetic portrayal of the rogue. Among his outstanding offerings is "Reviewing the Situation," in which he displays a keenly honed comedy sense. Revill, along with a half-dozen other principals, were imported from the London "Oliver!" company to head an excellent cast.

Georgia Brown, who had the lead in the London production, turns in an outstanding performance as Nancy, and is the cast's most convincing songstress. Her version of the ballad, "As Long as He Needs Me," should help establish this as one of the stand-out numbers of the show.

Bruce Prochnik as Oliver Twist proves himself to be a most capable actor. He sings the other ballad, "Where Is Love?," a rather haunting melody which, along with "He Needs Me," shows the greatest singles promise of the score. Other selections which may prove disk-worthy include "Consider Yourself" and "I'll Do Anything."

A potent factor in the show's success is Sean Kenny's unique stage settings and the ingenious method of changing scenery. Sets and props are lowered from the loft and hoisted again in full view of the audience. This method tends to heighten the pace of the action considerably by completely eliminating the usual time lapses for scene changes.

Peter Coe's tight direction helps assure that the pace is maintained throughout. Orchestration credit goes to Eric Rogers, with Donald Pippin serving as musical director. Others in the cast include Willoughby Goodard (Mr. Bumble), Hope Jackman (Mrs. Corney), Ruth Maynard (Old Sally), Frederic Warriner (the undertaker), Helena Carroll (his wife), Cherry Davis (Charlotte), Terry Lomax (Noah Claypool), Michael Goodman (the Artful Dodger), Alice Playten (Bet) and Danny Sewell (Bill Sikes).

The primary weakness of the show is the heavy use of Cockney which often sounds as a foreign tongue to the American listener. At least half of the dialog and lyrics are lost with just enough coming through to give the gist of what's going on. It may possibly come through clearer in the disk version than at the theater. In the months prior to the show's Broadway debut, Producer Merrick would do well to temper considerably the degree of Cockney used to assure a greater degree of comprehension.

LEE ZHITO

## Golden Crest Splits Sides

NEW YORK — Golden Crest Records has made a number of executive changes as part of its big drive into the pop market. Firm is splitting into two divisions, Golden Crest Records and Shelley Products, the custom pressing division of the company.

C. F. Galehouse has been upped from president to chairman of the board of Golden Crest, while continuing as president of Shelley. Cy Levitan assumes the post of

(Continued on page 16)

## German Disk Co-Op To Oust Middlemen

MUNICH — An independent phonograph record production cooperative is being founded here to cater to juke boxes.

The production unit, Independent Authors Production (UPA), will eliminate middlemen by contracting direct with authors for tunes tailored to juke box play.

UPA will use the juke box to promote its titles, which once established as phonograph top tunes will then be offered to diskeries for normal production and sale through established channels.

## Post Forms Own Company

NEW YORK — Carl Post, who has been national sales chief for Ransel Trading Corporation for five years, has anked that post to form Carl Post Company. He will represent Tops, Venice, Kimberly, Rondo, Rondolette and Golden Tone and also will deal in surplus goods. Office will be in New York.

## Job for Returned Feigin

NEW YORK — Ted Feigin has been named to the post of Eastern promotion man for Liberty Rec-

ords. He was appointed by national promotion director Bob Skaff. Bud Dain, who formerly held the post, has been named West Coast promotion director for the firm. Feigin had been in the service for the past year, and got out August 8. He had been associated with Gone and End Records as national promotion manager.

## Globe System Completed

NASHVILLE — Globe Recording Studio in Nashville has completed installation of a Neumann mastering lathe, and related equipment, according to Globe chief Jim Maxwell. The system includes not only the Neumann lathe, featuring an automatic depth-of-cut control, but also has the latest in Neumann cutting heads, Gotham and Fairchild amplifiers and limiters and Pultec equalizers. New equipment cost more than \$20,000 to install, said Maxwell, and enables a record manufacturer to handle a complete recording job in Nashville from the session to the finished master.

## New Northwest Posts

SEATTLE — Northwest Record Center, a distribution combine that comprises C. & C. Distributors, the Stanley Company and Music Distributors, Inc., has created new executive positions in the operation. Norm Larson has been named sales manager for the firm, and R. A. Harlan is operations manager. The

(Continued on page 16)

## Colpix on New Marketing Kick For Its 15 September Albums

NEW YORK — Colpix Records, under the helm of its new chief, Jerry Raker, is making a number of changes in its marketing and merchandising programs in an effort to expand its LP business. The firm is also making many free-lance deals with a.&r. producers to build its singles artist roster.

Firm is issuing 15 albums in September, many with the firm's top selling names, as part of its new merchandising kick. According to Raker, firm will issue big releases at the peak selling periods such as the fall and Christmas season, the January-February period and the spring season, and will limit releases in other times to hot name artists almost exclusively.

Raker feels that this is a stronger merchandising method in today's market than a rigid monthly release schedule.

## September Songs

Among the albums in the September release are sets by Jimmy Darren, Nina Simone, Paul Peterson and Shelley Fabares. There is also a sound track from the flick

"The Interns," and an album of jazz artists who accompanied Benny Goodman on his Russian tour. Firm is offering a discount deal of 10 per cent to its distributors on the new LP's.

On the a.&r. scene Raker is making deals with free-lance producers to make recordings for the label. He hopes to set up producers to make r.&b. and c.&w. waxings for Colpix, as well as other specialty fields. Stu Phillips has been in charge of the pop product for the label and will continue to handle firm's waxings by its pop roster.

Raker has added Jack Lewis to the staff to function as a house producer. He made the "Jazz Mission to Moscow" album.

Another new addition to the Colpix staff by Raker is Bernie Freedman. He has been placed in charge of production for singles and albums. Prior to Colpix, Freedman was with Caedmon, Angel and Kapp.

## Innovation

Another innovation at Colpix are invitations extended to deejays, dis-

(Continued on page 16)

## Axis Copyrights Go Back to Owners Under House Bill

WASHINGTON — What to do with copyrights and trade-marks taken over from the Axis during World War II awaited Senate action last week, passage of amendments to the Trading With the Enemy Act by the House.

H.R. 9045, passed by voice vote in the House, would return some 300,000 copyrights and trade-marks to their former owners, some of whom may now be behind the Iron Curtain. The bill also authorizes the transfer of all vested motion film prints to the Library of Congress which, in turn, would be given discretion to retain or dispose of such prints.

Hill sources expected that S. 495, an omnibus bill to amend the Trading With the Enemy Act—now languishing on the Senate calendar—will be changed to include all the copyright provisions of the House-passed bill, and will be called up for action shortly.

## Coming . . . Week After Next

BILLBOARD MUSIC WEEK'S

## World's Fair of Music &amp; Sound Issue

Dated September 8. Distributed beginning September 2

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BILLBOARD MUSIC WEEK'S

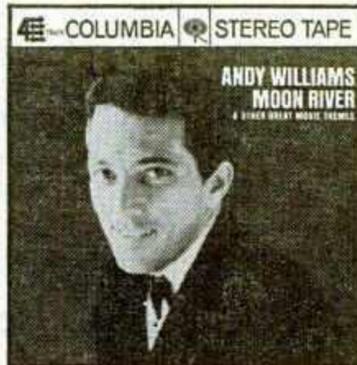
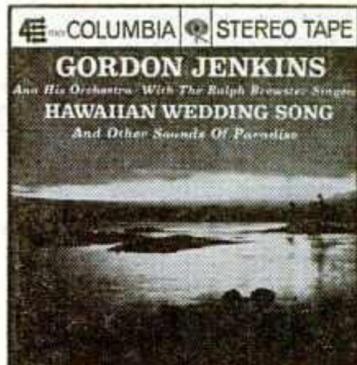
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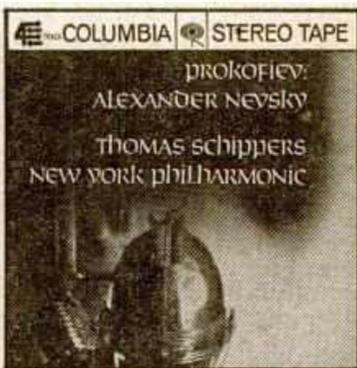
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# WEEKLY MARKET ANALYSIS

Continued from page 1

firm and for years has been a leader in the cut-out and distress merchandise field.

A majority of Boston's distributor execs and their salesmen turned out, in addition to a few juke box operators and record company officials.

In Boston, a town that has been doing without the Dick Clark TV bandstand show or any local bandstand outings for some time, radio has filled the breach nicely, according to local disk men, with a good example of the power of the current radio scene being a new disk entitled "Monster Mash," by Bobby Pickett on the Garpax label.

Local jocks, including the top-rated Arnie Ginsberg on WMEX, began playing the novelty side two weeks ago. Thanks to this exposure, Godfrey Dickey, of Mutual Distributors, says he has sold close to 25,000 of the record here. Though there is, as yet, no significant action elsewhere in the nation, the London group has acquired the disk for distribution on the basis of the sensational action in the Hub area.

Deejay Ginsberg is spending the summer making personal appearances and staging hops in various parts of Eastern New England. Also, he is said to be preparing a series of spot commercials for a local record distributor. They will run for 13 weeks and promote various new albums of lines carried by the distributor.

Ginsberg recently did a series of commercials here on the Bobby Vinton Epic LP and his commercials were used by Epic as a model for distribs in other markets to use in doing their own on-the-air spots.

In another development, Elektra Records moved its distribution from Records, Inc., to Bay State Distributors.

## R.&B. FM Station Influence Grows

SEATTLE—Singles action here continued to pile up sales with new sides adding to the continuing upsurge. The city's leading outlet, KJAR, was responsible for a good deal of air time devoted to new sides, while FM r.&b. Station KZAM was credited with breaking at least one big hit in the area and adding weight to sales of r.&b. material—much of which has big pop potential here.

Barely one year old, KZAM is slowly building influence in the area. The station has been credited with the initial force on Barbara Lynn's big one "You'll Lose a Good Thing." The station, along with the big pop outlets, has also been leaning on a number of brand-new sides that broke quickly: "Sherry," by the Four Seasons on Vee Jay; "Monster Mash," a novelty rocker by Bobby (Boris) Pickett on Garpax, and "Green Onions," by Booker T. and the MG's on Stax.

Another big record in the area is "I Remember You," by the Britisher Frank Ifield. Rick Nelson's new single, "Teen-Age Idol" on Imperial, looks like this artist's biggest in some time in the city, and two country disks, "From a Jack to a King," by Ned Miller and Jim Reeves' "I'm Gonna Change Everything" were pulling well with juke box ops.

## LATE POP SPOTLIGHTS

### VIKKI CARR



**HE'S A REBEL (January, BMI) (2:11)**—Miss Carr has a solid, dramatic touch on this fine new ballad of tribute to her guy. Good lyric idea and it's well handled against a stirring backing that builds. It can happen. Flip is "Be My Love (Miller, ASCAP) (2:12). Liberty 55493

### THE CRYSTALS



**HE'S A REBEL (January, BMI) (2:23)**—The group has a winning sound on this new ballad. They handle it with much feeling over a martial-styled big ork background that builds. Watch this one. Flip is "I Love You Eddie" (Mother Bertha, BMI) (1:45). Phyllis 106

## Small Businesses Soon Will Know Hows & Wheres of Govt. Contracts

WASHINGTON — Small business firms producing anything usable by the government or the Armed Forces, from electronics to

edibles, will have new access to the how-and-where of getting government contracts themselves or subcontracting for a bigger firm which has a government contract.

## Coast Dealer To Toss Concert At H'wood Bowl

HOLLYWOOD—The House of Sight & Sound, Van Nuys record and hi-fi components dealer, becomes the first local retailer to participate in sponsoring a major entertainment event when it stages "Stereo at the Bowl," September 14-15, at Hollywood Bowl. The concert will feature Sammy Davis Jr.; Peter, Paul and Mary; George Shearing, and the Pete King orchestra and chorale. Sight & Sound will present the event in association with Concerts, Inc. Ticket prices will range from \$1.95 to \$5.50.

The mammoth outdoor theater will be equipped with three banks of speakers, one each at the left, center and right. Purpose is to give the audience a taste of directional sound during the live performances. This will mark the fourth year that a "Stereo at the Bowl" has been offered at Hollywood Bowl, but the first time that Sight & Sound has joined in the presentation. During the past years, the event was sponsored by the hi-fi component reps. Hi-fi equipment was displayed on the Bowl grounds by the reps, but there is no plan to exhibit equipment this time.

This time, Sight & Sound will seek to cash in on the promotional value of being associated with the concert. Sight & Sound's Jerry Johnson said he will plug the Bowl event on his store's radio shows. The retailer buys approximately 30 quarter hours per week plugging disks and equipment on stations KMPC, KGIL and KRLA. In addition, Johnson said the program distributed at the concerts will feature ads of merchandise handled by the store. This will include records, package phonos and hi-fi components.

Johnson said Sight & Sound will declare September as "Stereo Month," linking its concerted drive on stereo disks and equipment with the Bowl event. He feels participation in the Bowl presentation will add to the store's prestige by being associated with an important entertainment event, and feels it will pay off in increased business by indirectly influencing prospective customers. Furthermore, by throwing its entire promotional and sales efforts behind stereo during September, Johnson feels his store will directly identify itself with the Bowl offering, and stereo demonstrations during the concerts.

Small Business Administration has enlisted General Services Administration and the Veterans Administration in helping the marriage of small-firm facilities and government procurement opportunities. The SBA's nationwide listing of small firms and their productive facilities (SBA Facilities Inventory) will distribute thousands more registration forms through GSA's 14 business service centers in major cities and in VA's Supply Depots at Hines, Ill., and Somerville, N. J.

The national headquarters of SBA will keep a file of all small business facilities listed, with a goal of 100,000 to be listed by July, 1963. The list will provide an up-to-date reference source for government purchasing agencies which award prime contracts, and also make available to prime contractors full information on small firms equipped to handle subcontracts.

At the same time, SBA Administrator John E. Horne has announced a special one-stop information center where small businessmen can get details on proposed national purchases by Army and Air Force, including invitations for bids. The Washington procurement information center will be located temporarily in the old Post Office Building, 12th and Pennsylvania Avenue, N.W., formerly operated by the Army and Air Force. Plans call for a transfer of the new information one-stop as soon as possible to the Lafayette Building, 811 Vermont Avenue, N.W., Washing-

## Columbia Bids For Patti Page

HOLLYWOOD — Usually authoritative sources here last week had Patti Page switching from Mercury Records to the Columbia roster. The songstress, whose Mercury contract expires in December of this year, has been with the same label the past 14 years.

When BMW asked Miss Page's manager, Jack Rael, for a confirmation of the rumored Columbia deal, he said that "discussions are under way with three major labels, including Columbia, as well as contract renewal negotiations with Mercury."

Columbia president, Goddard Lieberson, here for a brief stopover en route to his New York headquarters, told BMW that if any talks are going on for Miss Page, they haven't reached his attention. However, he explained, he has been on a vacation, and it may be that a deal is being negotiated without his being aware of it.

Rael stressed the fact that Miss Page "has enjoyed a most happy relationship with Mercury for the past 14 years. He also admitted that the artist's vast catalog with the Chicago-based major is an important factor in reaching a final decision.

## CAMEO-PARKWAY DISTRIBS MEET

NEW YORK — Cameo-Parkway executives Bernie Lowe, Harry Chipetz and Al Kahn will hold a national distributors meeting in Chicago August 25-25. The firm will present a new rack merchandising program, plus point of sale aids at the distrib meet. Cameo-Parkway will host the luncheons at the meetings on both days. Assemblage will be held at the Ambassador Hotel in Chicago.

## NEW ON THE TOP LP'S

Continued from page 1

- 131. I HAVE BUT ONE HEART... Jerry Vale, Columbia CL 1797
- 132. NO ONE CARES... Frank Sinatra, Capitol W 1221
- 135. CONNIE FRANCIS SINGS... MGM E 4049
- 137. COME FLY WITH ME... Frank Sinatra, Capitol W 920
- 139. THE GARLAND TOUCH... Judy Garland, Capitol W 1710
- 140. BEWITCHING-LEE... Peggy Lee, Capitol T 1743
- 143. COME SWING WITH ME... Frank Sinatra, Capitol W 1594
- 148. THIS IS SINATRA... Frank Sinatra, Capitol W 768

STEREO

- 41. RAY CHARLES GREATEST HITS... ABC-Paramount, ABC 415
- 43. MUSIC MAN... Original Cast, Capitol SWAO 990
- 44. COME FLY WITH ME... Frank Sinatra, Capitol SW 920
- 47. COME SWING WITH ME... Frank Sinatra, Capitol SW 1594
- 49. FOR THE NERO MINDED... Peter Nero, RCA Victor LSP 2536
- 50. DINAH '62... Dinah Washington, Roulette SR 25170

ton 25, where Small Business Administration is headquartered.

SBA head John Horne says: "All procurement data received at the center will be displayed until opening dates of the invitations. In addition to information on specific proposed purchases, other services such as procurement counseling, subcontracting opportunities, and details on sales of surplus government property, will also be made available at the one-stop center."

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**CAMEO-PARKWAY DISTRIBS MEET**

NEW YORK — Cameo-Parkway executives Bernie Lowe, Harry Chipetz and Al Kahn will hold a national distributors meeting in Chicago August 25-25. The firm will present a new rack merchandising program, plus point of sale aids at the distrib meet. Cameo-Parkway will host the luncheons at the meetings on both days. Assemblage will be held at the Ambassador Hotel in Chicago.

**THE ORIGINAL!! THE HIT!!**

**HE'S A REBEL**

**by VIKKI CARR** #55493



a subsidiary of Avnet Electronics Corp.



# 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).....	145
All the Way (Cap).....(42)	104
Paul Anka Sings His Big 15 (ABC).....	50
Belafonte at Carnegie Hall (RCA).....	105
● RAY CHARLES GREATEST HITS (ABC).....(41)	73
● RAY CHARLES STORY (ATL).....	68
Come Dance With Me (Cap).....	114
● COME FLY WITH ME (CAP).....(44)	137
Come Swing With Me (Cap).....(47)	143
Crying (Monu).....	53
Danny Boy & Other Songs I Love to Sing (Col).....	138
Dino-Italian Love Songs (Cap).....	89
Do the Twist (Atl).....	64
Doin' the Twist at the Peppermint Lounge (Rou).....	28
Don't Knock the Twist (Park).....	67
● VINCENT EDWARDS SINGS (DEC).....(32)	7
For Teen Twisters Only (Park).....	30
For Twisters Only (Park).....	116
Heavenly (Col).....	59
Buddy Holly Story (Cor).....	66
Hymns (Cap).....	117
● I HAVE BUT ONE HEART (COL).....	131
● I LEFT MY HEART IN SAN FRANCISCO (COL).....	31
I Remember Tommy (Rep).....	133
In the Wee Small Hours (Cap).....	120
● IT KEEPS RIGHT ON A-HURTIN' (CAD).....	29
It's Just My Funny Way of Laughing (Dec).....	62
Johnny's Greatest Hits (Col).....	26
Jump Up Calypso (RCA).....	45
Live It Up (Col).....	92
● LOVERS WHO WANDER (LAURIE).....	13
George Maharis Sings! (Epic).....	18
● MEET CLAUDE KING (COL).....	111
The Midnight Special (RCA).....(27)	36
● MILLION SELLERS BY FATS (IMP).....	141
Modern Sounds in Country & Western Music (ABC) (2) 1	
Moon River & Other Great Movie Themes (Col).....(21)	14
Nice 'n' Easy (Cap).....	112
No One Cares (Cap).....	132
Old Rivers (Lib).....	99
Point of No Return (Cap).....(29)	20
● POT LUCK (RCA).....(13)	4
● ROSES ARE RED (EPIC).....(20)	24
Runaround Sue (Laurie).....	75
Sinatra & Strings (Rep).....	43
● SINATRA SINGS ... OF LOVE AND THINGS (CAP).....(33)	87
Songs for Swingin' Lovers (Cap).....	115
A Swingin' Affair (Cap).....	125
This Is Sinatra (Cap).....	148
A Touch of Velvet (RCA).....	106
Twist (Park).....	78
Twist With Bobby Darin (Atco).....	129
● BOBBY VEE MEETS THE CRICKETS (LIB).....	85
● BOBBY VEE RECORDING SESSION (LIB).....	136
Versatile Burl Ives (Dec).....	144
Your Twist Party (Park).....	33

### Female Vocalists

Joan Baez, Vol. I (Van).....	17
Joan Baez, Vol. II (Van).....	22
● BEWITCHING-LEE (CAP).....	140
● DINAH '62 (ROU).....(50)	47
● CONNIE FRANCIS SINGS (MGM).....	135
● THE GARLAND TOUCH (CAP).....	139
It's Mashed Potato Time (Cameo).....	61
Judy at Carnegie Hall (Cap).....(14)	27
● SHELLEY (COLP).....	142
Sincerely Brenda Lee (Dec).....	108

### Duos and Groups

Baby It's You (Scep).....	126
Best of the Kingston Trio (Cap).....(11)	16
College Concert (Cap).....(26)	39
Encore of Golden Hits (Merc).....	56
● THE GOLDEN HITS OF THE EVERLY BROS. (WB).....	119
● DAVE GUARD & THE WHISKEY HILL SINGERS (CAP).....	97
Kingston Trio Close Up (Cap).....	134
● MASHED POTATOES & GRAVY (DOLT).....(48)	
Once Upon a Time (Cap).....	41
● PETER, PAUL AND MARY (WB).....(8)	5
Sing Out (RCA).....	86
● SOMETHING SPECIAL (CAP).....(35)	107
A Song for Young Love (Cap).....	60
Through Children's Eyes (RCA).....	46
Tonight in Person (RCA).....	128

### Choruses

Family Sing Along With Mitch (Col).....	63
---	----

### Mixed Voices

● MURRAY THE "K'S" GASSERS FOR SUBMARINE RACE WATCHERS (CHESS).....	124
Oldies But Goodies, Vol. I (OS).....	49
Oldies But Goodies, Vol. III (OS).....	109
Oldies But Goodies, Vol. IV (OS).....	21

## CLASSICAL & SEMI-CLASSICAL LP's

Title (Label) Top LP Rank  
(Stereo) Mono

Summer Festival (RCA).....	103
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## INSTRUMENTAL LP's

### Mood and Dance

American Waltzes (Lon).....(22)	82
● BEYOND THE REEF (DEC).....(25)	40
Chapel by the Sea (Dot).....(24)	58
Down Home.....	150
● DRUMMIN' UP A STORM (IMP).....	70
Drums Are My Beat (Imp).....	130
● FOR THE NERO MINDED (RCA).....(49)	35
Let There Be Drums (Imp).....	77
Maria (Kapp).....	55
Moon River (Dot).....(28)	38
New Piano in Town.....	96
● POPS ROUNDUP (RCA).....	149
● ROMAN GUITAR, VOL. II (COM).....(46)	
'S Continental (Col).....(34)	94
● SPAIN (LON).....(45)	
Stereo 35/MM (Com).....(13)	
Stranger on the Shore (Atco).....(7)	8
● THE STRIPPER (MGM).....(3)	3
Tonight (UA).....(18)	113
"Tuff" Sax (Hi).....	81
● WORRIED MIND (CAP).....(30)	84
Young World (Dot).....(36)	57

### Jazz

● BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE).....(17)	10
● COUNTDOWN TIME IN OUTER SPACE (COL).....(39)	37
● PETE FOUNTAIN'S MUSIC FROM DIXIE (CORAL).....(38)	122
● HERBIE MANN AT THE VILLAGE GATE (ATL).....	93
Midnight in Moscow (Kapp).....	65
Midnight Special (B-N).....	69
Time Further Out (Col).....(40)	52
Time Out (Col).....(23)	34
What'd I Say? (Atl).....	71
Nancy Wilson/Cannonball Adderley (Cap).....	32

## SHOW MUSIC

### Original Cast

Camelot (Col).....(5)	15
Carnival (MGM).....	72
● A FUNNY THING HAPPENED ON THE WAY TO THE FORUM (CAP).....	127
How to Succeed in Business Without Really Trying (RCA).....	54
Milk and Honey (RCA).....	80
Music Man (Cap).....(43)	74
My Fair Lady (Col).....	25
No Strings (Cap).....(19)	48
Sound of Music (Col).....(12)	19
South Pacific (Col).....	102
West Side Story (Col).....(6)	6

### Sound Track

Blue Hawaii (RCA).....(31)	11
● EL CID (MGM).....	95
Exodus (RCA).....	100
Flower Drum Song (Dec).....	98
G.I. Blues (RCA).....	121
● MUSIC MAN (WB).....(9)	42
● ROME ADVENTURE (WB).....(10)	12
South Pacific (RCA).....	146
State Fair (Dot).....(37)	51
West Side Story (Col).....(1)	2

### Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA).....(4)	9
Golden Themes From Motion Pictures (UA).....	88
● HATARI! (RCA).....(16)	44
Original Motion Picture Hit Themes (UA).....	101
● THEME FROM BEN CASEY (CARLTON).....	147
● WALK ON THE WILD SIDE (CHOREO).....	76
West Side Story (UA).....	79

## COMEDY LP's

Button-Down Mind of Bob Newhart (WB).....	123
● I'M THE GREATEST COMEDIAN IN THE WORLD (VERVE).....	90
Knockers Up (Jub).....	23
Moms Mabley at Geneva Conference (Chess).....	91
● MAD TWISTS ROCK 'N' ROLL (BIG TOP).....	110
Mike Nichols and Elaine May Examine Doctors (Merc).....	83
Rusty Warren Bounces Back (Jub).....	118

# MUSIC AS WRITTEN

## JOHNNY TILLOTSON BACK IN BIZ . . .

Johnny Tillotson has completed a six-month hitch in the U. S. Army Reserves, and has resumed recording and personal appearance work. The lad has a flock of dates lined up through the Midwest, appearing in Sioux St. Marie, Escanaba, and Custer, Mich., and towns and cities in Indiana, Ohio and Iowa.

## BIG THREE PUSHES MOVIE SONGS . . .

The Big Three Music Corporation has launched an extensive exploitation campaign on the motion picture title song, "Five Weeks in a Balloon." There are four recordings of the song, including singles by the Brothers Four, Carl Lertzman ork, Sonny Lester ork and the Keymen. The Big Three is sending out streamers and printed promotion material to hypo the diskings at the dealer level.

## BOB RUSSELL OFF TO EUROPE . . .

Bob Russell stopped off recently in New York for visits with deejays and publishers. The songwriter (his latest is "A Matter of Who") is now in England where he will write the musical score for a forthcoming show there. He is writing the musical for Norman Wisdom.

## NATT HALE DOING FINE . . .

Natt Hale, vice-president and promotion chief at ABC-Paramount Records, is recovering nicely from a recent heart attack. The ABC exec was stricken six weeks ago and will be hospitalized for another two or three weeks. Then he begins a period of convalescence at home.

## Chicago

Stan Pat, Midwest promotion director for RCA Victor, is starting a five-day tour, August 19, to provide Carl Belew's new RCA release of "Hello Out There." Belew will visit Midwestern cities with Pat, who is just back from a three-week tour of the East. . . . The Kingston Trio will be followed this week at the posh Gigi Room of the Sahara Inn by Joe E. Lewis. Our prediction of a showbiz strip in the area of the Sahara Inn is beginning to take shape. Rumors in the O'Hare airport motel area have it that Chicagoland will have a swinging Vegas-type club strip along Mannheim Road near the international O'Hare airport, without gambling, of course.

Speaking of clubs, a note from Hudy Horberg of the Playboy Club reveals that the half-million-dollar Baltimore Playboy Club has been set and construction will begin shortly. Opening at the Chicago Playboy Club this week are Simmy Bow, the Crescendos, Phyllis Branch, Cedric Phillips, Peggy Lord, and George Johnstone and Betty. . . . Bobby and the Troubadours have signed an exclusive pact with Stacey Records. They also signed to appear at the Rumpus Room through September. Their first release on the Stacey label will be "Nite Life" and "Little Pixie."

The Bolshoi Ballet comes into the McCormick Place Arie Crown Theater for an eight-day run, starting October 26. Some of the performances will be "Swan Lake," "Romeo and Juliet," "Giselle" and "The Nutcracker." . . . Boss Records has added Record Merchandisers in St. Louis, and Free State Distributors in Baltimore to their national distributor list.

Erroll Gardner has signed to play the Fair Playhouse at Seattle August 20. . . . Julie London and hubby Bobby Troup are current in a three-week stint at Mr. Kelly's. . . . The Oscar Peterson Trio follow current George Shearing into the London House September 11. STEVE SCHICKEL

## Pittsburgh

Johnny Ray has a Holiday House date week of August 23. . . . Joni Wilson and the Debonairs have recorded the "Holly Lynn," a new dance for Fenway. Wilson introduced the number at the local Peppermint Lounge West. . . . Zeke Nicholas has booked the Four Coins into the Vogue Terrace for September 7 and 8. Nicholas has also set the Laurie Sisters, Jodi Sands, Kathy Keegan, Enrico, Denise Darcel and Julius La Rosa for the Caravan in New Castle.

Lloyd Price was honored at a press-radio-TV party at his Peppermint Lounge West opening on August 17. Booked for the spot are the Isley Brothers, Bo Diddley and the Treniers. . . . "The Beggar That Became a King," by Johnny Jack on the Gone label, is shaping up here nicely, and another strictly local project, "The Holly Lynn," by Joni Wilson and the Debonairs, has soared from No. 38 to 22 on the KQV charts.

Tommy McCaffrey, who has just been appointed publicity head of the RCA Victor Record division at Hamburg Brothers here, became a daddy last week for the first time. A daughter, Susan. . . . Bob Braun spent a day here promoting his Decca recording of "Til Death Do Us Part," while the Dupres reported to West View Park on August 19. The same park has set Tommy Roe to plug his ABC-Par waxing on "Sheila" on August 26.

Harry Belafonte's forthcoming week (August 27) at the Civic Light Opera is expected to top the amazing business garnered by Carol Burnett and Jerry Lewis earlier this season. . . . Pearl Bailey mopped up at Holiday House. Johnny Ray opens August 23. . . . The Rover Boys, Tommy Leonetti, the Ink Spots, Bob Eberle and Julius La Rosa have been booked into the Caravan, New Castle, in that order. LEONARD MENDLOWITZ

## Cincinnati

Jazz producer George Wein is quoted as saying that advance sale for his Ohio Valley Jazz Festival, slated for Carthage Fair- (Continued on page 12)

# A TASTE OF HONEY

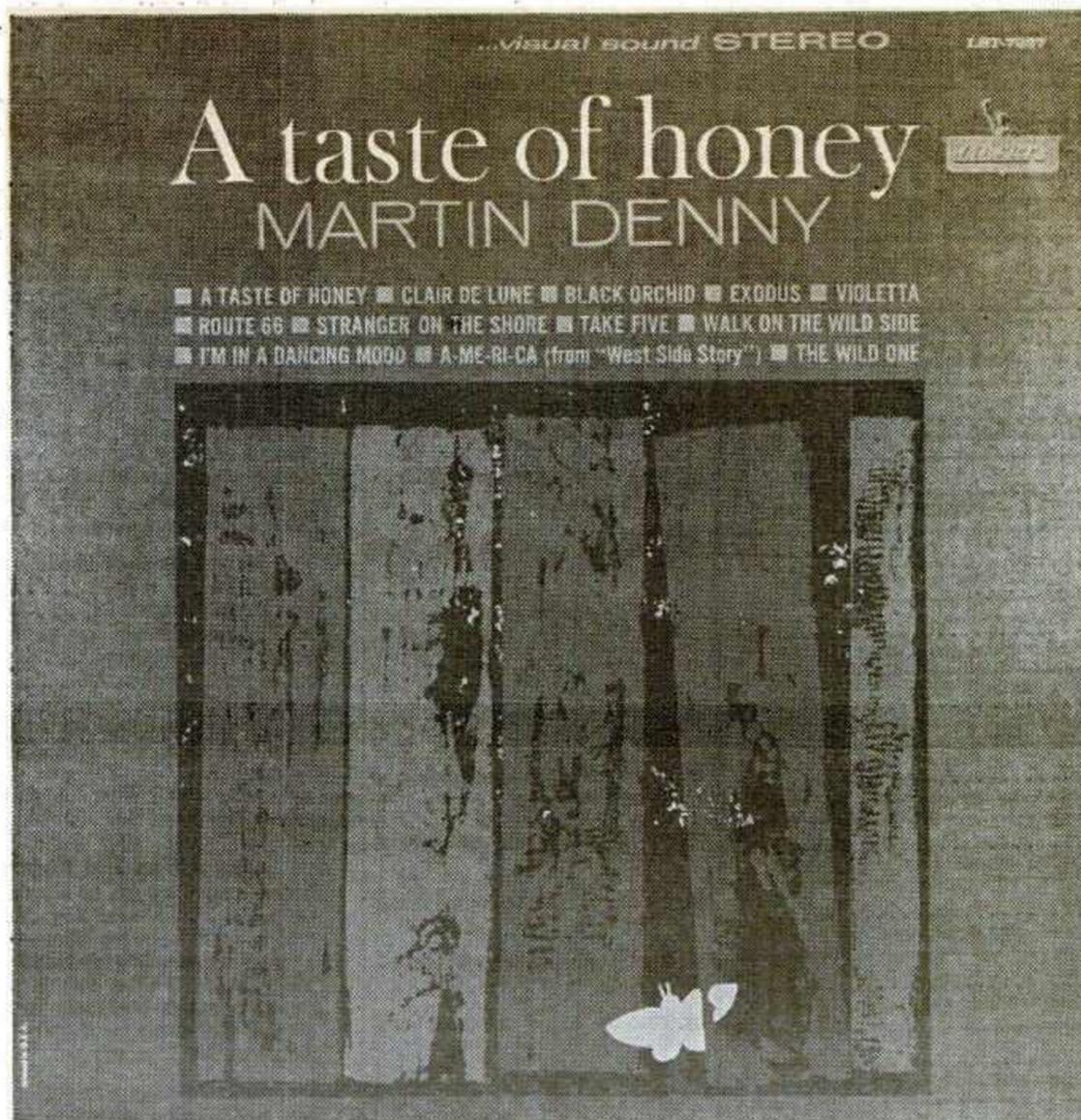
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## MARTIN DENNY'S

### SMASH HIT SINGLE



### HIS GREAT NEW LP **SOUND**



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# THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING AUGUST 25

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	3	LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	6
2	1	BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon (BMI)	8
3	2	ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	10
4	6	THINGS	By Darin—Published by Adaris (BMI)	5
5	5	YOU DON'T KNOW ME	By C. Walker-E. Arnold—Published by Hill & Range (BMI)	4
6	13	SHEILA	By Tommy Roe—Published by Eager-Nitetime (BMI)	3
7	12	PARTY LIGHTS	By C. Clark—Published by Rambled (BMI)	5
8	7	AHAB THE ARAB	By R. Stevens—Published by Lowery (BMI)	7
9	16	SHE'S NOT YOU	By Pomus-Stoller-Leiber—Published by Presley (BMI)	3
10	10	LITTLE DIANE	By Di Mucci—Published by Disal (ASCAP)	4
11	4	THE WAH-WATUSI	By Mann-Appell—Published by Kalmann, Lowe (ASCAP)	9
12	17	VACATION	By Hunter-Francis-Weston—Published by Merna (BMI)	2
13	22	BRING IT ON HOME TO ME	By Sam Cooke—Published by Kags (BMI)	3
14	14	WOLVERTON MOUNTAIN	By M. Kilgore-C. King—Published by Painted Desert (BMI)	10
15	11	YOU'LL LOSE A GOOD THING	By Barbara Lynn Ozen—Published by David-Crazy Cajun-Jamie (BMI)	6
16	9	SEALED WITH A KISS	By Udell-Geld—Published by Pogo (ASCAP)	9
17	20	HEART IN HAND	By Jackie DeShannon-Shari Sheeley—Published by Metric (BMI)	5
18	8	SPEEDY GONZALES	By Kaye-Hill-Lee—Published by Budd (ASCAP)	8
19	23	CALL ME MR. IN-BETWEEN	By Harlan Howard—Published by Pamper (BMI)	3
20	25	WHAT'S A MATTER BABY	By Otis-Byers—Published by Eden (BMI)	2
21	18	TWIST AND SHOUT	By P. Medley-R. Russell—Published by Mellin (BMI)	7
22	15	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	13
23	27	A SWINGIN' SAFARI	By Bert Kaempfert—Published by Roosevelt (BMI)	3
24	—	RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Comet (ASCAP)	1
25	—	DEVIL WOMAN	By M. Robbins—Published by Marty's (BMI)	1
26	28	RINKY DINK	By Clowney-Winley—Published by Arc-Cortez (BMI)	2
27	—	MAKE IT EASY ON YOURSELF	By H. David-B. F. Bacharach—Published by Famous (ASCAP)	1
28	24	THEME FROM DOCTOR KILDARE	By Goldsmith-Winn-Rugolo—Published by Hastings (BMI)	9
29	19	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	By Everly—Published by Acuff-Rose (BMI)	7
30	—	YOUR NOSE IS GONNA GROW	By J. Hooven-H. Winn—Published by Maravilla (BMI)	1

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- LOCO-MOTION**—Little Eva, Dimension 1000.
- BREAKING UP IS HARD TO DO**—Neil Sedaka, RCA Victor 8046.
- ROSES ARE RED**—Bobby Vinton, Epic 9509; Ella and Fella, Zenith 62235.
- THINGS**—Bobby Darin, Atco 6229.
- YOU DON'T KNOW ME**—Ray Charles, ABC-Paramount 10345.
- SHEILA**—Tommy Roe, ABC-Paramount 10329.
- PARTY LIGHTS**—Claudine Clark, Chancellor 1113.
- AHAB THE ARAB**—Ray Stevens, Mercury 71966.
- SHE'S NOT YOU**—Elvis Presley, RCA Victor 8041.
- LITTLE DIANE**—Dion, Laurie 3134; Timmy Reynolds, Twin Hits 2020.
- THE WAH-WATUSI**—Orlons, Cameo 218; Ricki Anders, Twin Hits 2018.
- VACATION**—Connie Francis, MGM 13087.
- BRING IT ON HOME TO ME**—Sam Cooke, RCA Victor 8036.
- WOLVERTON MOUNTAIN**—Claude King, Columbia 42352; Pete Reeves, Twin Hits 2016.
- YOU'LL LOSE A GOOD THING**—Barbara Lynn, Jamie 1220.
- SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336; Timmy Reynolds, Twin Hits 2017.
- HEART IN HAND**—Brenda Lee, Decca 31407.
- SPEEDY GONZALES**—Pat Boone, Dot 16368; David Dante, RCA Victor 8056; Del-Knights, Bronko 502; Chet Avery, Twin Hits 2018.
- CALL ME MR. IN-BETWEEN**—Burl Ives, Decca 31405.
- WHAT'S A MATTER BABY**—Timi Yuro, Liberty 55469.
- TWIST AND SHOUT**—Isley Brothers, Wand 124.
- THE STRIPPER**—David Rose and His Ork, MGM 13064; Contrasts, Twin Hits 2013; Ernie Freeman, Imperial 5841.
- A SWINGIN' SAFARI**—Billy Vaughn, Dot 16374.
- RAMBLIN' ROSE**—Nate King Cole, Capitol 4804.
- DEVIL WOMAN**—Marty Robbins, Columbia 42486.
- RINKY DINK**—Dave (Baby) Cortez, Chess 1829.
- MAKE IT EASY ON YOURSELF**—Jerry Butler, Vee Jay 451.
- THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622; Stan Getz, Verve 10260.
- (GIRLS, GIRLS, GIRLS) MADE TO LOVE**—Eddie Hodges, Cadence 1421.
- YOUR NOSE IS GONNA GROW**—Johnny Crawford, Del Fi 4181.

**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.

## MUSIC AS WRITTEN

Continued from page 10

grounds here, August 24-26, is running ahead of any he ever experienced at Newport, R. I. At press time, figure had already neared the \$15,000 mark. Wein's Newport Jazz Festival All-Stars, with Wein on piano; Ruby Braff, cornet; Marshall Brown, valve trombone, and Pee Wee Russell, clarinet, concluded a four-day stand at the suburban Surf Club Saturday night (18). . . . Alan Mink is now serving as Midwest regional man for Smash Records, working out of Cleveland. He is currently hustling Dickey Lee's new release, "Patches," presently chalking solid air play in the area. . . . Col. Joe Goetz, who headed up the talent division for USO during the war, has been engaged to produce the shows for the new Diplomat Club, which makes its bow September 6, with Marty Allen and Steve Rossi as headliners. . . . The Modern Jazz Desciples, with thrush Esther Smith, back working in town after a quick jaunt to Finland. . . . Danny Cox is back at the Seven Cities here five nights a week, after a brief vacation. He was signed last week to appear with the Ohio Valley Jazz Festival here for the Sunday (26) showing.

**BILL SACHS**

### Hollywood

The mentors of both Columbia and RCA Victor were in town last week. Victor chief George Marek was here to attend the original cast recording of "Oliver," while Columbia's Goddard Lieberson stopped over en route from his vacation to New York.

Television City in Phoenix, Ariz., has formed Camelback Records as a subsidiary. Staff members and plans for the label will be disclosed later. . . . Shasta Records has signed a teenage vocal trio, JC III, according to Jimmy Wakely, the label's president. The group is based in Salt Lake City, with Wakely flying it here for recording sessions.

Mahalia Jackson was presented an Honorary Citation by Kansas City's (Mo.) mayor in recognition of "her rare talents." . . . Liberty promotion chief, Bob Skaff, named Ray Hill as the label's Midwestern promotion director.

**LEE ZHITO**

### New York

Jerry Rader, of ABC-Paramount's export department, is back after a nine-month hitch with the U. S. Navy. The same label has re-signed Roy Smeck, inked a new vocalist, Freda Payne, and issued a first disk by Sharon Strauss. . . . Jimmy Dean has commissioned songwriter Larry Markes to pen a musical tribute to George Patton called "Old Blood and Guts." . . . The comedy team of Chase and Reed in their New York City debut at the Copa August 23. . . . Jazz guitarist Sal Salvador has formed Danbar Records, with William Rezey, Albany, N. Y., handling promotion and management. The guitarist's band, singer Sheryl Easley and Tiny Joe are first artists set for release.

Moe Asch, of Folkways, was guest on the "Radio at Your Service" interview show, WCBS-Radio, Tuesday and Wednesday (August 4 and 5). . . . Kapp Records is issuing a single "Everybody Loves My Baby" and "Home in Pasadena" from the recent Temperance Seven LP. The group is a big seller in England and KSFO's Jack Carney; Pete Meyers, WNEW; Bill Randle, WCBS, and Bill Gavin have all had strong listener reaction.

Tony Bennett entertaining at the four-day Ford Motor sales convention in Detroit and Miami Beach August 20-25. . . . Martin N. Leeds has been elected executive vice-president and member of the board of Talent Associates-Paramount, Ltd. . . . Russell Nye into the Persian Room at the Plaza August 20. . . . The London American group is distributing the Buckley label's "She Wears My Ring" by Jim Sweeney. Speedy recovery to the label's prexy Louis Buckley, who recently entered the hospital for an operation. . . . RCA Victor's Stan Walker and wife Linda have a new offspring, Gail Robin.

Steve Lawrence headlines at the Living Room in Chi September 14 for a week. . . . Vic Dana opens the Sahara Hotel, Las Vegas, August 21. . . . Edna Pinkard, wife of the late composer Maceo, is making plans for an annual memorial award in honor of her husband. . . . Cannonball Adderley into the Apollo for a week August 24. . . . Vet promotion man and publisher Jim Gribble died recently. . . . Ferrante and Teicher and Al Caiola have re-signed for another tour with UA. . . . The piano team will take off on their first trip to Europe in a decade in September.

**JACK MAHER**

### Nashville

Chet Atkins, Jim Reeves and Floyd Cramer, RCA Victor headliners, were off to South Africa last week for three weeks of p.a.s. . . . Decca Records' open house here Wednesday (8) was a heart-warming house-warming for Decca personnel, with a steady stream of reps from other labels appearing on the scene. They included Chet Atkins and Eddy Arnold, of RCA Victor; Paul Wyatt, Ferlin Husky and Faron Young of Capitol; Marion Worth, Columbia, and Jerry Kennedy and Marjorie and Shelby Singleton of Mercury.

Decca's Kitty Wells etched an album at the Bradley Studio last week under direction of Owen Bradley. Ronnie Self recorded for the label Wednesday (15). . . . RCA Victor's Bob Holt infos that just about everybody's trying to keep up with what Hank Snow's saying in his hot new release, "I've Been Everywhere." Release is getting strong play, according to Holt. . . . Jim Reeves' office reports numerous jockey requests for the RCA Victor artist's latest album, "We Thank Thee." . . . Floyd Cramer's new Victor album, "I Remember Hank Williams," is skedded for release this week. . . . Louis Buckley is scheduled for surgery here this week.

**PAT TWITTY**

# BOBBY VEE

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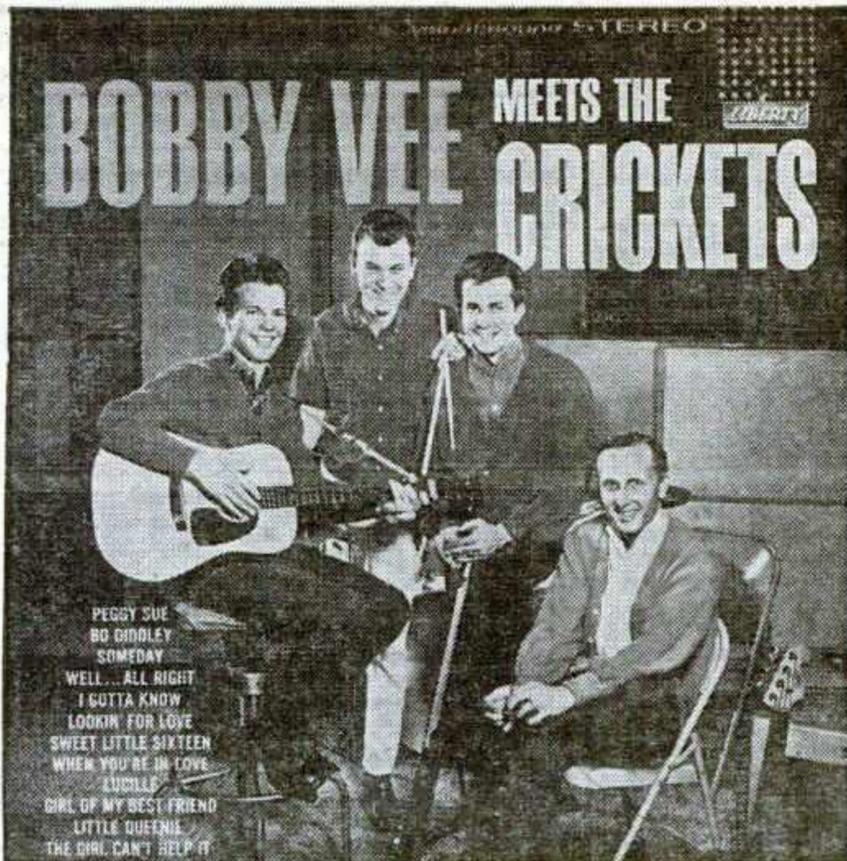
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SOMEDAY

(BOBBY VEE with THE CRICKETS)

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# FOLK TALENT & TUNES

By BILL SACHS

Merl Lindsay and His Ozark Jubilee Band, one of the largest of the western swing combos, has been keeping busy on fair dates for Harry (Hap) Peebles, Wichita, Kan., promoter-booker, and August 30 begins a week's stand at the Golden Nugget, Las Vegas. From Las Vegas the Lindsay aggregation one-nights it to New Jersey, whence it wends its way to Newfoundland for a 11-day engagement at the Harmon Air Force Base. This will be followed by a one-nighter tour through the South and Southwest. At the Country Music Festival in Nashville in November, the band will play the dance sponsored by United Artists.

Country artists Freddie Hart, Gary Bryant, Candy Martin, Bobby Wayne and Neil Livingston recently put on two-hour benefit for the inmates of the Washington State Penitentiary inside the prison walls at Walla Walla, Wash. The group flew to Walla Walla from Spokane at the expense of Dick Jarvis, who promotes country shows in the Pacific Northwest. Also making the jaunt was Dick White, of KPEG, Spokane, who recorded part of the show for a later broadcast. "It was a tremendous show," writes Dick, "especially when Freddie sang 'The Keys in the Mailbox,' 'Come on Out' and 'The Wall.'" . . . Following a one-nighter at the Cotillion Ballroom, Wichita, Kan., Randy King made a quick hop to Brighton, Colo., August 12, to appear on a "Grand Ole Opry" show headed by the Wilburn Brothers and Loretta Lynn and sponsored by Station KBRN in Brighton.

According to Trudy Stampfer, who beats the skins for WSM's "Grand Ole Opry," attendance for the "Opry" at Nashville's Ryman Auditorium on Saturday nights is running 25 per cent ahead of the same period a year ago. . . . Kenny Roberts lost his Palomino horse, Starlight, recently when she broke out of her corral and wandered out onto the highway into the path of a semi-trailer truck. . . . Lee Moore, formerly all-night deejay at WWVA, Wheeling, W. Va., has just concluded a long string of personals through New England and is currently playing country music parks in Pennsylvania. He was at Edgemont Park, near Allentown, Pa., Sunday (19), and the coming Sunday (26) shows at Himmelreich's Grove, near Womelsdorf, Pa. Moore is presently scouting for a platter-spinning job for the fall.

Bookings by Ott Devine, talent chief of the "Grand Ole Opry," Nashville, stack up as follows: Faron Young, Olympia, Wash., August 24; Renton, Wash., 25; Seattle, 26; Bremerton, Wash., 29; Seattle, 30; Sumas, Wash., 31-

## Jim Denny Under Knife

NASHVILLE — Jim Denny, president of Cedarwood Publishing Company and Jim Denny Artists Bureau, was reportedly in good condition after undergoing surgery at St. Thomas Hospital here Thursday morning (16) for removal of a tumor on the colon. Denny, one of the pioneers in putting Nashville music on the map, entered the hospital Sunday (12) after several days' confinement in his home here. His wife Dollie will remain in his hospital suite with him until his release.

September 1; Lewiston, Idaho, 2; Ferlin Husky, West Liberty, Ia., August 21; East Moline, Ill., 23; Princeton, Ind., 24; Tuscaloosa, Ala., 25; Columbus, Ohio, 30-31; Cleveland, September 1; Toledo, 2; Roy Drusky, Tuscaloosa, Ala., August 25; Minneapolis, September 8; Bill Anderson, Cleveland, August 21; Tuscaloosa, Ala., 25; George Hamilton IV, Watertown, N. Y., August 21; the Willis Brothers, Minneapolis, 20-26; Flatt and Scruggs, Lepanto, Ark., August 21; Memphis, 22; Corinth, Miss., 23; Biloxi, Miss., 27; the Wilburn Brothers, Fort Dodge, Ia., August 23; Monticello, Ia., 24; Freeport, Ill., 25; Newark, Ohio, 26; Hoopetown, Ill., 31; Archie Campbell, Owensboro, Ky., September 3.

The sixth annual convention of the American Folk Musicians' Association will be held in the Town Hall at Kent, Conn., Friday and Saturday (24-25). Attendance is expected to exceed that of last year, which set a record. Four bands from District 8 in Central Pennsylvania, National President P. A. Stover's own district, are making the journey to Connecticut, namely the Tumbleweed Troubadours, Milton; Old-Time Country Boys, Lewisburg; the Western Caribbeans, Rauchtown, and Ray Wolfe and the Trailblazers, Lock Haven. . . . The Southern Fiddlers' Convention and Music Festival is set for Warner Park, Chattanooga, August 31. Appearing as special guests will be Tommy Jackson, of "Grand Ole Opry," and Peanut Faircloth and His Hot-Roasted Hillbilly Band. There will be contests for amateurs and pros, with cash prizes for the winners.

Jimmie Key, executive administrator of Curtis Artists Productions, Goodlettsville, Tenn., returned last week from a trip through Louisiana and Texas, where he pitched his company's wares to promoters and buyers along the route. . . . Country thrush Shirlee Hunter has just inked a new long-term personal management contract with Jim Gemmill Promotions, Richmond, Va. She is currently the feature of the "New Dominion Barn Dance" road unit and will appear the next few weeks at fairs in Palmyra, N. Y.; Harrisonburg and Winchester, Va.; Indiana and Lebanon, Pa., and Wilson, Mount Airy and Charlotte, N. C.

Adrian Roland is currently on the road promoting his new Toppa release, "Same Old Fool," written by Howard Greenfield and Neil Sedaka. Adrian is also plugging away on Smokey Stover's "Sometimes You Just Can't Win" and "On the Warpath" and Wade Ray's "It's My Way" and "Little Ole Lovemaker." Both releases are on the all-country Toppa label. On August 25, Roland joins Warren Smith for an appearance on "Big D Jamboree," Dallas. . . . Glenn Barber is out with a new one on United Artists, "I Can't Stop," which he penned himself, and "Two Little Hearts," written by Johnny Mathis. . . . Biff Collie, deejay at KFOX, Long Beach, Calif., and promoter Slick Norris think so much of Little Jimmy Dickens' new release "The Violet and the Rose," that they've taken it upon themselves to pick up the promo tab.

# WITH THE COUNTRY JOCKEYS

By BILL SACHS

Jimmie Skinner, owner of the Music Center bearing his name in downtown Cincinnati, is waxing enthusiastically over his new Mercury LP release, "Jimmie Skinner Sings Jimmie Rodgers," released two weeks ago and, according to Jimmie, netting a lot of early action. Jimmie is sending out samples to deejays who'll write him on their station's letterhead. His address: 124 East Sixth Street, Cincinnati 2. . . . Sam Short Jr., Del-Ray Records, 4 Center Street, Harrington, Del., invites c.&w. jocks to write in for a copy of Howard Vokes' new release, "Mountain Guitar" b-w "It's All Right Now." . . . Vokes Music Company, New Kensington, Pa., still has available deejay samples of Tex Williams' "Ghost of a Honky Tonk Slave."

Jim and Jess are issuing deejay copies on their new Epic release, "Pickin' and A-Grinnin'," written by Harlan Howard, b.w. "Sweet Little Miss Blue Eyes." Address them at P. O. Box 425, Prattville, Ala. . . . "We're still going nothing but great since our switch to all c.&w.," writes Bob Dodson, music director at KURV, Edinburg, Tex. Dodson says he's programming a lot of album music and needs help in that line. . . . Copies of "Footsteps of a Fool," written by Danny Harrison and Don Carter and recorded by Judy Lynn, are available by writing to Joanne Harrison at Box 27, Man W. Va. . . . Shorty Mason, of WHTT, Hazeltown, Pa., taps out an S.O.S. for c.&w., gospel and bluegrass waxings.

Add another full-time country station to your list—KCAD, Abilene, Tex., which took to the airwaves August 6. Ben Landis is among the air personalities at KCAD. . . . Bill Slaton's country music show, "Cornbread Party," celebrated its fifth birthday on WJQS, Jackson, Miss., August 3. It's the only country music show on the air in Jackson these days. Bill asks that the artists and diskeries keep those records coming. . . . Also in the need for platter programming material is Jimmie Dale, who spins c.&w. nightly over WNJR, Newark, N. J., by remote from Coral Bar & Restaurant, East Paterson, N. J. . . . Deejays needing a copy of Johnny Moore's new release on the Nashville Label, "15 Acres of Peanut Land," can fetch a copy by writing to Don Register at Box 432, Coleman, Tex.

Dave Carter took over the daily "big sound" slot on CJLX, Fort William, Ont., at the peak of listening, between 10 a.m. and 2 p.m., beginning August 15. This is all top 100 sounds and flashbacks. "The Country Corner," Carter says, will remain from 3-4 p.m. daily as always. . . . Spindletop Records, 1812 Proctor Street, Port Arthur, Tex., invites deejays to write in for the label's first release on Hank Robey, young c.&w. singer. A request on your station's letterhead will put you on the list for all of the firm's future releases.

Jim McCoy of WNPL, Winchester, Va., has a release of his own on the Nashville label, "If the Truth Is Gonna Hurt" b.w. "That Makes the World Go Round," which may be obtained by writing on your station letterhead to Jim at the station. McCoy says he's also in need of record and station breaks from artists for his own program. . . . Frank Hicks, of KRHD, Duncan, Okla., who

# BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	17
2	5	DEVIL WOMAN, Marty Robbins, Columbia 42486	4
3	2	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	14
4	4	THE COMEBACK, Faron Young, Capitol 4754	11
5	10	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	16
6	16	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	3
7	3	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	9
8	8	MAMA SANG A SONG, Bill Anderson, Decca 31404	5
9	6	SHE THINKS I STILL CARE, George Jones, United Artists 424	20
10	9	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	9
11	7	SUCCESS, Loretta Lynn, Decca 31384	8
12	15	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	4
13	20	OPEN PIT MINE, George Jones, United Artists 462	6
14	11	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	10
15	13	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	5
16	14	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	10
17	19	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026	10
18	18	LEONA, Stonewall Jackson, Columbia 42426	6
19	12	IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425	7
20	27	I'M LOOKING HIGH AND LOW FOR MY BABY, Ernest Tubbs, Decca 31399	2
21	29	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	2
22	25	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	9
23	17	SLOW POISON, Johnny and Jack, Decca 31397	3
24	—	SO WRONG, Patsy Cline, Decca 31406	1
25	22	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	10
26	—	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	1
27	21	TAKE TIME, Webb Pierce, Decca 31380	13
28	—	YOU'RE STILL ON MY MIND, George Jones, Mercury 72010	1
29	28	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	4
30	—	SILVER THREADS AND GOLDEN NEEDLES, Springfields, Philips 40038	1

bills himself as "the world's smallest full grown d.j.," pipes that the station has added 14 hours of c.&w. music a week to its programming. He promises a fair shake to those who'll keep him supplied with new releases.

Gene Williams, deejay at KWAM, Memphis, is president of Cotton Town Jubilee Records, P. O. Box 322, West Memphis, Ark., presently sporting a release by a new c.&w. artist, Chuck Edwards, who hails from Chicago. A request on your station letterhead will bring you a sample, Williams says. . . . Buddy Meredith's initial release on the Starday label, "My Secret Sin" b-w "I Miss You All Over," has just been released. If you've been missed in the mailing, drop Buddy a line on your station letterhead at 1328 State Street, Rapid City, S. D.

Reedy Hall, who recently left Kentucky to take up the disk-spinning chores at KGEZ, Kalispell, Mont., says he has convinced the cowpokes that c.&w. music is still very much alive. "We now program it regularly with our other music,

in addition to the two hours daily which I spin," typewrites Reedy. "Faron Young was here recently and drew around 4,000 people with a tremendous show. Darrell McCall was great, too. His 'Dear One' is No. 2 in the area since his appearance here with Faron. Wish we could get more 'Opry' talent up this way." Hall says he's always in need of good spinning material. . . . Bob Mitchell, P. D. and c.&w. twirler, at KVWO, Cheyenne, Wyo., has bowed as a songwriter, with two of his tunes, "Two-Week Trial" b.w. "Not One, But Two," as sung by Lois Meis, issued on the Wizard label. Bob invites his deejay confreres to write in for a sample.

Gladys Hart, of C.&W. Record Promotion, 1263 S. Zenobia, Denver 19, writes that she still has available deejay copies of Randy King's new release on the Enterprise label, "Fool the World" b.w. "Hearts Entwined." . . . Lou Rogers and Dick Stephenson, who ride herd on the "Country Beat" show on KNEL, Brady, Tex., typewrites that they're having trouble getting Columbia waxings.

**EPIC RECORDS PRESENTS**

**A FOOTLIGHT SERIES PREMIERE** 

**THE ORIGINAL CAST ALBUM OF THE NEW HIT PRODUCTION**



**THE FIRST AND ONLY CAST PERFORMANCE OF THIS COLE PORTER CLASSIC EVER RECORDED**

"Wonderful, wonderful music! You can't kid quality and this musical has it!"

**N. Y. Herald Tribune**

"The town's newest hit!"

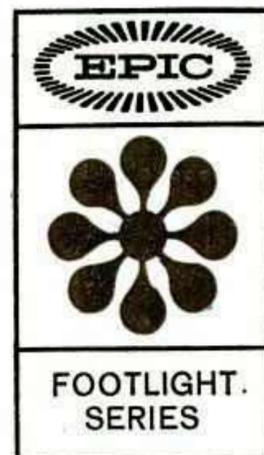
**N. Y. Journal-American**

"A smash, a rousing hit!"

**N. Y. World-Telegram & Sun**

"Delightfully sophisticated!"

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This symbol marks another milestone in Epic's dynamic growth. Under the Footlight Series designation, Epic will release selected Original Cast recordings from the finest in musical theatre.

**"ANYTHING GOES" IS AVAILABLE NOW FROM YOUR EPIC DISTRIBUTOR**

# Wax 'Oliver!' Before Broadway Bow

• Continued from page 4

nal-cast albums are recorded after a musical has opened on Broadway. Rare exceptions have been when an album was recorded within sev-

## Project and Life

• Continued from page 4

1849 (including the War of 1812, Louisiana Purchase, Jeffersonian and Jackson eras, and the war with Mexico); Vol. 3, 1850-1876 (Civil War and Reconstruction era); Vol. 4, 1877-1901 (industrialization of the nation); Vol. 5, 1902-1932, (World War I, the depression); Vol. 6, 1933 to the present.

Dr. Henry Graff, chairman of the Columbia University history department, will serve as general historical adviser for the entire series. For the disk portion, Dr. Perry Miller will be the editor in charge of the literary and historical LP's, and Virgil Thompson will be in charge of the records dealing with the musical documentation.

The first volume will be out in the spring of 1963, and additional volumes will be issued at the rate of two a year. Marketing plans call for the series to be sold a set at a time internally within the Time-Life subscription list by direct mail. After this sales method has been exhausted, it will then be made available as a complete set to the public through normal book distribution channels.

This marks Rady's second tie-in with a Life magazine project. The first came three years ago when Project Records produced a double LP version of Life's seven-part series "How the West Was Won." That series is now being used by MGM as the basis for its first Cinerama production.

eral days of the show's opening while the cast is winding up its break-in tour. This marks the first time that an original-cast LP of a Broadway show has been recorded in Hollywood, and the first time that any Broadway-headed production has been captured in disk form so far in advance of its Rialto opening.

Several factors, however, make the "Oliver!" recording here at this time quite plausible. Other shows go on the road to test audience appeal and to break in the production before tackling Broadway. "Oliver!" is going into its third smash year in London, and has proved itself. Furthermore, seven members of the London production, including the principals, head the American cast. Little, if any change, can be anticipated in the over-all production before it reaches Broadway.

Furthermore, American producer David Merrick, who imported the Donald Albery production from London, will tour the company for five months prior to its New York opening. After a seven-week run here, "Oliver!" moves to San Francisco, and will then play Detroit and Toronto. (The North American presentation is co-produced by Merrick and Albery.)

The fact that the show will be on the road for so long a period before settling down in New York will afford RCA Victor ample opportunity to cash in on the album sales well in advance of the Broadway opening. The "Oliver!" package is scheduled to hit the market October 1, giving the label approximately a 10-week advance sale jump.

The importation of "Oliver!" is another of the firsts surrounding

# INDUSTRY BRIEFS

• Continued from page 6

appointments were made simultaneously by Lou Leventhal, Stan Jaffe and Stan Sulman, respective heads of the operation.

## Religious Supplement Out

DAYTON, Ohio — First supplement to the Religious Record Index has been issued by that firm which has headquarters here. The supplement brings the 15 labels of the first index up to date and adds 39 new labels. The tome includes a three-way cross index by song, artist and style. The Index is published by A. Hess and A. G. Brubaker Jr.

## Beach Seeks Slosh Dance

NEW YORK—Beach Records is holding a competition in search of an official Slosh dance to go with its current Bernatte Castro disk. Finalists will receive a transistor phonograph and all all-expense paid weekend in Atlantic City. The finals will be held on the Steel Pier August 25-26. Contest is being televised on WRCV and will be co-emceed by Ed Hurst and Pat Leslie. Finalists are competing for a prize of a \$500 savings bond. Second prize is \$300 in bonds; third prize, \$200; fourth prize of \$100, and fifth prize of \$50. Runners-up will receive a \$25 bond.

this musical. Hit shows were brought to the U. S. before the turn of the century when the London stage was predominant in setting the pace for the world of theater. In the years that followed, American productions won the London ear, and virtually all of the Broadway-born hits were exported to England.

# Golden Crest

• Continued from page 6

president of Golden Crest, in charge of all activities of this division including the a.&r. function.

Saul Cohen has been named vice-president in charge of sales and promotion, and Michael Friedman has been appointed secretary-treasurer of both firms.

As part of its new pop drive, Golden Crest has opened new offices in New York to screen masters and audition new artists. Firm also has set up a marketing arrangement with Olympia Distributors here to pool sales resources and personnel of both Golden Crest and Olympia in the joint marketing of Golden Crest, Shelley and the Kelit-Aurora lines.

Cohen will supervise promotion and sales of pop international and educational product of both groups, using Olympia's field force and rack and chain store connections and distributors.

## Coast Shuffling

• Continued from page 6

Each owned a part of the new distributing firm. The founding triumvirate was split earlier this year when Rosenberg returned to his Columbia Records sales berth, leaving Ricklin and Stern at Pep's helm. Dudley is not expected to own an interest in the Pep company.

In addition to the newly acquired Mercury line, Pep also handles the Epic and Smash labels. Smash is part of the Philips family, as is Mercury, creating one of the infrequent situations when two Philips-owned firms will be handled by the same distributor. Ironically, the Philips label itself is handled here by Al Sherman who has taken over Imperial from Pep.

# Congress Sets Week For Culture Center

WASHINGTON — Get behind the National Cultural Center! This will be the motif for fall, and to help it along a joint Senate-House Resolution has been introduced on the Hill to make the week of November 26 through December 2, 1962, National Cultural Center Week.

All forces will converge in that week to raise the money to give this country a national theater for the "finest talents in America and from abroad." Whether it should be modest or monumental to start, is a question that will have to wait until the money is in.

On November 29 the nationwide closed-circuit telecasts for the Center will be held in 100 cities, with local sponsoring groups arranging showings at dinners, theaters and auditoriums, with net receipts divided between the Center and the groups. Both the President and Mrs. Kennedy will appear on the telecast together with top names in the performing arts.

## Colpix Kick

• Continued from page 6

tribes and rack jobbers for the firm's "open house" series of weekly staff meets.

Raker says that the meetings include Colpix sales, promo, production and a.&r. staffers, and that so far the attendance by "outsiders" has helped produce answers to sales and air play questions.

Colpix made a number of distributor changes last week. Line is now being handled in Buffalo by Paragon Sales; in Detroit by Music Merchants; in Indianapolis by Associated Record Distributors; in Miami, Topps Records Distributing; in Cleveland, Mainline; in Pittsburgh by Hamburg Bros., and in Richmond by Allen.

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**A**  
♠  
HARMON RECORDS'  
ACE IN THE HOLE  
**DICK ROMAN**  
Singing  
**THEME FROM A SUMMER PLACE**  
H #1004

**A**  
♥  
**MR. GROUNDHOG**  
**JIMMY RANDOLPH**  
H #1005

**A**  
♣  
**BE TRUE**  
b/w  
**THE HEARTACHES ARE HERE TO STAY**  
**ROSALIE ALTER**  
H #1006



and  
**DICK ROMAN'S**  
great new LP  
**THEME FROM A SUMMER PLACE**  
HLP #5001

best wishes to national association of radio announcers at your convention!



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**IF I DIDN'T**

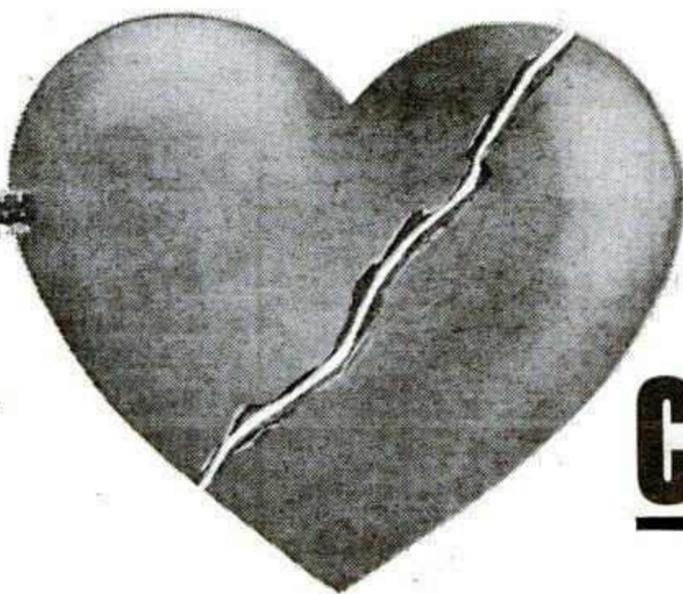
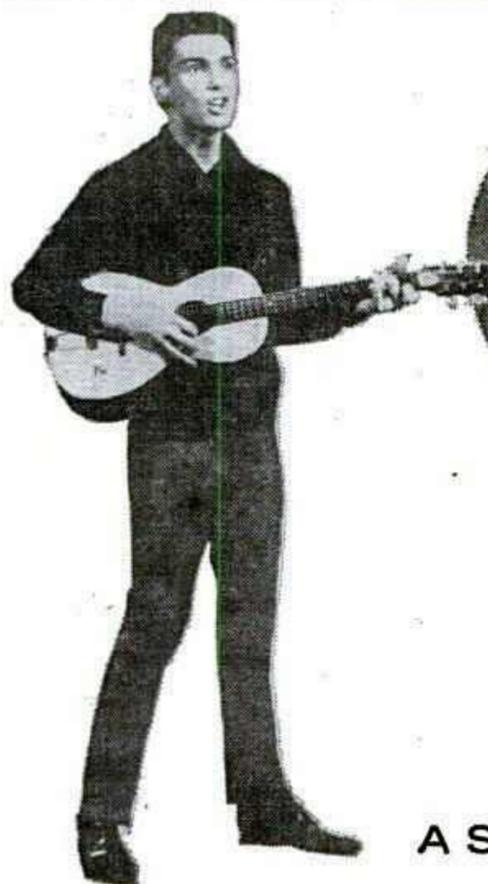
**HAVE A**

**DIME**



**A TWO SIDED SMASH**

**GENE PITNEY**



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**CAN BREAK**  
**A HEART**

**MUSICOR**  
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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy "Escalera a la fama") \*Denotes local origin

- 1 1 MIDNIGHT IN MOSCOW—Stirlin Brandy (Tonodisc)—Tyler Music-Novel
2 2 PALOMA—\*Quilla Huasi (Philips); Roberto Yanes (CBS); Los Andariegos (Tonodisc)—Korn
3 3 MULTIPLICATION—Bobby Darin (Atco); Los Salvajes (CBS)—Adaris Music-Fermata
4 4 THE NIGHT I CRIED—Brian Hyland (Ariel)—Pogo Music-Fermata
5 7 RITMO AFRICANO—Bert Kaempfert (Polydor)
6 5 EL POETA LLORO—\*Los Fernandez (Odeon)—Korn
7 6 NATA PER ME—Adriano Celentano (Microfon); Los Santos (Music Hall); Tony Vilar (CBS)—Ricordi-Fortissimo
8 10 CUANDO CALIENTA EL SOL—Los Marcelo Ferial (Microfon); Tony Vilar (CBS)—Edami
9 8 HIT THE ROAD JACK—Ray Charles (Ariel)—Tangerine-Fermata
10 — A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)—Spanka-Fermata

AUSTRIA

- 1 2 WEINE KEINE TRANE UM MICH, BELLA MARIA—Carlos Otero (Polydor)—H. Schneider
2 1 HEISSER SAND—Mina (Polydor)—H. Schneider
3 — PARADISO—Connie Francis (MGM)
4 3 AUF MEINER RANCH DA BIN ICH KOENIG—Peter Hinnen (Ariola)—Weltmusik
5 — LINDA—Gus Backus (Polydor)
6 6 GOOD LUCK CHARM—Elvis Presley (RCA)—Aberbach-Wien
7 — SCHAU MIR NOCH MAL IN DIE AUGEN—Gerhard Wendland (Philips)—Weinberger
8 10 AUF WIEDERSEHEN MARLENE—Bob Moore (London); Roberto Delgado (Polydor)—Acuff-Rose
9 9 LASS DIE LIEBE AUS DEM SPIEL—Anita Lindblom (Fontana)—H. Schneider
10 — CATERINA—Perry Como (RCA); Willy Hagara (Philips); Silvio Francesco (Decca); Lou van Burg (Polydor)

AUSTRALIA

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

- 1 1 WOLVERTON MOUNTAIN—Claude King (Coronet)—Chappell
2 2 DO YOU WANT TO DANCE—Cliff Richard (Columbia)—Chappell
3 3 SOUTHERN 'RORA—\*The Joy Boys (Festival)—Essex
4 4 THE YOUNG ONES—Cliff Richard (Columbia)—Allans
5 — A TASTE OF HONEY—Martin Denny (Liberty)—Pincus Gil
6 7 I CAN'T STOP LOVING YOU—Ray Charles (Festival)—Acuff-Rose
7 6 DARDANELLA—\*Ray Price Quartet (Coronet)—Albertis
8 — THE SAVAGE—The Shadows (Columbia)—Allans
9 — A MOI DE PAYER—\*Ray Price Quartet (Coronet)—No Publisher
10 8 COME OUTSIDE—Mike Sarne (Parlophone)—Southern Music
11 — LIMBO ROCK—The Champs (London)—Davis
12 9 WEST OF THE WALL—Toni Fisher (London)—Belinda
13 10 I'LL NEVER DANCE AGAIN—Bobby Rydell (Columbia)—Tucon
14 12 I'VE BEEN EVERYWHERE—\*Lucky Starr (Festival)—Johnny Devlin Music
15 5 SPEDDY GONZALES—Pat Boone (London)—Leeds

BRITAIN

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

- 1 1 I REMEMBER YOU—\*Frank Ifield (Columbia)—Chappell
2 2 SPEDDY GONZALES—Pat Boone (London)—Leeds
3 3 I CAN'T STOP LOVING YOU—Ray Charles (HMV)—Acuff-Rose

- 4 7 THINGS—Bobby Darin (London)—Burton
5 4 GUITAR TANGO—\*Shadows (Columbia)—Mills Music
6 8 LITTLE MISS LONELY—\*Helen Shapiro (Columbia)—Lorna Music
7 6 DON'T EVER CHANGE—Crickets (Liberty)—Aldon
8 9 ROSES ARE RED—\*Ronnie Carroll (Philips)—Leeds
9 5 PICTURE OF YOU—\*Joe Brown (Piccadilly)—Michael Reine
10 12 ONCE UPON A DREAM—\*Billy Fury (Decca)—Filmusic
11 10 LET THERE BE LOVE—Nat King Cole & George Shearing (Capitol)—Chappell
12 17 BREAKING UP IS HARD TO DO—Neil Sedaka (RCA)—Aldon
13 18 ROSES ARE RED—Bobby Vinton (Columbia)—Leeds
14 13 HERE COMES THAT FEELING—Brenda Lee (Brunswick)—K.P.M.
15 11 RIGHT SAID FRED—\*Bernard Cribbins (Parlophone)—Noel Gay
16 27 SEALED WITH A KISS—Brian Hyland (HMV)—Sheldon Music
17 21 VACATION—Connie Francis (MGM)—Merza Music
18 14 COME OUTSIDE—\*Mike Sarne (Parlophone)—R.S.A. Music
19 23 STRANGER ON THE SHORE—\*Acker Bilk (Columbia)—Sherwin
20 15 ENGLISH COUNTRY GARDEN—Jimmie Rodgers (Columbia)—Novello
21 16 YA YA TWIST—\*Petula Clark (Pye)—Essex Music
22 26 ADIOS AMIGO—Jim Reeves (RCA)—142 Music
23 19 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda Music
24 — MAIN TITLE THEME—\*Jet Harris (Decca)—Victoria Music
24 22 I'M JUST A BABY—\*Louise Cordet (Decca)—Francis, Day & Hunter
26 29 FOLLOW THAT DREAM (EP)—Elvis Presley (RCA)—Seventeen Savile Row
26 30 DANCIN' PARTY—Chubby Checker (Columbia)—Hill & Range
28 — ROSES ARE RED—David Macbeth (Piccadilly)—Leeds
29 28 GOTTA SEE BABY TONIGHT—\*Acker Bilk (Columbia)—Enterprise
30 — PICK A BALE OF COTTON—\*Lonnie Donegan (Pye)—Essex Music

CHILE

- 1 RIO REBELDE—Lorenzo Valderrama (Odeon)
2 I CAN'T STOP LOVING YOU—Ray Charles (Polydor)
3 Quando, Quando, Quando—Pat Boone (Dot)
4 ROCK DEL MUNDIAL—The Ramblers (C.R.C.)
5 A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)
6 ALL THE WAY—Brenda Lee (Decca)
7 DEBEMOS SEPARARNOS—Lorennao Valderrama (Odeon)
8 JOSEFINA—Danny Chilean (RCA)
9 MY GIRL JOSEPHINE—Bill Black Combo (London)
10 RUEGO A DIOS—Hermanos Arriagada (Odeon)

DENMARK

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

- 1 2 HAWAII TATTOO—The Waikiki's (Palette)—Winckler
2 1 LA NOVIA—\*Poul Bundgaard (Polyphon)—Multitone
3 5 I CAN'T STOP LOVING YOU—Ray Charles (ABC)—Mork
4 3 THE YOUNG ONES—Cliff Richard (Columbia)—Dacapo
5 4 GOOD LUCK CHARM—Elvis Presley (RCA)—Winckler
6 7 TOY BALLOONS—\*Jorgen Ingmann (Metronome)—Winckler
7 6 I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Imudico
8 — SPEDDY GONZALES—Pat Boone (Dot)—Leeds
9 10 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Multitone
10 — A LITTLE BITTY TEAR—Burl Ives (Decca)—Mork

EIRE

(Courtesy Teenage Express, Dublin)

- 1 5 I REMEMBER YOU—Frank Ifield (Columbia)—Victoria

- 2 2 SPEDDY GONZALES—Pat Boone (London)—Keith Prowse (Leeds)
3 1 I CAN'T STOP LOVING YOU—Ray Charles (HMV)—Acuff-Rose
4 3 FOLLOW THAT DREAM (EP)—Elvis Presley (RCA)—17 Savile Row
5 8 ADIOS AMIGO—Jim Reeves (RCA)—142 Music
6 4 PICTURE OF YOU—Joe Brown (Piccadilly)—Michael Reine
7 10 LITTLE MISS LONELY—Helen Shapiro (Columbia)—Lorna Music
8 6 HERE COMES THAT FEELING—Brenda Lee (Brunswick)—K.P.M.
9 7 YES, MY DARLING DAUGHTER—Eydie Gorme (CBS)—Chappell
10 — ENGLISH COUNTRY GARDEN—Jimmie Rodgers (Columbia)—Planetary-Kahl

FINLAND

(Courtesy Ilta-Sanommat, Helsinki) \*Denotes local origin

- Two Weeks Ago
1 2 THE BOULEVARD OF BROKEN DREAMS—Lill-Jorgen Petersen (Columbia)—Scandia
2 1 CAPPUCCINE—Nat (King) Cole (Capitol)—Fazer
3 3 LALAIKA—Ann-Christine (Scandia)—Scandia
4 12 CATERINA—Perry Como (RCA)—Fazer
5 7 TANSSUN SUN KANSASASI AAMUUN—Oili Vainio (Philips)—Fazer
6 5 WALK ON BY—Leroy Van Dyke (Mercury)—Sweden Music
7 6 SABINA—Veikko Tuomi (Odeon)—Levysavel
8 4 THE YOUNG ONES—Cliff Richard (Columbia)—Levysavel
9 13 TANSSUN SUN KANSASASI AAMUUN—Seija Lampila (Polydor)—Fazer
10 10 KASAKKATANGO—\*Johnny Forsell (Decca)—X-Savel

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) \*Denotes local origin

- Two Weeks Ago
1 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Acuff-Rose
2 2 A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)—Spanka Music
3 9 SPEDDY GONZALES—Pat Boone (Dot)
4 5 QUANDO, QUANDO, QUANDO—Pat Boone (Dot)—Bens
5 3 CATERINA—Perry Como (RCA)—Class
6 4 DO YOU WANNA DANCE—Cliff Richard (Columbia)—Essex
7 6 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
8 7 ZWEI KLEINE ITALIENER—Conny (Electrola)—Frankie
9 — LE CHARLOT—Petula Clark (Vogue)
10 — MADISON GO—\*James Curtis (Decca)

FRANCE

- 1 1 MADISON TWIST—Johnny Hallyday (Philips)
2 2 J'ENTENDS SIFFLER LE TRAIN—Richard Anthony (Columbia)
3 — MADISON—B. Bridge (Odeon)
4 7 L'AUTOCIRCULATION—Henri Tisot (Pathe)
5 — LE MEXICAIN—Les Compagnons de la Chanson (Columbia)
6 — COUSINE, COUSINE—Les Chats Sauvages (Pathe)
7 6 UN CLAIR DE LUNE A MAUBEUGE—Pierre Perrin (Ricordi)
8 5 TWIST CONOTIER—Les Causettes Noires, Maurice Chevalier (Barclay)
9 — LES BOUREOIS—Jacques Brel (Barclay)
10 — PETIT GONZALES—Dalida (Barclay)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- Two Weeks Ago
1 1 PARADISO—Connie Francis (MGM)—Schneider-Francon; TU MIR NICHT WEH—Connie Francis (MGM)—Gerig
2 18 SWEET—Peter Kraus (Polydor) Johnny
3 3 LADY SUNSHINE AND MR. MOON—Conny (Columbia)—Gerig
3 3 LADY SUNSHINE AND MR. MOON—Conny (Columbia)—Gerig

- 4 2 ICH SCHAU DEN WEISSEN WOLKEN NACH—Nana Mouskouri (Fontana)—Schaeffers; EINMAL WEHT DER SUDWIND WIEDER—Nana Mouskouri (Fontana)—Schaeffers
5 4 HEISSER SAND—Mina (Polydor)—Gerig
6 5 SCHLAFST DU SCHON?—Gerhard Wendland (Philips)—Melodie der Welt; SCHAU MIR NOCHMAL IN DIE AUGEN—Gerhard Wendland (Philips)—Melodie der Welt
7 11 EIN DUTZEND ANDERE MANNER—Gerd Botzcher (Decca)—Montana
8 19 (GINNY, COME LATELY) GINNY, OH GINNY—Brian Hyland (Philips)—Meisel
9 6 GOOD LUCK CHARM—Elvis Presley (RCA)—Aberbach (Philips); Perry Como (RCA)—Seith
11 8 AUF MEINER RANCH BIN ICH KONIG—Peter Hinnen (Ariola)—R. M. Siegel
12 10 QUANDO, QUANDO, QUANDO—Caterina Valente u. Silvio Francesco (Decca)—Budde
13 12 WEINE KEINE TRANE UM MICH—Carlos Otero (Polydor)—Seith
14 7 AUF WIEDERSEH'N MARLENE—Bob Moore (London)—R. M. Siegel
15 — LINDA—Gus Backus (Polydor)
16 — SPEDDY GONZALES—Pat Boone (London)
17 13 BLAUES BOOT DER SEHNSUCHT—Blue Diamonds (Fontana)—Aberbach; GOLDEN GLANZT DAS MEER (Rio Nights)—Blue Diamonds (Fontana)—Capriccio
18 16 GEH NICHT VORBEI—Rex Gildo (Electrola)—Francis, Day & Hunter
19 14 TAG FUR TAG BEKOMME ICH DREI ROSEN—Heidi Bruhl (Philips)—Spanka
20 — LOST PATROL—Oberst Nicholson's Band (Carina)—Schaeffers

HOLLAND

\*Denotes local origin

- 1 1 DO YOU WANT TO DANCE—Cliff Richard (Columbia)—Basart
2 4 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Intl. Muziek
3 5 HEISSER SAND/BAANDEND ZAND—Mina (Polydor); Anneke Gronloh (Philips)—Benelux Music
4 2 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
5 6 GINNY COME LATELY—Brian Hyland (ABC-Paramount)—Portengen
6 3 ZWEI KLEINE ITALIENER—Conny Froboess (HMV)—Portengen
7 8 LIKE I DO—Nancy Sinatra (Reprise)—Top Music
8 7 WONDERFUL LAND—The Shadows (Columbia)—Melodia
9 — QUANDO, QUANDO, QUANDO—Pat Boone (London); Tony Renis (HMV)—Holland Music
10 — JANUS PAK ME NOG EEN KEER—\*Paula Dennis (Artone)—Portengen

HONG KONG

- 1 10 LOVER COME BACK—Doris Day (CBS)
2 2 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)
3 3 STRANGER ON THE SHORE—Andy Williams (CBS)
4 7 I'LL NEVER DANCE AGAIN—Bobby Rydell (Cameo)
5 1 SPEDDY GONZALES—Pat Boone (Dot)
6 4 THEME FROM DR. KILDARE—Richard Chamberlain (MGM)
7 8 DANCIN' PARTY—Chubby Checker (Parkway)
8 5 IT KEEPS RIGHT ON A-HURTIN'—Johnny Tillotson (Cadence)
9 9 (GIRLS, GIRLS, GIRLS) MADE TO LOVE—Eddie Hodges (Cadence)
10 — BOYS' NIGHT OUT—Patti Page (Mercury)

ISRAEL

(Courtesy Kol Israel Broadcasting) \*Denotes local origin

- 1 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC-Paramount)—Acuff-Rose
2 2 HEY BABY—Bruce Channel (Smash)—Lebill Music
3 4 LOVE ME WARM AND TENDER (RCA)—Illan Melody Press

- 4 — AIN'T THAT LOVE—Bobby Darin (Atco)
5 9 SUMMERTIME—The Brothers Four (Columbia)—Chappell
6 — HERE COMES THAT FEELING—Brenda Lee (Brunswick)—K.P.M., Ltd.—Illan Melody Press
7 — THINGS—Bobby Darin (Atco)—Adams, BMI
8 5 STRANGER ON THE SHORE—Acker Bilk (Atco)—Gladys Music
9 10 STAV—\*Esther Reichstat (Kol Israel)—ACUM

ITALY

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

- 1 1 STAI LONTANA DA ME—\*Adriano Celentano (Clan)
2 2 CUANDO CALIENTA EL SOL—Hnos Rigual (RCA); Lina De Lima (Primary)
3 4 EVELYNE—\*Nini Rosso (Sprint)
4 3 DANIELA/ST. TROPEZ TWIST—\*Peppino Di Capri (Carisch)
5 7 ABAT-JOUR—\*Henry Wright (GC); Petula Clark (Pye)
6 5 LA RAGAZZA COL MAGLIONE—\*Pino Donaggio (Columbia)
7 6 LA PALOMA—Elvis Presley (RCA); Connie Francis (MGM)
8 9 RENATO—\*Mina (Italdisc)
9 10 TORNA PICCINA MIA—Peppino Di Capri (Carisch)
10 8 LASCIA MI TUO SORRISO—\*Nico Fidenco (RCA)
11 11 PINNE FUCILE ED OCCHIALI—Edoardo Vianello (RCA)
12 14 TWISTIN' THE TWIST—Caterina Valente (Decca); Teddy Martin (VdP)
13 — VIOLINO TZIGANO—Connie Francis (MGM)
14 — SOGNO D'AMORE TWIST—\*Peppino Di Capri (Carisch)
15 12 MOLIENDO CAFE—\*Mina (Italdisc); Digno Garcia (Palette)

JAPAN

(Courtesy Utamatic, Tokyo)

- 1 1 OUSHO—\*Murata Hideo (Columbia)
2 2 WAKAI FUTARI—\*Kitahara Kenji (Columbia)
3 3 LIMBO ROCK—The Champs (London)
4 4 WASURENAISA—\*Kitahara Kenji (Columbia)
5 7 NANGOKU NO YORU—\*Buckie Shirakata (Teichiku)
6 8 AKASHIYA NO AMEGA YAMUTOKI—\*Nishida Sachiko (Polydor)
7 — BUNGACHA-BUSHI—\*Kitajima Saburo (Columbia)
8 5 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)
9 16 NO MORE—Elvis Presley (Victor)
10 10 GARASU NO JOHNNY—\*Al George (Teichiku)

MEXICO

(Courtesy Audiomusica) \*Denotes local origin

- 1 3 TRIANGULO—\*Eos 3 Reyes (RCA)—Grever
2 1 EL GRAN TOMAS (Norman)—\*Mayte (RCA)—Brambila
3 — VEN QUE TE QUIERO—\*Los Impala (Musart)—Marquez
4 2 OYE (Hey There)—\*E. Guzman (Columbia)—Pending
5 6 VAGAR ENTRE SOMBRAS—\*Amalia Mendoza (RCA); Javier Solis (Columbia); Alvaro Zermeno (Orfeon)—Emmi
6 4 EL LOCO—\*Javier Solis (Columbia)—Pham
7 5 CUANDO VOLVERAS (Ginny Come Lately)—\*Paco Canedo (RCA)—Brambila
8 7 EDI, EDI (Steady Eddy)—\*Angelica Maria (Musart)—Emmi
9 8 NENA BAILAMOS TWIST—\*Rebeldes del Rock (Orfeon)—Brambila
10 10 ADIOS MUNDO CRUEL (Good-by Cruel World)—\*E. Guzman (Columbia)—Pending

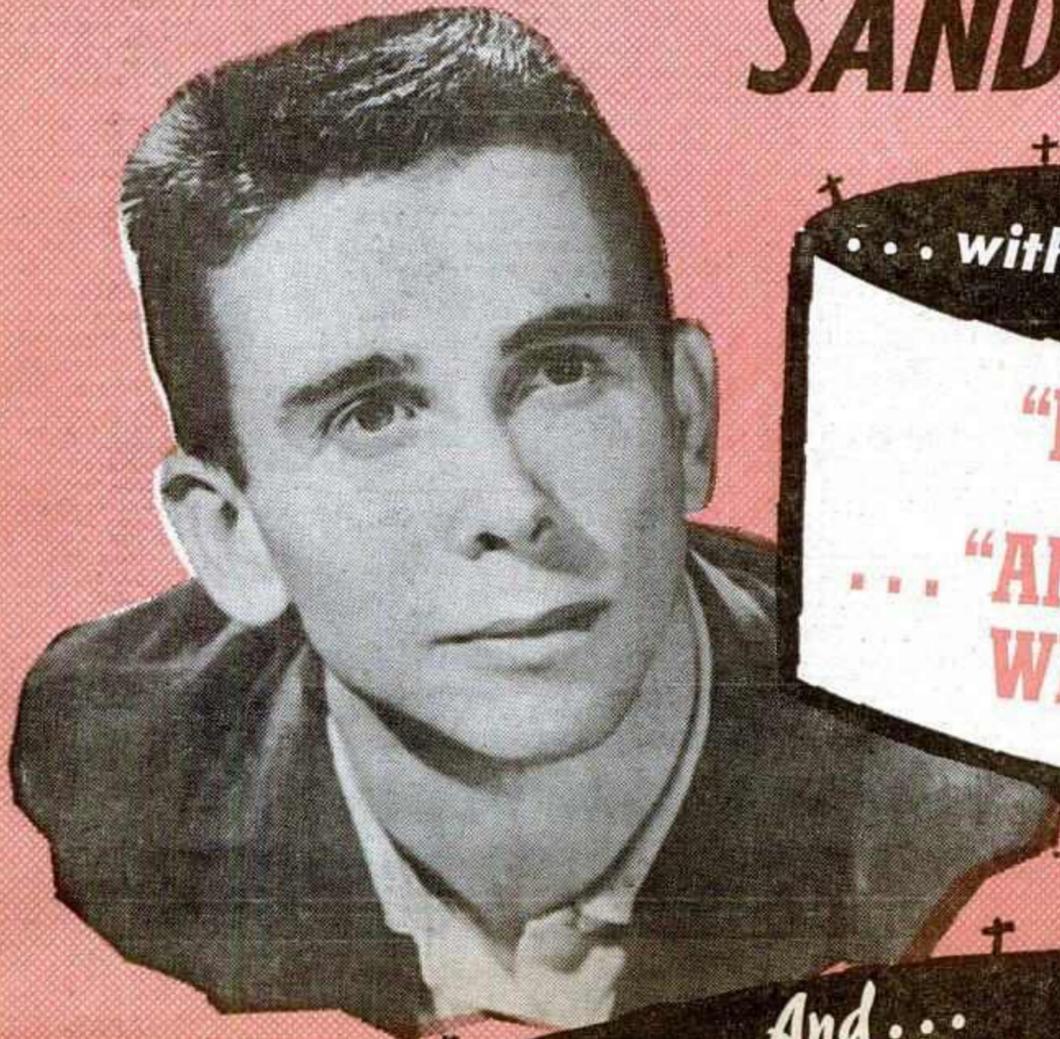
NEW ZEALAND

- 1 6..THE WAH-WATUSI—The Orions (Top Rank)—Belinda
2 5 COME OUTSIDE—Mike Sarne (Parlophone)—Southern
3 8 ROSES ARE RED—Bobby Vinton (Columbia)—Leeds
4 1 THE YOUNG ONES—Cliff Richard (Columbia)—Allen
5 — AHAB THE ARAB—Ray Stevens (Mercury)—Cop Control

(Continued on page 38)

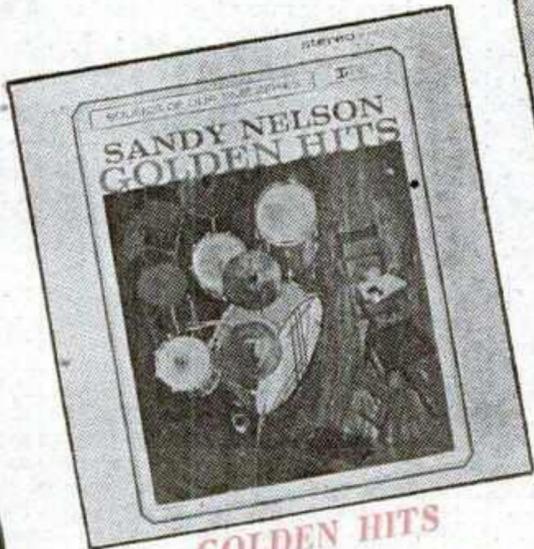
"The Sound of Our Times"

**SANDY NELSON...**



... with A **BIG Smash Single!**  
**"LIVE IT UP"**  
b/w  
**... "AND THEN THERE WERE DRUMS"**  
#5870

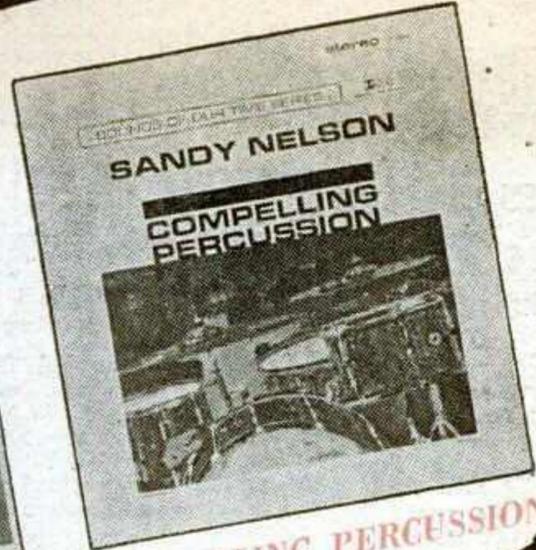
And...  
**3 BIG SMASH ALBUMS**  
THE SOUNDS OF OUR TIMES SERIES—



**GOLDEN HITS**  
ST LP 12202—LP 9202



**COUNTRY STYLE**  
ST LP 12203—LP 9203



**COMPELLING PERCUSSION**  
ST LP 12204—LP 9204



**IMPERIAL RECORDS**  
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IN CANADA • LONDON RECORDS, Ltd.

**STOP THE MUSIC!**

**Danish Police Scuttle  
Pirate Radio Programs**

(Special to BMW)

COPENHAGEN—Danish police boarded the good ship Lucky Star and thereby silenced Radio Mercur here last week. The ship, which was one of the so-called "pirate radio" ships broadcasting commercial programs, mostly recorded music, had been operating in defiance of a Danish government order forbidding transmission.

Radio Mercur had operated beyond the three-mile limit, and outside of Danish governmental jurisdiction until a special ruling was passed by the government meant to

curtail the station's operation. The broadcasts had wide listenership throughout Scandinavia, for it, along with another ship station, Radio Nord, broadcast pop music almost exclusively.

The Danish-Swiss combine which owned the ship dissolved last month when the order forbidding commercial radio was handed down. The company fired its 120 Danish employees, auctioned its recording studios and sold its million records at cut rates. This combine did not run the Lucky Star at its finish, and its new ownership was not known at the time of curtailment.

The station came back on the air last week, under the new ownership, and prompted the government intervention. Danish firms whose products were advertised on the station denied any knowledge of the broadcasts, and stated that their commercials were aired without permission.

The crowds at the landing, when the ship's skipper Dan Kranker and other members of the four-man crew came ashore, jeered local officials. The Danish Parliament is in the process of passing legislation which will allow for wider range of programming in the State-owned network. It is expected that a daily or weekly pop music service will be provided to fill the gap left by the pirate stations.

jockey Bob Rogers, who claims the biggest local listening audience in Australia. Last May he signed a lucrative new contract with the station and has still another three months to run. It is rumored that he is planning to switch to television.

**ARGENTINA**

**Record Makers  
Set Fall Meet**

By RUBEN MACHADO  
Lavalle 1783, Buenos Aires

A convention of Latin American record manufacturers will be held at Lima, Peru, from October 8 to 10. It is being organized by the Association of Record Producers of Peru. The Argentine delegation promises to be formidable. Main topic for discussion is the relationship between disk producers and their artists.

**Disk News**

Among the latest album product is the Time Records stereo series. These records were issued in monaural, but it must be pointed out that the special packaging is a novelty for our market. These are exactly like the original American covers.

**AUSTRALIA**

**Big Hopes for  
Ray Price Hit**

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

The Australian Record Company has received notification that the local Coronet recording of "A Moi de Payer," by the Ray Price Quartet, has been accepted and will be released in America on the Epic label. This is ARC's first single since re-entering the local market. It is also a lucky break for Ray Price and if the disk "makes it" in the States, it will do a lot for the prestige of the Australian artist.

Festival Records is broadening the scope of the production and a.&r. activities of the Leedon label. Johnny O'Keefe is no longer exclusive producer but he and others will produce for the label. The new activities in no way vary the already established artist arrangement which exists between Festival and O'Keefe. This week Festival inked two new names to their local roster when they signed Graeme Bell, and the All Stars, who previously had been recording for W&G and the EMI group. The 14-year-old Sydney schoolboy, Trevor Gordon, has also signed a five-year contract. His first disk will be produced by O'Keefe for the Leedon label.

Radio circles are mystified by the resignation of 2UE Sydney disk

**AUSTRIA**

**'Irma la Douce' Big  
Draw in Vienna**

By FRED ZILLER  
Mollwaldenplatz 1, Vienna 4

The Broadway musical "Irma la Douce" had 39 performances at the Josefstadt Theater in Vienna. According to theater reps, excellent business was recorded. Actress Margit Saad, as Irma, had to cancel out of the role because of film contracts.

Another Austrian musical written by Professor Robert Stolz made quite a hit at the Bregenz Festival. The "Trauminsel" (Isle of Dreams) as the musical is called, has been recorded by Amadeo (also Pye) on location at Bodensee Lake. The "Trauminsel" album started with strong sales.

The famous Viennese Theater an der Wien is planning for the musical "My Fair Lady" early in 1963.

**Just Released**

Ray Charles' potential hit over here, "I Can't Stop Loving You" (Philips), still trails its German cover "Ein ganzes Leben lang," sung by Ivo Robic on the Polydor label. The same has happened to the original U. S. version of "Walk On By" since the disks, "Geh nicht vorbei," sung by German teen-age idol Rex Gildo (Columbia) and Leroy Van Dyke on the Mercury label, appeared on this market.

An outstanding newcomer is "Parisian Nights (Pariser Naechte),

**ITALIAN RULING:  
5-YEAR LIMIT TO  
EXCLUSIVE PACT**

ROME—Judge A. Celentano of the civil section of the Court of Cassation here has ruled that no exclusive recording contract can last longer than five years. The judgment was handed down in a suit between RCA Italiana and Domenico Modugno.

RCA, which signed Modugno to an exclusive contract in August of 1953, was denied damages, while the artist was given token payment of 14,360 lire (\$23).

Modugno, after a lapse of time, signed with the Fonit label and it was with this firm that he scored his greatest triumphs, including the San Remo winners "Volare" and "Piove."

sung by Line Renaud (Columbia), written for her by Peter Moesser and Heinz Gietz. . . . Lolita recorded two sides on Polydor, "Addio, My Darlin', Bye, Bye," with flipside "Traummusik" (Music for Dreams) by Werner Scharfenberger. . . . A potential hit here seems to be the London record "Speedy Gonzales," sung by Pat Boone. Its German covers "Kleiner Gonzales" (Little Gonzales) appear on Polydor, Lou Van Burg and by Catarina Valente on Decca.

The sudden death of Marilyn Monroe has caused record and film fans to ask for her recordings. The album "Let's Make Love" (Philips), starring Miss Monroe, Frankie Vaughn and Ives Montand climbed to a best seller this summer.

**BELGIUM**

**Jazzfest in Mud  
Still Draws 35,000**

By JAN TORFS  
Stuivenbergvaart, 37-Mechelen

The international Jazz Festival of Comblain-la-Tour, near Liege, took place in the mud. Nevertheless, it was attended by some 35,000 fans on both days (4 and 5).

The biggest applause of course went to Julian (Cannonball) Adderley. Other famous groups included the Leathertown Jazzmen from Germany and the Dutch Swing College Band from Holland. A very fine quartet, the Zagrebacski Jazz Quartet came all the way from Yugoslavia. Among the singing artists, there was Donna Hightower, who got most of the applause, and Frankie Avalon and Gillian Hills, who both got derisive whistles. The fault lies in the bad publicity made around Avalon's name, who was announced as a jazz singer and only sang some sentimental songs.

The No. 1 hit in Belgium is still Ray Charles' "I Can't Stop Loving You." As was mentioned before, Anvers Radio (the distributor of the ABC-Paramount label in Belgium) asked Teldec, Germany, to co-press the disk but now it appears that there are two different versions of the same record. The one pressed by Teldec is taken from the LP "Ray Charles in Country and Western Music" and has a playtime of four minutes 13 seconds, instead of the usual two minutes 37 seconds on playing time of four minutes 13 seconds. As opposed to the original American ABC-Paramount single version which runs two minutes 37 seconds.

**Disk News**

Gramophone released the German version of Pat Boone's "Speedy

**Weiss to Japan  
To Meet Distrib**

NEW YORK — Bobby Weiss, international director for Warner Bros. Records, left last week for Tokyo to meet with the new distributor of the record line in Japan, Toshiba Musical Industries. Firm will start to issue Warner Bros. records in Japan by the end of August.

Weiss will meet with N. Ishizaka, executive director of Toshiba, plus Toshiba executives S. Sunado and K. Ueno. After leaving Japan, Weiss will fly to Calcutta to check the new distribution acquired by the label with the Gramophone Company for India, and will visit with licensee M. E. Isaac in Singapore and Hong Kong.

Gonzales" as sung by Rex Gildo on Electrola. Polydor did the same with Ray Charles' "I Can't Stop Loving You" by Ivo Robic.

At Philips, they are launching a new dance disk called "The Thrill." The record is sung by Buddy Brent and has had much success at the seacoast, where youngsters spend their summer vacations.

**BRITAIN**

**Buddy Holly Disk  
Is Paid a Tribute**

By DON WEDGE  
News Editor  
New Musical Express

In an unusual deal, EMI has assigned a disk in the U. S. and Canada to American Decca. It is Mike Berry's "Tribute to Buddy Holly" issued here with some success on HMV. The late Holly is still an important name on the local scene. It was not known in London which label it would be issued on in the U. S., but not inconceivably it could be Coral, Holly's usual outlet.

"It's Wonderful to Be Young," the American title song for "The Young Ones" movie has now been recorded by Cliff Richard for release by Dot in the U. S. This label will also issue the film sound-track LP which EMI had previously assigned to Big Top, Richard's current American label. The new title song for Dot issue was part of the deal set up when Paramount took the movie for American distribution.

**Roses for Thee**

Statistics for sale of red roses in recent weeks will show increases on previous years because of the keen competition between Philips, EMI and Pye to get the hit version here of "Roses Are Red." The flowers have been used as a highly convenient publicity media. Ronnie Carroll's Philips cover is in the lead, now at No. 8. Action, too, is on the U. S. hit by Bobby Vinton (EMI-Columbia from Epic), now No. 13. Third version was by David MacBeth (Pye-Piccadilly) at No. 28. Carroll's success was aided by considerable BBC air-play.

Free-lance musicians working for BBC have received a 50 per cent increase in fees. Basic rate for a TV date is now \$25.20 and for radio airing \$16.80.

The British legal statutes now take into account three July copyright amendments: the Copyright Act 1956 and subsequent regulations, also apply to Bermuda and North Borneo; a third provision is made for Canada, Ghana and Nigeria subscribing to the Universal Copyright Convention and the Republics of Mali and the Congo

(Brazzaville) all having subscribed in their own right to the Brussels text of the Berne Copyright Convention.

The agency part of MCA in London is being wound up. The firm here was not strong in British musical acts. Many of the staff on its legit side have, however, combined into forming self-owned companies.

**Visitors**

Lee Pincus left for two weeks' talks with Gill-Pincus Music in New York. Pincus, who has been building up the London office of the firm, has been acquiring British repertoire. Prominent among it is George Martin's composition "Niagara," recorded for British Decca by the Cambridge Strings, and in the U. S. by Roger Williams for Kapp. Published here by Dick James Music, Pincus acquired rights for the U. S. and certain other territories. He has 12 other British compositions currently in some stage of development.

Frank Slay, here at the end of a European visit, had a series of meetings with British publishers. . . . Visit by Chet Atkins, Floyd Cramer and Jim Reeves due August 17 put back to September 6. . . . Ed Sullivan returned to London after a European visit. He booked Helen Shapiro (October 28) and Eve Boswell (February 8) for his U. S. television show. He was interested, too, in Cliff Richard and Acker Bilk, among others.

**Publisher Business**

Novello's has established its right to "English Country Garden," a current disk hit for Jimmie Rodgers. It had previously been credited to Planetary London, the British firm of the U. S. publisher. Novello's claim was based on its publication early in the century in a collection by Cecil Sharpe of English dances. . . . Aberbach (Hill & Range) is participating in another independent disk production firm—Four-Four Recordings with songwriter Ian Samwell and others. First disks have been made for release through majors. . . . Pye Records is activating its Welbeck Music, run in association with Leeds.

**DENMARK**

**New Tax Means  
Disk Price Hike**

By ARNE HANSEN  
11 Malerbakken, Holte

Record people are gradually returning from their holidays. Sales were reported good for the summer, marked by dealers hoarding before the new purchase tax came into effect August 1. The prices now are: singles, 8.90 Danish kroner; 12-inch pop LP, 38 Danish kroner, and 12-inch classical LP, 41.50 Danish kroner.

Radio Mercur closed down July 31 with an evening filled with bitter remarks to those responsible for the ban of the station. Mercur appealed to the younger generation, was an important advertising medium, meant work to hundreds of people and was instrumental in "breaking" a number of hit records.

**Scores Pop**

Last November the first foreign version of "La Novia" (publisher Stockholm Music) were released here. None of them caught on but merely prepared the way for two local versions with Lis Bjoernholt (Odeon) and Poul Bundgaard (Polyphon), whose "Dybt i min drom" now tops the lists. As to Bundgaard, he sings for the Royal Opera, Copenhagen, and lately scored a big personal success in the role of "Farinelli" on TV. This is also a best seller on records. Right now Bundgaard is preparing

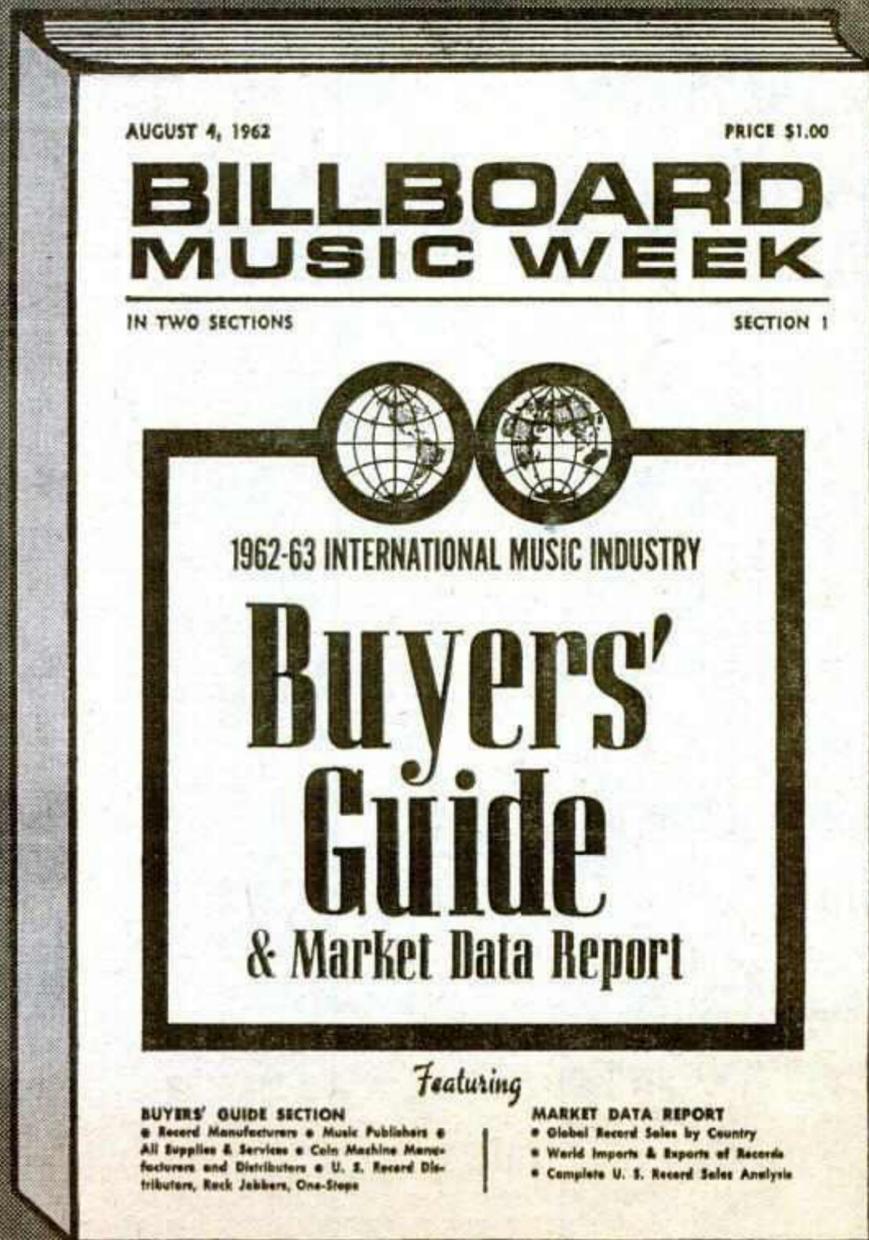
(Continued on page 28)

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**FOUR POWERFUL  
NEW RELEASES**

**BOBBY BLAND**

PUTS A HIT ON  
TOP OF A HIT

**"STORMY  
MONDAY"**

Duke 355

A CINCH TO BE A D. J.  
AND JUKE BOX PICK

**"THE BIGGEST  
FOOL"**

**EMORISE KELLEY**

Peacock 1919

TWO SOCK INSTRUMENTALS

**"SUSPENSE"**

b/w

**"SNAKE HIPS"**  
**JOHNNY BROWN**

Duke 342

SPIRITUAL

**"HOLY WINE"**

b/w

**"TOMORROW'S SUN"**  
**REV. JULIUS CHEEKS**

Peacock 1819

**DUKE-PEACOCK  
RECORDS, INC.**

2909 Erastus St., Houston 26, Tex.  
ORchard 3-2611

**Jock's Seek to Up Prestige, Income**

• Continued from page 4

worthy that this convention is geared to the theme "A Time to Speak," which calls for greater activity on the part of NARA members in the civic affairs of their respective communities.

**Worthy Causes**

As discussions here envision it, each DJ could organize promotions on behalf of worthy local civic causes or organizations. The funds raised by the promotions, which would be supported by the friendly record labels, would go to the cause for which it was earmarked—less a fee or percentage of the proceeds which would be earned by the NARA member through whose efforts the promotion was developed, and who perhaps would also be able to push it over his radio facilities.

Those who favor such an approach point out that it would accomplish many things at once, such as the good done for a worthy cause, the increased stature it would give the DJ in his community, the decided financial benefits acquired for the jocks, and the supplementary promotion values accruing by co-operation with the labels. And all of this, its proponents feel, is within the spirit and letter of current broadcast regulations.

**New Recognition**

Whether or not this or similar plans come to fruition here, it is obvious that with this convention, NARA has achieved a greater recognition than previously accorded the group. The turnout of the record manufacturers, including the largest companies in the industry, was one evidence of this. It was also reflected in the well organized set-up of greeting arriving delegates. This efficiency ranged from

a welcoming committee at the sign-bedecked airport to the minutely planned sessions. Arrangements were largely attributed to the efforts of staffers of Radio Station KATZ, St. Louis, local r.&b. outlet.

At press time it was learned that NARA President Bill Summers of WLOU, Louisville, Ky., had decided to stand for re-election after earlier indecision. He was expected to face at least three others who had expressed interest in the post. These were Larry McKinley of New Orleans, Joe Howard of Detroit, and Richard Stanz of Chicago.

Additional details of the NARA convention proceedings will be published in next week's issue of Billboard Music Week.

**Best Theater Mark**

• Continued from page 5

with BMI writers. As a means toward this end they have been working with writers who want to write for musicals in their Musical Theater Workshop, which features Lehmann Engel as moderator. Overseen by Bob Sour and run by Alan Becker, the workshop has helped new writers get assignments, and has given them chance to cut their eye-teeth on musical shows.

Most important it has developed a number of writers who have gone on to actually writing words or music for off-Broadway shows. Workshop is open to BMI or ASCAP writers and is now in its third year. BMI also awards prizes to top college variety show scores each year to encourage young song writers.

**Epic Credits Air Spots in Key Cities**

• Continued from page 5

heard the Epic message through one-minute spots on top-rated stations, using jocks familiar to listeners in those cities. Usually, 20 spots constitute the purchase, and these run for one week. They usually are earmarked for a single show or

at least, approximately the same time slots during different days of broadcast. Rabinowitz also noted that airings were concentrated in the Thursday, Friday and Saturday slots.

**Cities Reached**

So far, the Vinton commercials have been heard, in addition to WMEX and WIBG, on WLS, Chicago; KIMN, Denver; WQXI, Atlanta; WDRC, Hartford; KYA, San Francisco; WINS, New York; KDWB, Minneapolis; WOKY, Milwaukee; WKIX, Raleigh, N. C.; KFWB, Los Angeles; WKY, Oklahoma City; WIL, St. Louis; WCAO, Baltimore; KEWB, San Francisco, and WWDC, Washington.

Until now, the action has been pinpointed strictly in the radio field, with one exception. In Baltimore, Stan Hoffman, of Marnel Distributors, lined up a special promotion involving six spots on the Buddy Deane local TV hop show on WJZ-TV, "Portrait in Music," and was also called highly successful.

With these brief excursions in purchased time being described as "gratifying," Epic is already planning a substantial expansion in the area of radio promotional time buys. Plans are in the works to advertise other LP titles in various fields. In these cases, stations will be selected by local distributors on the basis of types of programming approaches most suited to specific album product.

New tape dubs of a sample commercial, done by Dave Astor, a comedian recently signed by Columbia Records, have been sent out to distributors for their appraisal for local spot purchases. Rabinowitz produced the sample commercial last week.

**20th Head Denies**

• Continued from page 4

had done a strong selling job with its Million Selling Hits line, which is the firm's \$1.98 line consisting of many of its old LP's.

He also pointed out that 20th Fox had just joined the World Record Club of Great Britain, and that it expected to move a lot of its recordings through the club.

**Inside Track**

Bova noted that Ted Cain, music director for 20th Fox Pictures, was working closely with him on the Coast to acquire talent and material. Bova said that the 20th Fox record firm was getting first crack at all picture scores controlled by 20th Fox.

Bova said that the board of directors of 20th Fox films, including Spyros Skouros, was solidly behind the record division. He said that he expected Darryl Zanuck, the new head, to support the board's recommendations.

**Mercury Big Names Dot  
New Product on Wing**

CHICAGO—Mercury is issuing new Wing product this month featuring some of the line's top names. New releases will spotlight the Platters, Dick Hayman, Eddie Heywood and Jan August on the low price line.

**DON'T CRY, MR. BEETHOVEN...**

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

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

It's New! It's Available Now!

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



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

← List \$4.95

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

For trade prices contact:  
Miss Caroline Collett, General Manager



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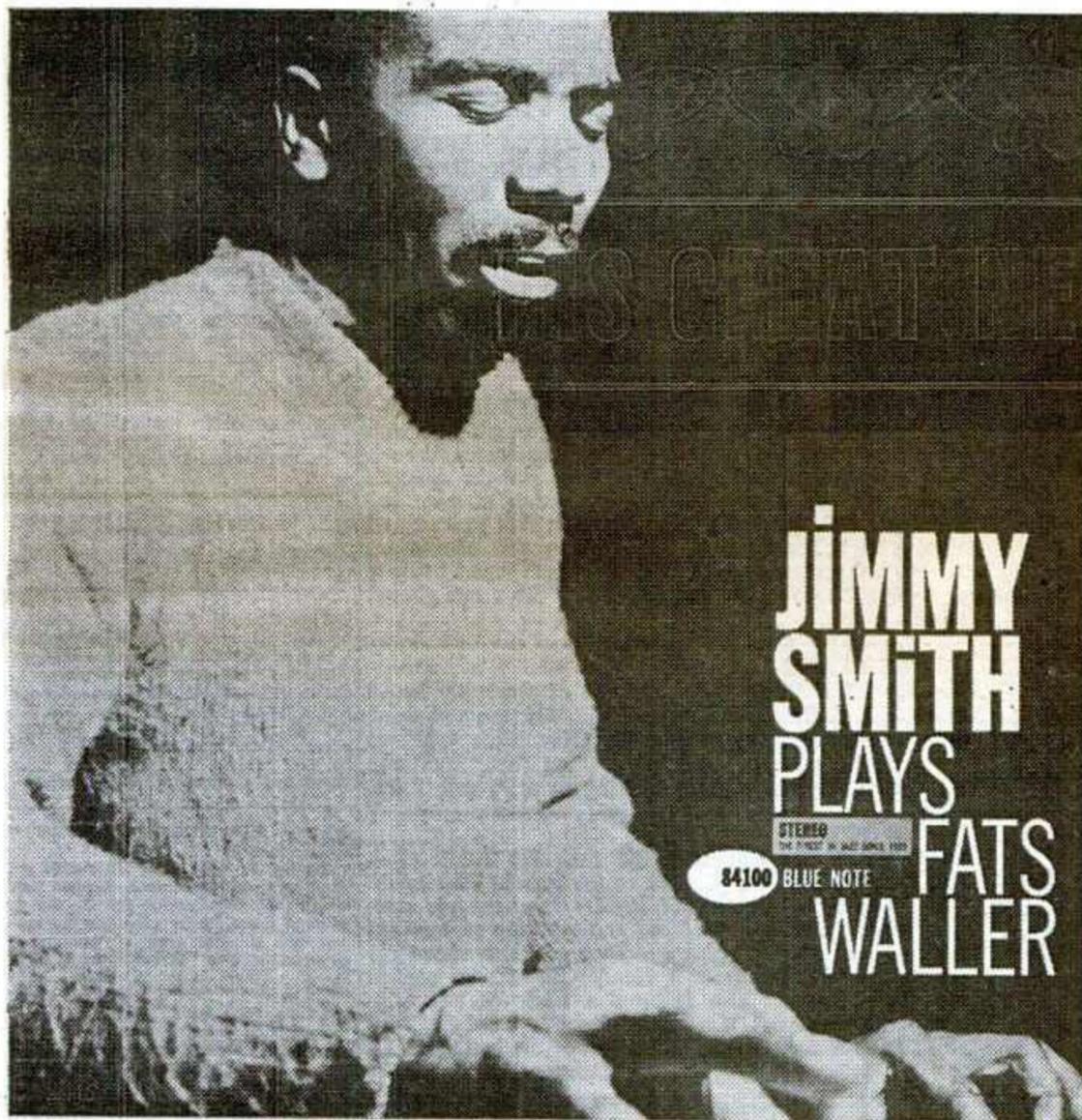


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# JIMMY SMITH

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MUSIC WEEK  
**SPOTLIGHT ALBUMS  
OF THE WEEK**

**Cash Box**  
Pick of the Week



## JIMMY SMITH PLAYS FATS WALLER

**BLUE NOTE 4100**  
(Stereo 84100)

Set to Climb  
the Pop Charts  
with Jimmy's  
Great Renditions  
of Fats Waller's  
Favorites.

**THE HIT SINGLE FROM THIS ALBUM**

**Everybody Loves My Baby/Ain't She Sweet**

BLUE NOTE 45-1851

**BLUE NOTE**

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

# ALBUM REVIEWS

## 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

**THEME FROM A SUMMER PLACE**—Dick Roman (Harmon HLP 5001) "Touch of Love" (Turntable, BMI) (2:30)

**CONNIE FRANCIS DANCE PARTY!**—Connie Francis (MGM E 4022, SE 4022) "Johnny Dartin" (ASCAP) (2:15); "Hey Ring-A-Ding" (ASCAP) (2:35)

**SANDY NELSON GOLDEN HITS**—Sandy Nelson (Imperial LP 9202) "Be Bop Baby" (BMI) (2:07)

**COMPELLING PERCUSSION** — Sandy Nelson (Imperial LP 9204) "Alexes" (BMI) (2:00)

**SINATRA AND SWINGIN' BRASS**—Frank Sinatra (Reprise R 1005, R 9-1005) "Love Is Just Around the Corner" (Famous, ASCAP) (2:28)

**LAWRENCE WELK'S BABY ELEPHANT WALK AND THEME FROM THE BROTHERS GRIMM**—(Dot DLP 3457, DLP 25457) "Love Me Tender" (2:18)

**IAN AND SYLVIA**—Ian Tyson and Sylvia Fricker (Vanguard VSD 2113) "C. C. Rider" (2:52)

### JAZZ

**BUSINESS MEETIN'** — Carmell Jones (Pacific Jazz PJ 53) "That's Good" (West Coast, ASCAP) (6:06)

**BRAZILLIANCE, VOL. 2**—Bud Shank (World Pacific WP 1419) "Little Girl Blue" (Harms, ASCAP) (2:30)

### FOLK

**THE EXCITING WORLD OF GEULA GILL**—Geula Gill (Columbia CL 1859, CS 8659) "Arava Arava" (2:42)

## \*\*\* STRONG SALES POTENTIAL

\*\*\*\* **FRANK SINATRA CONDUCTS MUSIC FROM PICTURES AND PLAYS** Reprise R 6045 (M); R 9-6045 (S)—Attractive instrumental versions of a strong collection of tunes, from the recent smash "Moon River" to "Little Girl Blue." All of the songs are from pictures or plays and the large orchestra is conducted by the talented hand of Frank Sinatra. Good lush background music here.

\*\*\*\* **THE HI-LO'S HAPPEN TO FOLK SONGS** Reprise R 6034 (M); R 9-6034 (S)—The boys on their first Reprise outing turn to a collection of folks and folk-oriented tunes, many of which have been pop hits at one time or another. For example, there is "Yellow Rose of Texas," "Gotta Travel On," "Cotton Fields," "Sixteen Tons," "On Top of Old Smokey," etc. The boys hand them all their distinctive vocal harmony sounds, and in many cases, the treatment is completely distinctive.

(Continued on page 31)

### Pop

#### SINATRA AND SWINGIN' BRASS



Frank Sinatra. Reprise R 1005 (M) R 9-1005 (S)—Here's another prime package of 12 middle tempo Sinatra performances. The singer is at his best through most of the LP. The backgrounds are punctuated with bright, swinging Neal Hefti writing, not only for brass, but reeds and rhythm as well. The material is made up of standards done in the high-flying Sinatra style. His latest single "Goody Goody" is on tap along with "Tangerine," "Love Is Just Around the Corner," "I'm Beginning to See the Light" and "Ain't She Sweet."

#### COMPELLING PERCUSSION



Sandy Nelson. Imperial LP 9204—Drummer Sandy Nelson continues to search out new areas for his talents. This unusual LP follows the "Around the World" format of extended tracks and other than straight rock material. One whole side is devoted to drumming pure and simple. The flip has a unique, exotic sounding eight-minute track called "Civilization" besides rockers like "And Then There Were Drums," "Alexes" and "Jump Time."

#### THE WONDERFUL WORLD OF THE BROTHERS GRIMM



Sound Track. MGM 1E3 (M); S1E3 (S)—Highlights from the current MGM movie are tied together with a narration by Charles Ruggles and the brilliant musical background composed by Bob Merrill. The voices of the stars, Jim Backus, Laurence Harvey, Terry Thomas, Buddy Hackett and others are heard as are sound effects that detail the story. This is a fine children's package. Theme from the picture is spotted throughout the dramatic narration. The de luxe package comes with a colored, illustrated book that tells the story of the film.

#### SANDY NELSON GOLDEN HITS



Imperial LP 9202 — Drummer Sandy Nelson swings through some of the great all-time hits on this instrumental LP. The album features the drummer and his combo, playing such outstanding rock and roll hits as "Kansas City," "Splish Splash," "Rock House," "Early in the Morning" and "Walkin' to New Orleans." "Boney Moronie" and "Be-Bop Baby" also come off in great style.

#### CONNIE FRANCIS DANCE PARTY!



MGM E 4022 (M); SE 4022 (S)—Here's Connie's second twist beat album in recent months and this, like the first in this series, could easily generate chart action. All the tunes are bouncy, in the rockin', eight-to-the-bar blues setting, to which the twist is done. Titles include "Mr. Twister," "Teach Me How to Twist," "Hey Ring a Ding," etc. The gal is nicely backed by chorus and a swingin' band. A lot of activity should develop here.

#### THEME FROM A SUMMER PLACE



Dick Roman. Harmon HLP 5001 (M) and (S)—Dick Roman, the lad who is now hot with "Theme From a Summer Place," shows off his warm and legit-type voice on a varied collection of tunes. The songs range from standards such as "Climb Every Mountain" and "In the Still of the Night," to newies like "Take Good Care of Her" and "Touch of Love," all of which he handles neatly. Backing is lush, too.

#### COUNTRY STYLE



Sandy Nelson. Imperial LP 9203—Sandy Nelson's third album of the week features the lad playing country specialties. The group goes through the repertoire of country hits and comes up with some real winners. The tempo varies from track to track and throughout Nelson's ability with the sticks is evident. "Wolverton Mountain," "Geisha Girl," "Wild Side of Life" and "Four Walls" are some of the better tracks.

#### THE BEST OF JERRY BUTLER



Vee Jay VJLP 1048—This album contains most of the songs that Jerry Butler has turned into hits over the past few years. They include such sides as "He Will Break Your Heart," "Find Another Girl," "Moon River," "For Your Precious Love" and "Rainbow Valley." Sure to appeal to the singer's many teen fans.

#### LAWRENCE WELK'S BABY ELEPHANT WALK AND THEME FROM THE BROTHERS GRIMM



DOT DLP 3457 (M); DLP 25457 (S)—Maestro Welk again takes the title of a recent pop hit single and builds an album around it. Recently on singles were both titles listed in the album title, and for the balance, the Welk band plays listenable, danceable arrangements of an array of tunes that have been big recorded hits over the years. For example, the album offers "Are You Lonesome Tonight," "Vaya Con Dios," "Three Coins in the Fountain," "Because of You" and "Gigi." Good wax that should take its play with earlier fast-selling Welk entries.

#### IAN AND SYLVIA



Ian Tyson and Sylvia Fricker. Vanguard VSD 2113—The two young Canadian singers of pop-folk songs could make a strong impact on the American market. Ian Tyson and Sylvia Fricker are enthusiastic singers of folk efforts of all types, taken from Negro blues, spirituals, Irish folk tunes, Canadian folk tunes, and American epics. They handle them in a modernish, fresh manner that should appeal to college folkniks. Songs include "Old Blue," "C. C. Rider," "Rambler Gambler" and "Handsome Molly."

#### SEALED WITH A KISS



Brian Hyland. ABC-Paramount ABC 431 (M); ABCS 431 (S)—Brian Hyland is about as hot as an artist can be right now, with the single "Sealed With a Kiss" riding the top of the charts. Here's the same single, along with the flip of that disk "Summer Job," another recent entry. "Ginnie Come Lately," and a flock of others, all showcasing the singer in admirable style. To add to the teen appeal of the set, there's a handsome color shot of Hyland on the cover.

#### SPANISH GUITAR



Tony Mottola and His Ork. Command RS 841 SD (S)—After capturing the fancy of sound-conscious buyers with his two "Roman Guitar" albums, Mottola comes through with an equally lustrous performance on the Spanish guitar. Mottola employs a standout group of nine top guitarists, with Doc Severinsen, trumpet; Phil Bodner and Stanley Webb, woodwinds, and rhythm and percussion. A beautiful performance of such items as "Frenesi," "Lady of Spain," "Tico Tico" and "Estrelita." This one should move up fast.

#### THE BEST OF DEE CLARK



Vee Jay VJLP 1047—This collection of previously issued Dee Clark singles should do well with his teen followers. Sides range from his current hit "Hey Little Girl" to "You're Looking Good" and "How About That." Solid wax for dealers, especially those catering to the young trade.

#### TWO TICKETS TO PARIS



Sound Track. Roulette R 25182 (M); SR 25182 (S)—This is the original sound track to the current Dee movie "Two Tickets to Broadway." Besides Dee, the pic stars Gary Crosby and Kay Medford and both are represented here. The album has swing and style and also shows off the writing skill of arranger Henry Glover who penned the score. The set also features a track or two with strings. "Everytime," "Left Bank Blues," "C'est Ci Bon," and "Twistin' on a Liner," are some of the better tracks.

(Continued on page 31)

# This one is THE hit single from STOP THE WORLD - I WANT TO GET OFF

Book, Music and Lyrics by Leslie Bricusse and Anthony Newley

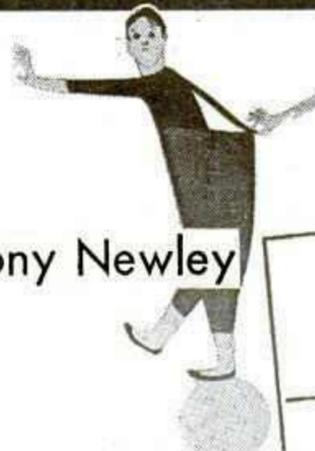
Sung by the star of the show

# Anthony Newley

## WHAT KIND OF FOOL AM I

### gonna build a mountain

b/w 45-9546



### Cash Box LOOKING AHEAD

4 WHAT KIND OF FOOL AM I Anthony Newley (London 9546)

### Cash Box RADIO ACTIVE CHART

16%	16%	16%	16%	16%
15%	15%	15%	15%	15%
14%	14%	14%	14%	14%
13%	13%	13%	13%	13%

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

# SINGLES REVIEWS

**Pop**

**JIMMY DEAN**



**LITTLE BLACK BOOK** (Plainview, BMI) (2:33)—Jimmy has a bright rocking item here that's touched with country accents. The side features a clever lyric that has to do with his ability with the ladies, and the side also has a good dance rhythm. The flip is "Please Pass the Biscuits" (Sonnet, BMI) (2:54). **Columbia 42529**

**CARDIGAN BROTHERS**



**EVERYBODY LOVES A GUY NAMED JOHNNY** (Aldon, BMI) (2:06)—Another powerful side from Aldon. The boys sing a mighty clever tune that incorporates a fistful of song titles into the lyric and some hard-sell smart backing. This is first-rate teen wax. The side is backed with "Say Hello (Goodbye Makes Me Cry)" (Aldon, BMI) (2:04). **Motion 3000**

**THE CHAMPS**



**LATIN LIMBO** (4-Star, BMI) (2:07)—**LIMBO DANCE** (4-Star, BMI) (2:03)—The Champs have two potent sides as follow-ups to their current "Limbo Rock" and either or both could make it. Side 1 has a wild sound with sax playing in the Tex-Mex style, and strong Guadalajara guitar passages. The flip is a pop-styled limbo with the lads chanting the verse which explains how the limbo dance is done. **Challenge 9162**

**THE SHIRELLES**



**STOP THE MUSIC** (Vee-Ve, BMI) (2:15)—**IT'S LOVE THAT REALLY COUNTS** (Plan Two, ASCAP) (2:17)—The Shirelles should keep up their hit string with these two strong sides. Topper is a catchy rockaballad with a Latin touch and a strong job by the lead; flip is a lovely ballad handed a touching, soft reading by the girls. **Scepter 1237**

**ANDY WILLIAMS**



**DON'T YOU BELIEVE IT** (Doff, ASCAP) (2:28)—A most attractive new ballad receives a first-rate performance by the stylish singer with a solid assist from ork and chorus. Could be his biggest yet on the label. Flip is "Summertime" (Gershwin, ASCAP) (3:05). **Columbia 42523**

**JIMMY SMITH**



**OLD MAN RIVER** (T. B. Harms, ASCAP) (2:58)—The organist gets a chance to swing on this driving version of "Old Man River" from his current hit album "Bashin'." A big band sporting an Oliver Nelson arrangement, supports Smith here. Flip is "Bashin'" (Edmy, BMI) (2:25). **Verve 10262**



**SOMEDAY** (When I'm Gone From You) (Woodbury-Saima, BMI) (2:10)—**PUNISH HER** (January, BMI) (1:52)—The young chanter has two salable efforts here with the first up an especially strong outing, featuring Vee with the Crickets in a solid blues rocker. Flip is a pleasant, teen-styled ballad that can also collect coin. First has an edge, however. **Liberty 55479**

**SANDY NELSON**



**LIVE IT UP** (Travis, BMI) (1:45)—**AND THEN THERE WERE DRUMS** (Travis, BMI) (2:30)—The drummer man is back again with what promises to be another pair of winners. Top side is a solid item indeed, done in twist mambo beat that should please all dancers. Flip features more pounding skins in an effort somewhat reminiscent of "Sing Sing Sing." Watch 'em. **Imperial 5870**

**AL JONES**



**TOO LONELY THIS SUMMER** (Sure-Fire, BMI) (2:27)  
**YOU'RE FAITHFUL ANNA** (Sure-Fire, BMI) (2:33)—Here's a strong coupling for a fine chanter. Jones turns in a mighty effective performance of a good seasonal ballad on top. Flip is a medium-beat tune, with a good teen message and sound. Watch both. They can happen. **Jamie 1232**

**KENNY WILLIAMS**



**SUGAR LUMP** (Trinity, BMI) (2:31)—Williams bows on the Carlton label with a fine ballad tribute to his girl friend. The side has a catchy rock beat and it has the power to move out. Flip is "The Shoe's on the Other Foot Now" (Beachwood, BMI) (2:05). **Carlton 578**

**BOBBY VEE**

**EARL GRANT**



**SWEET SIXTEEN BARS** (Progressive, BMI) (2:48)—Grant has been doing well of late both albums and singles-wise and this solid, gospel-styled arrangement of the fine Ray Charles tune can keep the string going. Slow, soulful organ and piano work make it a standout. Flip is "Learnin' the Blues" (Barton, ASCAP) (3:35). **Decca 25574**

**THE CADILLACS**



**WHITE GARDENIA** (Richben, BMI) (2:43)—The group essays a classy sound indeed here in this tome of a bull-fighter, his blood and the loss of his love. A real tragedy ballad done somewhat in the Ben E. King style by the lead with solid background by the group and mariachi trumpets. Watch it. Flip is "Groovy Groovy Love" (Robert Mellin, BMI) (2:10). **Capitol 4825**

**Rhythm & Blues**

**BOBBY BLAND**



**STORMY MONDAY BLUES** (Gregmark, ASCAP) (3:01)  
**YOUR FRIENDS** (Don, BMI) (2:21)—The soulful blues chanter is at his best on these two fine efforts. First is an old tune, done up in his warm and pulsing style. Flip is much in the same, slow and moving groove. Solid wax that could also have some pop impact. **Duke 355**

**Country & Western**

**BUCK OWENS**



**I CAN'T STOP (MY LOVIN' YOU)** (Bluebook, BMI) (2:54)—**KICKIN' OUR HEARTS AROUND** (Central Songs, BMI) (2:32)—Owens, a sustained chart entry, has two more fine sides here. On top is a potent weeper done with heart to traditional country backing. Flip is another weeper, this time on the upbeat side and done to equally good backing. Either way here. **Capitol 4826**

## SPECIAL MERIT SINGLES

**Pop Disk Jockey Programming**

**SHERMAN EDWARDS**

★★★★ **THE WALTZ OF THE TOREADORS** (Bourne-Rank, ASCAP) (2:20)

★★★★ **ELISE** (Bourne-Rank, ASCAP) (2:24). Laurie 31

**RALPH SHARON**

★★★★ **JUST BECAUSE** (Leeds, ASCAP) (2:35) Duchess 1017

**PEREZ PRADO AND HIS ORK**

★★★★ **LA RAGAZZA** (Peer Int'l, BMI) (2:35)

★★★★ **VIA VENETO—CHUNGA** (Peer Int'l, BMI) (1:55) RCA Victor 8077

★★★★ **STRONG SALES POTENTIAL**

(BEAVER) **JERRY MATHERS**  
 (★★★★) **Wind Up Toy**—ATLANTIC 2156—TV's star Mathers, who is on the "Leave It to Beaver" show, has a cute novelty item here. The lad sings it aggressively against medium tempo beat from a combo and chorus of chicks. (Trinity, BMI) (2:06)

★★★★ **Don't Cha Cry**—Sweet Latinish ballad that has a sentimental touch with mandolin and catch tempo. Might stir some action. (Hill & Range, BMI) (2:25)

**THE LINCOLNS**

★★★★ **Ride the High Country**—KAPP 471—The theme from the MGM pic is handled in easy style by the boys here. The voices blend nicely and softly while bongo and guitars accent the rhythm. (Miller, ASCAP) (2:41)

★★★★ **Karl Waits for Me**—This is a tune of the folk-pop style. The group sings in a soft, lyric style against guitar and rhythm backing. (Montclare, BMI) (2:14)

**BOBBY WILBER**

★★★★ **Mexican Maiden**—KAPP 459—A swinging little ditty is played by clarinetist Wilber and his Dixieland combo. The tune has a catchy air and beat that might get  
 (Continued on page 32)

**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.



# BOBBY (BORIS) PICKETT MONSTER MASH

Produced by GARY S. Paxton

44167

GARPAX RECORDS ONE OF THE AMERICAN LONDON GROUP

# NAB Lays Down Liquor Ads Line

WASHINGTON—The National Association of Broadcasters Code Authority last week handed down formal guidelines aimed at strengthening the association's already stern stand on radio and television liquor commercials.

The move is part of a general cleanup of programming and commercials suggested at the recent NAB convention in Chicago. Goal was to eliminate certain "undesirable" situations to convince Federal Communications Commission Chairman Newton Minow that government rule-setting was unnecessary.

Prime target was a series of commercials aired on several stations—mainly FM outlets—on behalf of Old Hickory bourbon.

NAB's Code Review Board, headed by Cliff Gill, president and general manager of KEZY, Anaheim, Calif., had convinced the stations—which were not NAB code subscribers—to drop the liquor plugs.

This was significant, Board

spokesman said, since it showed that the Board can influence not only code subscribers, but also non-subscribers. (Only 55 per cent of NAB radio members subscribe to the code and that represents only 32 per cent of all stations.)

The new NAB guidelines against liquor advertising supersede all previous interpretations.

Prohibition against advertising of hard liquor applies to such products as "whiskey, brandy, rum, gin, vodka, cordials, liqueurs and wines containing more than 24 per cent alcohol by volume. It also includes mixed beverages containing these products."

Advertising for stores that sell liquor "in addition to other beverages or products" is acceptable if there is no mention or display "in any way, of distilled spirits or implied references thereto. But use of the word 'liquor' as part of the sponsor's name is prohibited."

The guidelines note: "If copy or visual material is used to adver-

(Continued on page 30)

## PROGRAMMING PANEL

### THE QUESTION:

As emcee of a remote deejay show from an amusement center this summer, what in your opinion are the prime advantages and/or disadvantages of such a program?

### THE ANSWERS:

#### BIG WILSON

WNEW, New York

WNEW has been doing a half-hour remote



pickup of top orchestras from Freedomland during my Saturday broadcast. The advantage is that we have brought back to radio the live sound of big bands. It is a pleasant change of pace which

our listeners like. In a way, these pickups are similar to WNEW's monthly "Music Spectaculars," which feature the best musicians today in performances "live on tape."

#### PAT LEWIS KING, Seattle

It becomes increasingly evident while doing a daily show from a glassed-in control room of tomorrow (at Seattle's World's Fair) that most fairgoers have never seen a disk jockey in action. They watch intently, listen even more carefully, and seem to enjoy the commercials just as much music and ad libs. I'm not sure this is flattering, but it's nice to know that deejaying will still be big in Century 21.

#### ED HURST

WRCV-TV, Philadelphia

Disadvantages: none. Advantages: program, originating live from Atlantic City's Steel Pier in summer, is now in its fourth year. Affords greater coverage area from which to draw talent for variety portion of show. Since Pier is world famous,

we have its vast resources and facilities in having professional performers appearing at the Pier also appear on program. Has a ready-made "live" audience as well as WRCV's big audience. An ideal promotion vehicle for record distributors.

#### BRUCE MORROW

WABC, New York

Doing a remote record show from Palisades Amusement Park is one of the greatest ways I know to get out and meet my audience. Facilities, accessibility and experienced station personnel are all important and fortunately available at Palisades Park and WABC in abundance. Sponsor interest has been tremendous. Possibilities for commercial tie-ins are unlimited. Weather is just about the only disadvantage, but so far we've been lucky.



# VOX JOX

By JUNE BUNDY

**NEW FORMAT CLICKS:** Dealers and manufacturers in the Twin Cities area no doubt were unhappy to learn that WMIN, St. Paul, has adopted an all-news format, and has dropped all music programming. . . . Station KOL, Seattle, adopted a new format last month—"Concept 21"—blending old hits of the past with new releases. On the basis of a survey of local dealers, which indicated that many former hits were still sizable sellers, KOL program director John Stone (together with a local dealer, the Ware House of Music) compiled a list of the top 1,300 Golden Hits of the past. The list was put in catalog form and made available to the public at no cost. The new format spotlights 30 minutes of Golden Hits and 30 minutes of new releases each hour. Stone reports that ratings have risen 25 per cent and sales have shown a similar increase since the introduction of the new format.

**CAT GIMMIX:** Deejays were on a cat kick last month. Station WHIH, Norfolk, ran into unexpected chaos with a Friday the 13th contest. The outlet advertised that any listener born on any Friday the 13th would receive a black cat and a year's supply of cat food. By 3 p.m. Friday, WHIH had given away nine black cats and calls were still coming in, but the station's supply of ebony felines was almost gone. Program director Jack Baker finally solved the problem by appealing to dialers for fresh supplies. . . . Also on a cat kick last month was Joel Sebastian, WXYZ, Detroit. The jock staged a contest to locate "The Miss America of Alley Cats," in conjunction with a promotion of Atlantic Records new single "Alley Cat" by Bent Fabric. Listeners were asked to send in pictures of their favorite alley cats. Winner will receive "a year's supply of catnip and one yard of Bent Fabric." . . . Our favorite cat-deejay story is told by Ann Myers, pretty wife of Pete Myers, WNEW, New York. The Myers have a Siamese cat who ordinarily shuns the radio. However, whenever he hears his master's voice on the air, he leaps to the top of the radio and lies there purring happily through the commercials.

**NAT COLE TRIBUTES:** Nat Cole was honored by a flock of stations throughout the country this month in celebration of his 25th anniversary in show business. For example, Station WOWO, Fort Wayne, Ind., staged a Nat Cole Day August 6—playing a Cole disk every half hour all day long, along with specially recorded congratulatory messages from other artists. . . . A Nat Cole Day also was featured by KALL, Salt Lake City. On July 28 only Cole records were played on KALL. At the same time the outlet gave away a Cole album and free tickets to a local Cole concert every hour. The star was appearing at the Lagoon, a summer resort.

**FRIML DAY ON WDOK:** Station WDOK, Cleveland, paid tribute to Rudolf Friml last month with a special Friml Day. Only Friml tunes were played from 10 a.m. to 4 p.m. The 83-year-old composer trekked to Cleveland for the occasion. In addition to appearing on WDOK, he was feted at a luncheon. Fred Wolf, general manager of WDOK, was born in Prague, Friml's birthplace, and is a lifelong friend of the veteran composer. The Friml Day promotion was timed to coincide with an appearance by Friml at the Summer Pop Concert of the Cleveland Orchestra.

Jack Fleming is new general manager of KBTR, Denver. . . . New call letters of KRIC AM and FM, Beaumont, Tex., now under new management of the Texas Coast Broadcasters, are KAYC-AM and KAYD-FM. New staffers at the outlets include Ed Ditter, station manager; Joe Walker, program director; Brook Carroll, commercial manager; Jack Easterwood, chief engineer; John Woody, news director. Deejays—all held over from the KRIC regime—include Buck Rogers, Ed Kobak, Dave Pearson and Ronnie Rice.

## ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about not disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

### THE SPRINGFIELDS (Philips)



**NAMES:** Tom Springfield, Dusty Springfield, Tim Feild. **HOME TOWN:** Tom and Dusty Springfield, West Hampstead, England. Tim Feild, born in America, now a naturalized Englishman. **EDUCATION:** The Springfields, high school. Tom Springfield is an accomplished linguist. Tim Feild, college. **BACKGROUND:** It was just two years ago that Tom Springfield was singing and playing guitar in a noted London night club when his partner

enlisted the aid of Tim Feild to join him as his vocal partner. The boys hit it off well and within a short time their popularity with the society and debutante set prompted organization of a permanent vocal-instrumental team. After Dusty Springfield, Tom's younger sister, joined the act, the trio called themselves the Springfields, and with a repertoire of songs in nine languages, accomplished musicians on piano, guitar, banjos and conga drums, in addition to their writing and arranging talents, the trio zoomed to the top of British show business. Last year they were voted the top vocal group of 1961 by one of England's leading music magazines, the New Musical Express.

**LATEST SINGLE:** The Springfields' American debut disk, spinning on the new Philips label, is a fresh arrangement of a sentimental oldie, "Silver Threads Among the Gold." The modern version is tagged "Silver Threads and Golden Needles." The side moves up smartly on the Hot 100 this week to the No. 50 slot as a Star Performer.

### THE DUPREES (Coed)

**NAMES:** Joseph Canzano, Mike Arnone, Tom Bialaglow, John Salvato, Joe Santollo. **BIRTHDAYS:** April 3, 1943; September 19, 1943; November 5, 1940; July 9, 1940; July 23, 1943. **HOME TOWN:** Jersey City, N. J. **EDUCATION:** High school. **HOBBIES:** Canzano, Arnone, and Santollo, sports; Bialaglow, boats and racing cars; Salvato, football and fishing. **BACKGROUND:** Two years ago, five teen-age boys decided to form a vocal group and make their fortunes in show business. They called themselves the Duprees and met two nights a week in each other's homes to rehearse. In the spring of 1962, the five lads put on their best suits and came to New York where they auditioned for George Paxton of Coed Records. That audition resulted in a recording contract.

**LATEST SINGLE:** The group's first single for Coed called "You Belong to Me" is scoring well on the Hot 100. This week the hot chart item swings into the No. 31 slot as a Star Performer.



## 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 August 26, 1957

1. Tammy, Debbie Reynolds, Coral
2. Teddy Bear, Elvis Presley, RCA Victor
3. Diana, Paul Anka, ABC-Paramount
4. Searchin', Coasters, Atco
5. Love Letters in the Sand, Pat Boone, Dol
6. Bye Bye Love, Everly Brothers, Cadence
7. That'll Be the Day, Crickets, Brunswick
8. Rainbow, Russ Hamilton, Kapp
9. Send for Me, Nat King Cole, Capitol
10. So Rare, Jimmy Dorsey, Fraternity

### POP—10 Years Ago August 23, 1952

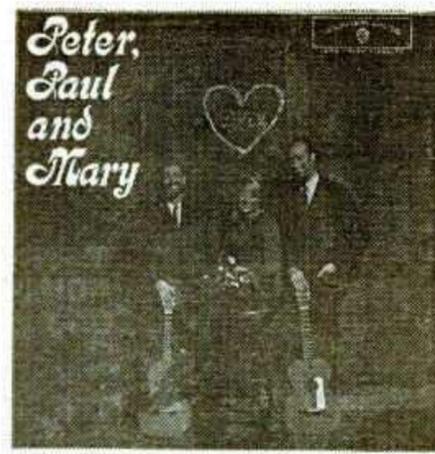
1. Auf Wiederseh'n Sweetheart, V. Lynn, London
2. Boch-A-Me, R. Clooney, Columbia
3. Half as Much, R. Clooney, Columbia
4. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
5. Delicado, P. Faith-S. Freeman, Columbia
6. High Noon, F. Laine, Columbia
7. Here in My Heart, A. Martino, BBS
8. You Belong to Me, J. Stafford, Columbia
9. Walkin' My Baby Back Home, J. Ray, Columbia
10. Maybe, P. Como-E. Fisher, RCA Victor

### RHYTHM & BLUES—5 Years Ago—August 26, 1957

- Searchin', Coasters, Atco  
Send for Me, Nat King Cole, Capitol  
Teddy Bear, Elvis Presley, RCA Victor  
Short Fat Fannie, Larry Williams, Specialty  
Farther Up the Road, Bobby Blue Bland, Duke

- Bye Bye Love, Everly Brothers, Cadence  
Whispering Bells, Del Vikings, Dol  
Stardust, Billy Ward, Liberty  
Long Lonely Nights, Clyde McPhatter, Atlantic  
Jonny, Jenny, Little Richard, Specialty

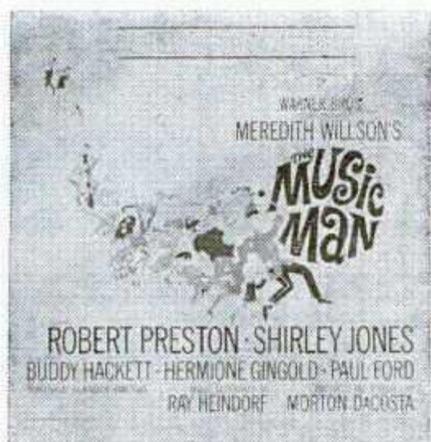
# 5 ON THE CHARTS



PETER, PAUL & MARY



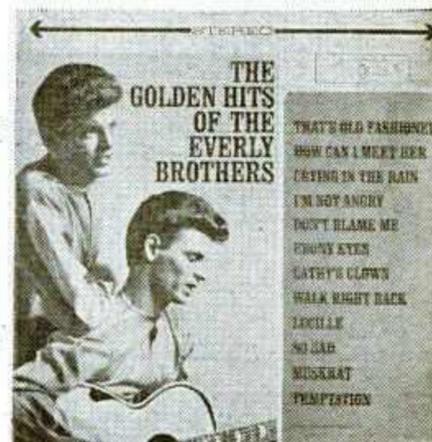
ROME ADVENTURE



"THE MUSIC MAN"

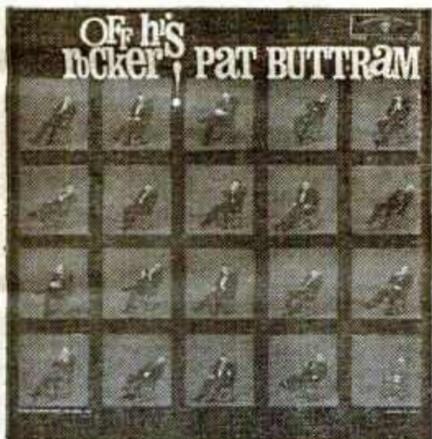


JOANIE SOMMERS

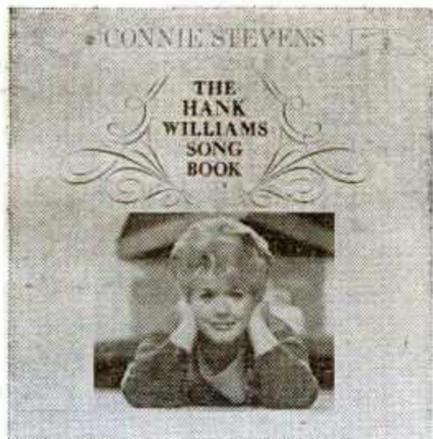


THE EVERLY BROS.

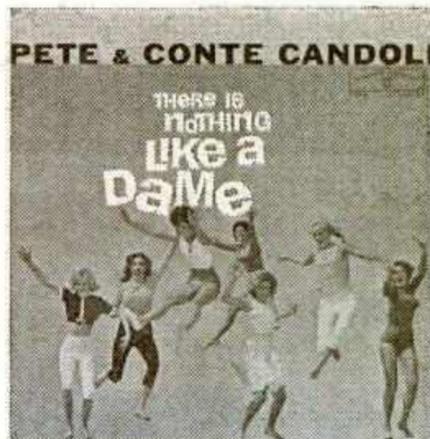
# AND MORE COMING...



PAT BUTTRAM



CONNIE STEVENS



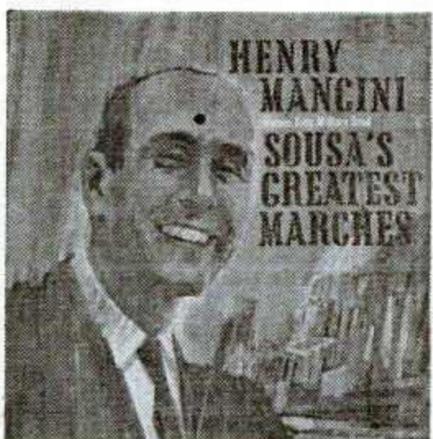
PETE AND CONTE CANDOLI



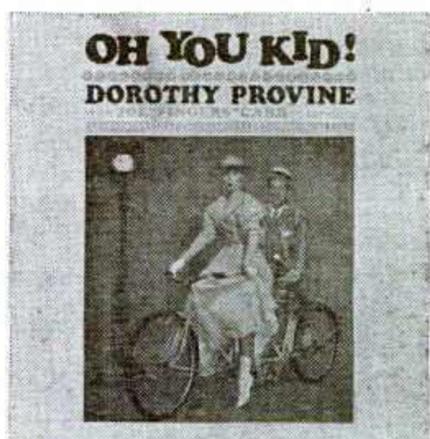
PROJECT COMSTOCK



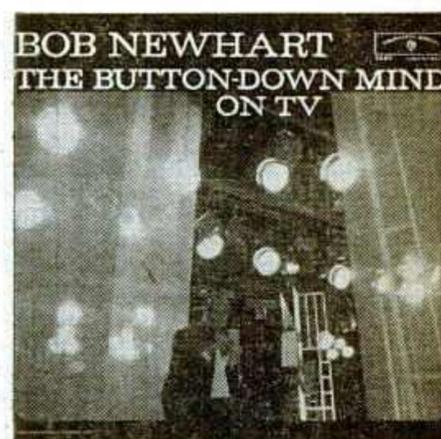
LET'S DUET



HANK MANCINI



OH YOU KID



BOB NEWHART



GLENN MILLER



PASSPORT TO PLEASURE

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4000 Warner Boulevard., Burbank, California

# International News

Continued from page 20

another attempt in the pop field with a Danish version of Italy's "Quando, Quando," to be released within a few weeks.

## EIRE

### Lean Summer for Irish Records

By KEN STEWART  
Teenage Express, Dublin  
Because of the decline in the number of visitors, and the amount

of money spent by them, the disk industry is having an uncommonly hard summer. Thomas Manahan, chief of Irish Record Factors, told BMW: "Irish records which should be selling well are not. Lack of tourists is the direct reason. Also, those who do come are buying fewer disks than usual."

One of the best sellers for I.R.F. at the moment is the set of three John McCormack EP's on the RCA label. Nine of the songs were taken from a previously released RCA Camden album; three were originally on 78's only. The group's other strong items include Elvis Presley's EP of "Follow That Dream" and his "Good Luck Charm" single, "Adios Amigo," Jim Reeves, "Yes, My Darling Daughter," Eydie Gorme, and "Forty Shades of Green," Johnny Cash, still well in the running after being issued several months ago.

#### Disk News

Connoisseur Records asked Strabane singer Nita Norry to cut an album for U. S. market. She will record it on her return from France. The disk will be released in time for her third American tour in late autumn.

## GERMANY

### Country Music Demand Growing

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

To meet the ever-growing demand for country music, Teldec issued more LP's and EP's and on RCA, these artists are featured for August: Jim Reeves, Hank Locklin, Jimmie Rodgers, Don Gibson, the Sons of the Pioneers, Darol Rice. A special album by RCA called "Guns and Cowboys" offers Jimmy Driftwood, Hank Snow, Eddy Arnold, Jim Reeves. In Munich a Texas store opened to sell country music and cowboy costumes, rifles and guitars.

#### Publishing

The young U. S. music firm Ebony, established by Klaus Ogermann in New York, with a branch in Lochham near Munich, reports that "Margarita" is getting good airing in Germany. Four records of "Margarita" are on the German market: Jack Ross on London, the Fellows on Telefunken-Decca, Bob Horny on the 777 label, and the Austrian ork of Johannes Fehring on Polydor.

Talent Tours: Herb Geller, Jean (Toots) Thielemans, Ronnie Hoss, Hans Koller and Arne Domnerus guest starred at the "Jazz Workshop" in Recklinghausen, Germany. . . . The Swedish jazz quintet of Staffan Abeleen play at the jazz spot Atlantic in Stuttgart, Germany. . . . U. S. sax star Herb Geller met Roland Kovac to discuss a contract with the dance and jazz ork of Radio West Berlin.

#### My Fair Lady

Sonja Ziemann and Wolfgang Lukschy are in Munich to start rehearsals for the Munich version of "My Fair Lady" to be opened in September at the Deutsches Theater.

#### WB Tour

World rep of Warner Bros. record division Bobby Weiss left Germany to visit the WB licensees in Singapore and Tokyo, setting a deal in Hong Kong. Bobby started his Far East trip in Istanbul, Turkey. He will stay at the Hotel Nikkatsu in Tokyo for the rest of August.

## Mikulski Distrib Of Osca Label

BRIGITTE KEEB  
Automaten Markt, Baraunswieg

Schallplatten Importdienst Bernhard Mikulski, Frankfurt, has taken over distribution of the pop label Osca, Munich. Mikulski, who runs the pop label Carina, is currently having a big juke box hit with "Lost Patrol," and is exclusive distributor for Verve and Roulette among others in Germany. The firm has also made a distribution deal with Italian Ri Fi. Ri Fi is issuing also the labels Primary and Variety. The program for Germany and Austria includes 25 singles, 3 EP's and 3 LP's, according to Mikulski.

#### Visitors Here

Norman Petty, composer of world hit "Wheels," looked in at Melodie der Welt Publishing Company, Frankfurt, and met with Karl Gotz, composer of the German million seller "Tanze mit mir in den Morgen," which was also published by Melodie der Welt, and Johann Michel.

#### Awards

Bob Moore's orchestra is to receive a Bronze Lion from Radio Luxemburg for "Mexico." As reported earlier, celebration takes place in the Essen Gruga-Halle August 25. A Gold Lion will be given to Freddy for "Wann Kommt das Gluck auch zu mir" and a Silver Lion to Mina for "Heisser Sand" and Conny Froboess will receive a Silver Lion, too, for "Zwei Kleine Italiener."

## HOLLAND

### Artists Return From Army Tour

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

On Saturday (4), Boyema's Imperial label and the Dutch musicpress welcomed the Marichica's and the Wicos at Schiphol airport. These artists returned from a trip visiting Dutch Army forces in New Guinea. The next day the Marichicas were the guests of an open air celebration by their fan club at Zandvoor.

Ten singles by the Mariners' Band of the Dutch Royal Navy have been released in special covers. . . Ben Steneker has had much success with his CNR single "Lonely River Rhine." He will perform this tune on Belgium and German TV. The arrangement and the direction are Addy Kleingeld's, a.&r. man of C.N. Rood L.C. . . . After a rather long period of absence Dutch organist Felke Asma is back again on the Philips label. His first recording is the Saint Saens' Third Symphony with the Hague Philharmonic Orchestra conducted by Willem Van Otterloo.

## HONG KONG

### Italian 'Al Di La' On Big Surge

By CARL MYATT  
27 A Estoril Court, Garden Road

The Diamond Music Company is elated with the success and selling power of their latest and biggest hit, "Al Di La" by the all-Italian Giancarlo Combo.

Following up the tremendous popularity of the film "Lovers Must Learn" (the title under which "Rome Adventure" was shown here), Diamond quickly recorded the tune by the Italian group, which is the resident band at one of the local night clubs—and they now

have one of the biggest hits of the year on their hands.

#### Visitors

Making one of his frequent visits to Hong Kong is N. Lian-Chin, proprietor of the Hup Hup Company with branches in Singapore and Malaya. Lian-Chin, who is one of the biggest dealers in phonograph records in the area, was responsible—along with Francis da Silva of the Diamond Music Company—for the visit to Singapore and Malaya of Linda Scott.

"There has been a marked increase in the sale of Linda's records, obviously due to her recent personal appearance tour" he said, but quickly added, "Unfortunately business is slow, despite the fact that we are spending more than ever on publicity."

Stars enjoying the most popularity in area are Cliff Richard, Elvis Presley, Connie Francis and Rick Nelson.

## ISRAEL

### Audiences Eager For Van Cliburn

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

Pianist Van Cliburn and English actor Sir John Gielgud are the two foreign artists participating in the Second International Music and Drama Festival being held in Israel August 15 to September 10.

All tickets to the seven concerts to be given by them have been sold out since the middle of July and a special effort is being made to persuade Van Cliburn to add another concert to his schedule.

A noticeable rise in the sale of Van Cliburn records has been registered during the past few weeks in major shops in Tel Aviv and Jerusalem. Growing interest is also evident in "The Ages of Man," the LP album recorded by Gielgud. It might be of interest to note that sales—meager as they are—of modern classical music, have increased as purchasers have demanded recorded works by Igor Stravinsky and Luigi Dallapiccola.

## ITALY

### Pop Song People To Convene Soon

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

A national convention of all elements in the pop song field—publishers, recording companies, composers, lyricists and singers—will take place at Acqui Terme September 1 and 2 with the full co-operation of the Ministry of Spectacle, RAI, SIAE and SEDRIM.

Greatest song audience in Italy turned out for an open-air waterfront event sponsored by Il Mattino, Naples morning daily, on the Via Caracciolo waterfront. Audience was estimated at 300,000 with other millions seeing the celebration via TV. Singers included Sergio Bruni, Claudio Villa, Carla Boni, Aurelio Fierro, with the orchestra of Mario de Angelis.

Gene Vincent, whose top Italian release has been "Be-Bop-A-Lula," is in the midst of a tour of 13 seashore and summer resorts with a troupe under the title of "International Twist Festival."

Neil Sedaka recorded four songs in Italian for RCA Italiana and made his debut on a taped TV special which also features Donatella Moretti, most promising of the new Italian voices, Jimmy Fontana and Gianni Meccia. . . . Ornella Vanoni, who has scored as both singer and actress, will make the latest effort to introduce American musical

(Continued on page 38)

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JOE HENDERSON  
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"AFTER LOVING YOU"  
Todd 1077  
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**BENT FABRIC**  
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ATCO 6226  
ATCO RECORDS  
1841 Broadway New York 23

"A Topper"  
FRANKIE AVALON  
A MIRACLE  
C-1115  
Chancellor

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JO BASILE • OSCAR BRAND  
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HICKORY 1177

MAXINE STARR  
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b/w "LOVE IS"  
New Hit #3039  
JOHNNY FOX  
"YOU LAUGH TOO MUCH"  
Newtime #507  
BETTY RENNE  
"DARLING, BLESS YOU"  
New-Art #1001  
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His Newest and Biggest Hit!  
JERRY LEE LEWIS  
HOW'S MY EX TREATING YOU  
b/w Sweet Little Sixteen  
Sun #379  
SUN RECORDS  
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**BIG HITS**  
That are here, or in the making.  
"STOP THE WEDDING"  
ETTA JAMES  
ARCO #5418

"PARTY ACROSS THE HALL"  
Yvonne Baker  
and the SENSATIONS  
ARCO #5420

"YOU CAN'T JUDGE A BOOK BY THE COVER"  
BO DIDDLEY  
CHECKER #1019

"FATHER KNOWS BEST"  
THE RADIANTS  
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## New Service Called 'Demand Radio' Provides Built-In Local Flavor

By SAM CHASE

NEW YORK—A 24-hour programming service for radio stations that has a built-in local flavor is now being marketed by Mars Broadcasting, Inc., of Stamford, Conn., under the name of "Demand Radio." The service also differs from others in that it uses more than 10 different voices in each hour to lend vocal variety, but keeps the deejays anonymous instead of projecting personalities.

Though Demand Radio has been on the market only for a few months, two stations—WTOL in Toledo and KTHT in Houston—already are programming under the service. A Mars spokesman said that a number of other stations are close to signing for the service.

The local interest aspect is one which usually is most difficult to incorporate into a service. To build and maintain this facet, Mars is in continuous contact with each subscribing station and the people in the community. The producers of the Demand Radio service receive and read all daily newspapers from the communities being served.

The liaison is maintained with local community activities; in Houston, for example, the local listeners are kept up to date on the development of Project Apollo because the producers are in close touch with activities of the community's space project.

An average hour of Demand Radio offers a great deal of programming material between recordings, such as a newscast, several news features, some community information features, think pieces about modern life and people active in the community. In short, a continuous flow of information and feature vignettes, interspersed with music.

### Flexible Programming

The music policy of the service incorporates a record play list that runs well upward of 200 titles. These change in accordance with season, popularity, chart position and general mood of the of the country or market.

According to Bob Whitney, executive vice-president of Mars, the selections on the play list might depend upon such factors as the Berlin crisis or the stock-market crash.

"During times of public pessimism, Demand Radio tries to play up the good side of things. During the morning hours when there is a high news listenership, we follow the news segments with up-tempo, bright music. The more depressed the public mood, the livelier our programming."

Seasonal demand also affects the music. In the summer, tunes and arrangements used are "cool and liquid" to help fight the heat. In autumn, emphasis is on nostalgia. The holiday season at year's end features up-tempo party tunes. From then until spring, Mars programs at its liveliest, to brighten the mood. In the spring, the music again swings to nostalgia.

Each Demand Radio station is provided with complete instructions for establishing a simple but highly modernized control set-up existing equipment. In marginally equipped stations, Mars provides specifications for new installations. By using specialized equipment, the announcer on duty can push a button to activate the required effects, which are one the tapes supplied by Mars.

Subscribing stations do not receive detailed scripts, but rather are sent format instructions and highly produced segments. Closest thing to a script is a list of 10 varied introductions for each record.

Price of the service is based upon total national and local revenue of the market, rather than on the usual bases of population or rate card. Cost ranges between \$119,000 for New York to about \$16,500 for Roanoke, Va., covering two years' service, and payable over that length of time.

All clients, said Whitney, receive the same depth of service regardless of the size of station or market. All Demand stations automatically also receive the Mars Promotion-of-the-Month, in which each station gets on tape each month a promotion specially designed for it, along with specially produced audience promotion campaign worked out with minutely detailed instructions.

The total package includes specially selected musical records, pre-taped original choral or instrumental music, the special community and public service features; also, ID's, promos and background sounds to create a distinctive station personality.

### Liquor Ads Line

Continued from page 26

tise an establishment whose principal business is the sale of alcoholic beverages and no mention is made of acceptable products or services, it will be construed as an implied reference to distilled spirits.

"The use of the word 'liquor' in reference to non-distilled beverages such as 'malt liquor' is permissible.

### Mixer Ruling

"Mixer copy—the advertising of products which may be used or mixed with distilled spirits is acceptable provided that in connection therewith, distilled spirits are not specifically mentioned or displayed.

"Restaurants, airlines and hotels—advertising the availability of beverages which contain distilled spirits is not acceptable. The advertisement of 'lounge,' 'barroom,' 'taproom,' or 'tavern' in such a manner as to imply the availability of distilled spirits is unacceptable under any circumstances."

Prior to drafting of the new guidelines, there were only general suggestions on the subject. The Code just said that distilled liquor advertising was "not acceptable" and that advertising for beer and wines was acceptable "only when presented in the best of good taste and discretion."

In an explanatory note, the Code Authority stressed that the guidelines cannot specifically cover all individual circumstances, so subscribers were urged to bring questionable copy matters to the attention of the Authority.

Code Authority Director Robert D. Swezey said: "We think the result will be most helpful to all Code subscribers who must make day-to-day decisions on particular copy themes and who have requested just such a statement from NAB to help them enforce the ban on hard liquor advertising contained in both codes."

## BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	
1	2	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	5
2	1	ROSES ARE RED, Bobby Vinton, Epic 9509	12
3	3	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	4
4	6	HEART IN HAND, Brenda Lee, Decca 31407	8
5	5	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	14
6	7	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	6
7	8	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	6
8	12	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	4
9	4	THE STRIPPER, David Rose and His Ork, MGM 13064	16
10	9	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	13
11	14	TILL DEATH DO US PART, Bob Braun, Decca 31355	6
12	17	TEEN AGE IDOL, Rick Nelson, Imperial 5864	3
13	16	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	3
14	10	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	17
15	—	BABY ELEPHANT WALK, Lawrence Welk, Dot 16364	12
16	18	A TASTE OF HONEY, Martin Denny, Liberty 55470	7
17	20	LOVE ME AS I LOVE YOU, George Maharis, Epic 9522	4
18	13	HAVE A GOOD TIME, Sue Thompson, Hickory 1174	11
19	—	THEME FROM A SUMMER PLACE, Dick Roman, Harmon 1004	4
20	—	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	3

## JUST RELEASED . . . . .



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# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 24

## ALL THE WORLD IS TWISTIN'



**Joey Dee and His Starliners.** Roulette R 25171 (M); SR 25171 (S)—Dee has a jumping album here. The lad mixes the twist beat with a few more steps (conventional and unconventional) that make some mighty satisfying listening. The album might appeal to adults with the twist peg, but the teeners are the folks that'll go for the set. The lad mixes up vocals and instrumentals with a real feeling for showmanship. "Walkin' in the Rain," "Wing Ding," "Irresistible You" and "Cyclone" are all good tracks.

## A TASTE OF HONEY



**Martin Denny.** Liberty LRP 3237 (M); LST 7237 (S)—The Martin Denny version of the title tune of this new album is easily the strongest of numerous ones now available and has been edging up the charts. Here, packaged inside an unusually artistic cover, is a neat helping of typically fine Denny offerings in the so-called "exotic" music field. Other titles include "Route 66," "Exodus," "Clair de Lune," "Take Five," and "Walk on the Wild Side."

## Jazz

### BUSINESS MEETIN'



**Carmell Jones.** Pacific Jazz PJ 53 (M)—A beautiful album here by Pacific Coast trumpeter Carmell Jones. The soloist is caught in some of his best performances to date, swinging politely on the medium and up tunes, and playing with much depth on "Stella by Starlight." Jones is accompanied by a small big band which features some outstanding jazzmen, Bud Shank, Harold Land and Frank Strazzeri. Gerald Wilson did the arrangements.

### BRAZILLIANCE, VOL. 2



**Bud Shank.** World Pacific WP 1419 (M)—Here's another teaming of two outstanding instrumentalists; Shank on flute and alto sax and Almeida on Spanish guitar. This set has everything that the previous solid sellers have had: mood, pace a bit of swing and expert musicianship. Much of the material is original and two of the tracks are standards, "Little Girl Blue" and "I Didn't Know What Time It Was," but all accomplish the creation of a highly intimate and tasteful sound.

## International

### THE EXCITING WORLD OF GEULA GILL



**Columbia CL 1859 (M); CS 8659**—Geula Gill is an exciting lass and she comes through in crackling style on this, her first album for the label. Accompanied by the Oranin Zabbar duo and a full orchestra the lass shows off her remarkable voice and her virtuoso style with zestful renditions of Greek, French, Israeli, American, Italian and Spanish songs. An album that will interest the international or folk set.

## Rhythm & Blues

### THE BEST OF JOHN LEE HOOKER



**Vee Jay VJLP 1049**—This is the best of a very good man. Hooker, one of the greats of the authentic Negro blues form, sings a flock of his best writings, including "Boom, Boom," a recent pop chart entry, and "Drugstore Woman," which was the flip of the "Boom Boom" single. In addition there are such intriguing titles as "Crawlin' King Snake," "Whiskey and Wimmen," "Dusty Road," "Tupelo" and "I'm in the Mood." Wonderful wax for students of true blues, sung like they should be sung.

## Spoken Word

### CARL SANDBURG READING HIS POETRY



**Caedmon TC 1150**—The aging gentleman from North Carolina is back again, after three previous excursions into kiddie lore and a reminiscence album on the favorite subject, Lincoln. Here, Carl Sandburg reads a selection of his wonderful poetic commentaries on the land and the life that springs from it. There are 22 selections in this volume, including such titles as "Southern Pacific," "Prayers of Steel," "The Windy City," "Sea Chest," "Cool Tombs" and "Francois Villon Forgotten." Many will relish this fine selection.

## Classical

### HAYDN; DRUM ROLL LONDON



**Vienna State Opera Orchestra (Woldike).** Vanguard SRV 126SD—An exciting new edition. Here are two of the supreme works of a composer regarded even in his own time as one of the true symphonic craftsmen. Each of these works has depth of mood, form and melody and the performances here are easily among the very best engineered available today. The Vanguard Stereolab sound is at its very best and the package carries the added inducement of a special low price of \$2.98 stereo and \$1.98 monaural. There are few better buys around than this.

## International

### BESAME!



**Sarita Montiel.** Columbia EX 5077—One of the biggest selling points here is the exciting color cover study of Senorita Montiel herself. It can take its place on racks and browsers with the best of them. One of the reigning queens of the Spanish cinema, the star here sings a dozen delightful Spanish songs of love, all in the native tongue. Alternate moods of gaiety and sadness pervade these tracks and buyers of this genre will certainly enjoy the recital.

# SPECIAL MERIT ALBUMS

## Pop

### MORE SOUNDS OF HOLLYWOOD



**Vardi and his Ork.** Kapp KL 1289—More Vardi violin and ork readings of movie music here. The set features very smart arrangements of a batch of film themes (12 in all). Strings and piano are used effectively throughout with fine readings of strong pop material like "Al Di La," "El Cid," "Lisa" and "Maggie's Theme" from "Parent Trap." A mass of material here for stations playing better music. Mighty listenable.

### FANTASTIC STRINGS PLAY FANTASTIC THEMES



**Felix Slatkin.** Liberty LMM 13021 (M); LSS 14021 (S)—Felix Slatkin has an ingenious album here. The set takes well-known themes from classical scores and adds imaginative arrangement for strings and brass and percussion. The set has humor, mood, pace and excellent recording. The production is beautifully done and the musicianship is superlative. "Carmen Hoedown," "Hi Fi Hero" and "Wistful Haven" are fine tracks.

## Jazz

### FEELIN'



**Sonny Stitt.** Roost LP 2247—Imaginative and soulful performances from Sonny Stitt could make this album a strong seller with the jazz set. Stitt turns in moving readings on "O Sole Mio," "Feelin'," "S'posin'," and "If I Should Lose You." "Feelin'," as well as many of the other tunes on the LP were composed by Stitt.

## Folk

### JIMMIE RODGERS PRESENTS THE FAIRMONT SINGERS



**Dot DLP 3439 (M); DLP 25439 (S)**—Here's a young pop-folk group that shows much promise. The four lads hail from Oregon and they have a soft sensitive touch that follows in the style of the Highwaymen, Brothers Four, etc. They mix familiar folk material with lesser known tunes and all of it has solid, identifiable sound. Some of the better titles are "900 Miles," "The Man Who Shot Liberty Valance," "Billy Don't Play the Banjo," "Cindy, Oh Cindy" and "Shiloh." Exposure could bet these boys some action.

# Reviews of New Albums

Continued from page 24

tive as to rhythm and mood as compared to the original version. Standout arrangements by Billy May add a lot of class and humor. A lot of interesting jockey fare here for those not wedded to triplets.

### ★★★★ THE SAMMY DAVIS JR. ALL-STAR SPECTACULAR

**Reprise R 6033 (M); R 9-6033 (S)**—For the first time, Davis brings to an album one of the best-received aspects of his club and concert act—impersonations. And here after a spoken intro by the artist, he embarks on an entire side of famous star impressions, via six tunes, each one identified with a particular artist. For example, "Lucky Old Sun" is done here in the mode of Frankie Laine, then Al Hibbler and finally Ray Charles. All told, 19 stars get the Davis treatment through the six tunes and fans will likely eat it up. Flip contains six straight singing performances.

### JAXX Four Star album reviews 8-25 rk

★★★★ BACK IN TOWN!  
**Bumble Bee Slim.** Pacific Jazz PJ 54 (M)—Hard-hitting vocal style by Bumble Bee here. The singer is a vet blues chanter and struts his stuff in strong fashion on this set. The album has the singer on guitar and some strong backing from Les McCann on piano; Groove Holmes organ and Curtis Amy, tenor sax. The tunes are all original and standard blues fare. "Driftin' Blues," "In the Evening" and "Midnight Special" are some of the better tracks.

### ★★★★ THIRD STREAM HUMOUR

**Hugh Romney.** World Pacific WP-1805 (M)—Hugh Romney is one of the new brand of sick comics, the brand comes straight from Lennie Bruce with personal touches that make the comedy individual. The humor is hip and in, studded with references to jazzdom's lexicon and runs in an almost stream of consciousness pattern. "Speaking of Dope," one of the

track titles, should give some indication of material. The set might appeal to those buyers who find their kicks with Lennie Bruce. The album was recorded live at the now defunct Renaissance club in Los Angeles.

### ★★★★ EDMUNDO ROS PLAYS THE LIMBO

**London LL 3264**—Here's a new Ros album that could easily generate a lot of excitement, thanks to the "Limbo" tie-in. The dance from the Caribbean has gained a lot of Stateside adherents in recent years and has now hit teendom, as shown by the success of various singles on the limbo kick. Ros, with fine sound and a good calypso quality in the arrangements, turns out a new package, ideal for a limbo party. Good calypso-type vocals are contributed by an unnamed singer and pictured instructions for doing the limbo are included on the jacket, front and back.

### ★★★★ BRAVO SIEPI!

**Cesare Siepi.** London 5705—The great Italian bass star of the Metropolitan Opera has recently taken a road traveled by some of his opera predecessors; namely, the Broadway show field. The star of the current, "Bravo Giovanni," Siepi here turns to the works of one of the famous Broadway names, Cole Porter, for his concert. The rich bass tones are applied, in this British-made recording, to "Night and Day," "Easy to Love," "Begin the Beguine," "I've Got You Under My Skin," etc., in a warm, compelling program.

### ★★★★ AS I REMEMBER HAWAII

**Alvino Rey.** Dot DLP 3448 (M); DLP 25448 (S)—The man with the educated guitar turns his attention to the music of the Islands here in a thoroughly agreeable outing. Rey has the proper touch for these well-known Island standards and they can be used to create a lot of mood and atmosphere, especially as soft mealtime  
*(Continued on page 36)*

JUST BORN!  
A SWEETHEART OF A RECORD!  
(Her name is...)  
**SUZANNE**  
RICHARD HAYMAN—Mercury  
OTHER MILLS' SWEETHEARTS  
SWEET LORRAINE  
EMALINE  
MARGIE  
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## COLUMBIA RECORD PRODUCTIONS

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## Reviews of New Singles

Continued from page 25

It plays on stations that don't go for the rock beat. (Cavalcade, ASCAP) (2:33)

★★★★ **China Coast**—Bright side here is a melody that was popular in Japan during the Korean War. The side is handled in the trad style with good clarinet. (Bregman, Vocco & Conn, ASCAP) (2:36)

### CHARMAINE

★★★★ **Young Girl**—SEROCK 2000—The gal—admittedly a young girl—tells her Billy boy of her love, but she feels she's too young. An interesting play on the traditional "Billy Boy" theme, with lyrics and arrangements keyed strongly to teens. Watch this one. Side is distributed by Scepter. (Sylvia, BMI) (2:33)

★★★★ **Don't You Know**—A slow ballad plaint by Charmaine, with a high-voiced ethereal kind of choral backing by a fem group. A good performance here that merits a hearing. (Hob, BMI) (2:51)

### JOE HENDERSON

★★★★ **After Loving You**—TODD 1077—Country-type material is sung with style by Joe Henderson. The lad is backed nicely by trumpet choir, vocal chorus and rhythm playing ballad tempo. The boy uses his deep voice to good advantage. (Red River, BMI) (2:52)

★★★★ **Big Love**—The "Snap Your Fingers" man has a strong item in this slow, soft ballad that's handled in easy fashion. Vocal chorus and combo are important in support. (Cramort, BMI) (2:05)

### TERESA BREWER

★★★★ **Half as Much**—CORAL 65562—Fine country tune here is handled in touching fashion by the lass. She is backed by male vocal chorus, strings and guitars. (Acuff-Rose, BMI) (2:24)

★★★★ **The Hawaiian Wedding Song (Ke Kaula Nei Au)**—Juke box operators and stations striving for something other than the Top 40 sound should take to this easy reading of Andy Williams' hit of a while back. Tessie is backed nicely by softly strumming ukes and steel guitars. (Pickwick, ASCAP) (2:45)

### SHERMAN EDWARDS

★★★★ **The Waltz of the Toreadors**—LAURIE 3138 — An interesting piece of movie theme material, featuring fine brass sounds, set in odd chords and an effective clarinet spot. Has the "Petite Fleur" sound with a more catchy beat. Watch this one; it's a fine side, especially for programming.

★★★★ **Elise**—A pleasant, slow, Dixieland side by the combo. Tune was written by Edwards and this, too, rates as good programming. (Bourne-Rank Music, ASCAP) (2:24)

### PEREZ PRADO AND HIS ORK

★★★★ **La Ragazza (The Girl)**—RCA VICTOR 8077—Attractive instrumental receives a sharp and stylish Perez Prado instrumental treatment that could help it turn into a good seller. Strong wax here. (Peer Int'l, BMI) (2:35)

★★★★ **Via Vento-Chunga**—A chungo is handed a wild reading by the Prado crew on this bouncy disk with a chorus helping out in the backing. Could be a big one—watch it. (Peer Int'l, BMI) (1:55)

### THE RADIANTS

★★★★ **Father Knows Best**—CHESS 1832—The side has swing and a strong sound. The lass sings the lead with much power and verveful expression. The rest of the group and string section lend potent support. (Arc Music, BMI) (2:27)

★★★★ **One Day I'll Show You**—The lass sings lead with the group on this one with a strong style. The boys make up the background along with embellishments from the string section. (Arc Music, BMI) (2:33)

### CALVIN LEE

★★★★ **I'll Be Home (Walt and See)**—MINIT 655—An easy, soft beat here that keys the record into a tender lyric thought. The lad sings with style while the backing cooks quietly with organ, guitar and femme vocal chorus in the forefront. (Minit, BMI) (2:59)

★★★★ **Valley of Tears**—The singer delivers this tune with soft feeling. It's a weeper of the blues type with a good vocal and strong piano rhythm. Chicks in the backing have a sound, too. (Travis, BMI) (2:24)

### LLOYD NOLAN

★★★★ **Tusi-Tusi-Ou-Wa-Wee** — KING 5680—Nolan shouts out what seems like a version of the "Watusi," with gal chorus backing assisting. Good dance side. (Lois, BMI) (2:08)

★★★★ **I Don't Know About You**—Here's a tune with the quality of "Fever," and Nolan handles the blues in convincing style. Side has a chance for spins. (Lois-Fredrick, BMI) (2:15)

### ART MOONEY AND HIS ORK

★★★★ **Teasin'** — DECCA 25569 — Here's another side tailored for tavern juke boxes. The side has the male chorus singing the lyric in healthy style against banjo and sing-along ork backing. (Milton Kellern, ASCAP) (2:13)

★★★★ **Whispering**—Bright, breezy reading of the oldie here, somewhat in the same rhythm groove as Weem's "Heartaches." Nice solo work on guitar and trombone and trumpet should give this one some impact for jukes, as well as radio and over the counter sales. (Fred Fisher-Miller, ASCAP) (2:08)

### BUCK FLOYD

★★★★ **Tobacco Road** — DERBY 100—Here's a real country blues sung with some authority by the chanter over strong backing a la "Sixteen Tons" by the combo. Interesting country-r.&b. disk. (Cedarwood, BMI) (2:15)

★★★ **Short, Short Skirt** — (Rain, BMI) (2:10)

### NICK NOBLE

★★★★ **Hello Out There**—LIBERTY 55488—Very lyric tune is sung with style by Noble. The lad is backed by a very danceable beat while vocal chorus and strings back him up. (Cedarwood, BMI) (2:27)

★★★ **We Could**—(Acuff-Rose, BMI) (2:32)

### YVONNE BAKER AND THE SENSATIONS

★★★★ **Party Across the Hall** — ARGO 5420—This side is a swinger in a medium tempo groove. It's all about the wild swinging party held across the hall. The side features good vocal by the lads with the group and accompanying combo adding to the sound. (Figure, BMI) (2:16)

★★★ **No Changes**—(Kae Williams, BMI) (2:30)

### GUS JENKINS

★★★★ **Too Tough** — PIONEER INT'L 1001—A good, solid big band instrumental, with an organ featured prominently in the lead. The blues is well arranged for the twisters. Fine, low-down sound and a good one for boxes. (Orjae, BMI) (2:07)

★★★ **Right Messy**—(Orjae, BMI) (2:13)

### JERRY SPARKS

★★★★ **Mighty Strong Love**—FIDELITY 4058—Sparks has a mighty nice sound on this medium beat tribute to his chick and chicks and good rhythmic backing. Worth watching. (Lanier, BMI) (2:37)

★★★ **My Tears**—(Lanier, BMI) (2:15)

### GLENN MOONEY

★★★★ **Tender Love**—FRATERNITY 898—A soft and pretty ballad by Mooney, who has touches of Rick Nelson and Frankie Avalon in his voice. Backing employs a fem chorus and triplets. Worth exposure. (York, BMI) (2:05)

★★★ **Go Steady With Me**—(York, BMI) (2:33)

### THE SONNETTES

★★★★ **I've Gotten Over You**—K O KNOCKOUT 0001—A slow, gospel-oriented side, with a good vocal by the lead gal with strong support from the group. Group has a sound much in the current groove, and the side also employs some interesting brass choir spots. Label is being distributed by Scepter. (Ash, BMI)

★★★ **Teardrops**—(Ash, BMI)

### DON GANT

★★★★ **Daydream (Of You)**—COLPIX 652—This tune was co-authored by Roy Orbison. It has swing and style and builds in the Orbison way. The boy is backed nicely by vocal chorus and stirring rhythm. (Acuff-Rose, BMI) (2:13)

★★★ **Don't Take Her From Me**—(Acuff-Rose, BMI) (1:50)

### SUSAN SINGER

★★★★ **Geel! It's Great to Be Young**—LONDON INT. 45-10603—Here's a swinging side from the gal, a 15-year-old British star. She ecstatic about her youth, and tells her feelings in no uncertain terms. The lass is backed nicely by pounding rhythm section and strings, plus chorus. (Dorsey Bros., ASCAP) (1:50)

★★★ **Hello First Love** — (Dorsey Bros., ASCAP) (2:10)

### ROSALIE ALTER

★★★★ **Be True** — HARMON 1006 — The production and singing fit together nicely on this drama ballad. The lass emotes with some style while wide ranging string section and impelling rhythm fill neatly. (Turntable, BMI) (2:41)

# BILLBOARD MUSIC WEEK HOT R & B SIDES

This Last Week Week By special survey for week ending 8/25 TITLE, ARTIST, LABEL & NUMBER Weeks on Chart

1	5	LOCO-MOTION, Little Eva, Dimension 1000	4
2	2	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	10
3	1	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamle 1220	10
4	3	PARTY LIGHTS, Claudine Clark, Chancellor 1113	7
5	7	I NEED YOUR LOVING, Don Gardner and Dee Dee Ford, Fire 508	12
6	19	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	2
7	4	TWIST AND SHOUT, Isley Brothers, Wand 124	11
8	10	STOP THE WEDDING, Etta James, Argo 5418	4
9	6	THE WAH-WATUSI, Orions, Cameo 218	10
10	9	AHAB THE ARAB, Ray Stevens, Mercury 71966	7
11	11	LOOKIN' FOR A LOVE, The Valentinos, Sar 132	5
12	8	ROSES ARE RED, Bobby Vinton, Epic 9509	9
13	24	BEECHWOOD 4-5789, Marvelettes, Tamla 54065	2
14	15	HAVING A PARTY, Sam Cooke, RCA Victor 8036	10
15	14	RINKY DINK, Dave (Baby) Cortez, Chess 1829	4
16	12	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	15
17	22	MONEY, Jennell Hawkins, Amazon 708	4
18	20	REAP WHAT YOU SOW, Billy Stewart, Chess 1820	3
19	13	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	15
20	29	SHEILA, Tommy Roe, ABC-Paramount 10329	2
21	18	GRAVY, Dee Dee Sharp, Cameo 219	10
22	17	I JUST CAN'T HELP IT, Jackie Wilson, Brunswick 55229	4
23	—	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352	1
24	16	SHOUT AND SHIMMY, James Brown and the Famous Flames, King 5657	5
25	—	GREEN ONIONS, Booker T and the MG's, Stax 127	1
26	23	WELCOME HOME BABY, Shirelles, Scepter 1234	6
27	27	THE STRIPPER, David Rose and Ork, MGM 13064	7
28	—	YOU CAN'T JUDGE A BOOK BY THE COVER, Bo Diddley, Checker 1019	1
29	21	ANY DAY NOW, Chuck Jackson, Wand 122	16
30	—	DO YOU LOVE ME, Contours, Gordy 7005	1

★★★ **The Hearinches Are Here to Stay**—(Aldon, BMI) (2:09)

### THE METALLICS

★★★★ **Get Lost**—BARONET 14—The boys want nothing to do with the lass on this teen-timed rhythm side that has a good beat. Could get some action. Lead sings it out strong. (Teresa-Hillart-Mercedes, BMI) (2:19)

★★★ **Drop By** — (Teresa-Hillart-Mercedes, BMI) (2:10)

### RALPH SHARON

★★★★ **Just Because**—DUCHESS 1017—Cute, foot-tapping version of the oldie could get a lot of air play as a result of this peppy disk by Ralph Sharon and the combo. Strong instrumental wax here, and it figures as smart programming. (Leeds, ASCAP) (2:35)

★★★ **Seasons of My Heart** — (Starday, BMI) (2:19)

### PATSY CLINE

★★★★ **Then You'll Know** — EVEREST 2011—Some older material by the country lass. The tune is a typically country side that features the singer in front of simple backing and girls' vocal chorus. (4-Star, BMI) (3:02)

★★★ **Hungry for Love** — (4-Star, BMI) (2:26)

### TOMMY HUNT

★★★★ **I Just Don't Know What to Do**

With Myself — SCEPTER 1236 — Here's a touching country-type side that features fine singing by the lad. The backing is very appropriate, starting simply and building into string passages and vocal choral work. (Quartet, ASCAP) (2:48)

★★★ **And I Never Knew**—(Sylvia, BMI) (2:45)

JERRY McCAIN AND HIS HARMONICA  
★★★★ **Jet Stream**—OKEH 7158—A good rockin' blues instrumental, featuring a virtuoso blues harmonica in the lead. Solid sound here and it could be solid juke material. (Sizemore, BMI) (2:07)

★★★ **Popcorn**—(Sizemore, BMI) (2:22)

### JUDY HARRIET

★★★★ **She's Got Everything** — COLUMBIA 42457—Here's a hard-driving rocker that's sung by the lass in an aggressive, penetrating style. There's some rough jumping brass and percussion work. (Joy, ASCAP) (1:52)

★★★ **Waiting for Joe** — (Les Newman, ASCAP) (2:20)

### JEAN MICHEL DEFAYE AND HIS ORCHESTRA

★★★★ **Shoot the Piano Player**—PHILIP 40059—Here's an oddball side that some jockeys might like for change of pace programming. The side features dippy piano with rhythm and the side is from the original track of the picture of the same name. (Bruder Music, BMI) (2:43)

★★★ Theme From Jules and Jim—(Music Company, ASCAP) (2:20)

**PETE FOUNTAIN**  
★★★ Talkin' 'Bout You—CORAL 65563  
—Fountain walls away on clarinet while vocal chorus and rhythm section pump out the backing. It's an old Ray Charles tune that's given a speedy, middle-tempo, swing treatment. (Progressive, BMI) (2:25)

★★★ Corrine Corrina—(Gotham, ASCAP) (2:05)

**★★★ MODERATE SALES POTENTIAL**

**DANNY SMALL**  
★★★ At Sunrise (Suffolk, BMI) (2:18)—★★★ Bring Me the Check, Walter (Suffolk, BMI) (2:20). UNITED ARTISTS JAZZ 486

**JOHNNY DORELLI**  
★★★ Monte Carlo (Hollis, BMI) (2:27)—★★★ Love in Portofino (Overbrook, ASCAP) (3:00). CGD 10901

**THE QUOTATIONS**  
★★★ See You in September (Jack Gold Music, ASCAP) (2:20)—★★★ Summer-time Goodbyes (Lycoming Music, ASCAP) (2:38). VERVE 10261

**VAL MARTINEZ**  
★★★ III There Were None (Arch, ASCAP) (2:10)—★★★ I Won't Cry Anymore (United, ASCAP) (2:37). RCA VICTOR 8078

**THE COUSINS**  
★★★ Some of These Days (Jerry Vogel, ASCAP) (2:22)—★★★ When My Baby Smiles at Me (Von Tilzer, ASCAP) (2:21). PARKWAY 848

**BOB HALLEY**  
★★★ That Twistin' Gal of Mine (Spanka, BMI) (1:52)—★★★ Tonight You Belong to Me (Double A, ASCAP) (2:07). COLUMBIA 42524

**THE ROOKEYS**  
★★★ La Paloma (Ampco, ASCAP) (2:55)—★★★ My Blue Heaven (Leo Feist, ASCAP) (2:02). ABC - PARAMOUNT 10355

**THE COTILLIONS**  
★★★ Surf Twist (Polinsettla, BMI) (2:00)—★★★ Sahara (Polinsettla, BMI) (1:57). ALLEY 1003

**WAYNE COCHRAN**  
★★★ Linda Lu (Gregmark, BMI)—★★★ Dreams (Perry, BMI). CONFEDERATE 155

**THE PEARLS**  
★★★ Happy Over You (Berpem, BMI) (2:44)—★★★ If I Had a Choice (Suffolk, BMI) (2:38). WARNER BROS. 5300

**TOMMY SENA**  
★★★ The Wobbles (Vlamont, BMI) (1:50)—★★★ Onions (Remind Me of You). VALMONT 905

**SLIM DELGADO**  
★★★ Frank Rhoads Round (ASCAP) (2:48)—★★★ Dr. Free (ASCAP) (2:38). XAVIER 3004

**THE GALAXIES**  
★★★ Watch Your Step (BMI) (2:35)—★★★ That Makes It Tough (Southern, BMI) (2:19). JAY-DEE 3148

**THE INVICTORS**  
★★★ Where All Lovers Meet (Tanner Plantation, BMI) (2:44)—★★★ That's All Right (Tanner Plantation, BMI) (2:16). TPE 8221

**JOEY LEAL**  
★★★ The Girl With the Curl (Kingston, BMI) (1:55)—★★★ Pretty Little Girl (Kingston Int., BMI) (2:25). CUB 9114

**BUDDY REED**  
★★★ Make Someone Happy (Stratford, BMI) (3:00)—★★★ Luna Mezzo Mare (Shapiro - Bernstein, ASCAP) (2:56). XAVIER 3003

**JACK MOORE**  
★★★ I Know (How the Lonely Feel) (3-A, BMI) (2:19)—★★★ Half Angel (3-A, BMI) (1:42). CAPRI 62

**RAYMOND LEWIS**  
★★★ Miss Lolly (Tune-Kel, BMI) (1:54)—★★★ Ruthless Lover (Tune-Kel, BMI) (2:53). INSTANT 3250

**SKIP CUNNINGHAM**  
★★★ The River's Run Dry (Southern, ASCAP) (2:05)—★★★ Pretty Little Darlin' (Eden, BMI) (1:57). KAPP 480

**ALAN DALE**  
★★★ You Pass This Way Only Once (R.F.D., ASCAP) (2:23)—★★★ Blue Bailey (Peer Int'l, BMI) (2:16). EMKAY 412

**KEY BROTHERS**  
★★★ Candle of Fate (Metorion, BMI) (2:35)—★★★ Last Stand (Metorion, BMI) (3:12). JAMIE 1222

**ALAN SPILTON**  
★★★ Please Don't Believe Them (Cambak, BMI) (2:54). CHARLES (No No.)

**TOMMY ECKOLS**  
★★★ I Guess I've Lost You, After All (East End, BMI) (2:27)—★★★ Chee Chee the Private Eye (East End, BMI) (2:05). EAST END 723

**MAXINE STARR**  
★★★ Love Is (66, BMI) (2:37)—★★★ (I'll Be With You in) Apples Blossom Time (Broadway) (2:42). NEW HITS 3009

**ROMEO JONES**  
★★★ How 'Bout That (Hilde-Titanic,

BMI) (2:15)—★★★ Eternal Love (Hilde, BMI) (2:28). LITTLE STAR 119

**HOLLYWOOD CHICKS**  
★★★ Hey, Little Gigolo (Rene, ASCAP) (2:29)—★★★ Tossin' a Ice Cube (Rene, ASCAP) (2:28). CLASS 303

**THE LEGENDS**  
★★★ Say Mama (Big D, BMI) (2:14)—★★★ My Love for You (Venitia, BMI) (2:16). ERMINE 39

**MARLON GRISHAM**  
★★★ Teen-Age Love (Quilted, BMI) (2:06). COVER 4621

**LEOLA JILES**  
★★★ Any Day Now (Rim Rock, BMI) (3:04)—★★★ Rain, Rain, Rain (Rim Rock, BMI) (3:01). ORCHESTRA 6254

**JOY NEWTON**  
★★★ Bye Bye Baby (Big River, BMI)—★★★ A Chance (Big River, BMI). KITE 101

**THE FABLES**  
★★★ Cleopatra 30 B. C. (ASCAP) (1:35)—★★★ Angel (ASCAP) (2:20). ELGO 3001

**RAY AND LAMAR**  
★★★ I Gotta Make You Mine (Medico, BMI) (2:40)—★★★ Johnny Is Thorn (Medico, BMI) (2:38). CAPA 108

**RONNIE STYNER**  
★★★ Hey, Hey Baby (Medico, BMI) (2:05)—★★★ Bring Me You (Medico, BMI) (2:45). CAPA 109

**JOHNNY NOVELLO**  
★★★ Bells of Roma (Gerard, ASCAP) (2:12)—★★★ Down by the River (Gerard, ASCAP) (2:33). MOVIECRAFT 123

**TINY HILL**  
★★★ Gladys (Luristan, ASCAP) (2:30)—★★★ When You Wore a Tulip (Feist, ASCAP) (2:34). MERCURY 72011

**GINNY ANGEL**  
★★★ Forever Goody Love (Little Rick and Lescay, BMI) (2:26)—★★★ I'm Walkin' (Little Rick, BMI) (1:50). MAY 122

**POP LIMITED SALSU**  
JIM EASTER AND THE ARTISTICS  
Here I Go Again (Don-Dell, BMI) (2:19)—Do You Ever Think of Me? (Miller, ASCAP) (2:26). CHA CHA 720

**TOM TUCKER**  
Chime Bell Waltz (Music Mart, BMI) (2:30)—Fandango Twist (Music Mart, BMI) (2:00). AIR WAY 101

**BENAE CAROL**  
Waiting (Latoan, BMI) (2:48)—Tell Me (Latoan, BMI) (2:03). MOVIECRAFT 124

**BILLY AND THE KIDS**  
1st Grade Love (Lux, BMI) (2:28)—Smarty Had a Party (Lux, BMI) (2:45). REVUE 1010

**FRED FORD**  
Tuff Stuff (Quilted, BMI) (2:03)—Secret Love Remick, ASCAP) (2:06). COVER 6223

**BOBBY ANGEL**  
Submarine Races (LaCour, BMI) (2:06)—Heartbreak Hotel (Keys, BMI) (2:20). ASTRA 300

**EUNICE HAZE**  
String Around My Heart (Bodel, BMI) (2:14)—Blue Was His Name (Bodel, BMI) (2:30). DELL 613

**JAY WALKER AND THE PEDESTRIANS**  
Hey Now (Pacemaker, BMI) (1:58)—Never Happen (2:14). AMY 848

**THE FOUR FRESHMEN**  
★★★ I'm Gonna Go Fishin' (Comstock, ASCAP) (2:38)—★★★ Taps Miller (Bregman, Vocco & Conn, ASCAP) (2:35). CAPITOL 4824

**SHO-MEN**  
★★★ Slowly (Levias, BMI) —★★★ Breakaway (Levias, BMI). SAM 114 A-B

**★★★ STRONG SALES POTENTIAL**

**JAZZ**  
**AHMAD JAMAL**  
★★★ April in Paris—ARGO 5419—This side, from one of the lad's latest albums, was recorded on location and applause sets an intimate style. The side is done with class and an easy swinging feel in a medium tempo groove. Fine piano and strong rhythm work should make this one a good juke box and better programming disk. (Harms, ASCAP) (3:52)

★★★ Like Someone in Love—Here's a mighty smooth offering from the pianist. The side has a beat in the jazz groove and should be a natural for jazz juke programming. (Burke & Van Heusen, ASCAP) (2:45)

**POLKA**  
**L'I' WALLY AND THE HARMONY BOYS**  
★★★ My Sweetheart Polka—JAY JAY 266—Another good item from L'I' Wally and the band. The tune is sung in Polish and English and it should sell in Polish speaking areas and in the polka belt. (Jay, Jay) (2:00)

★★★ Aye, Aye, Aye—This is the old standard given a three-quarter time treatment by the polka lads. Mixture of Polish and English in lyric should make it popular in areas that have juke boxes that go for this kind of thing. (Jay Jay) (3:15)

AUGUST 25, 1962

BILLBOARD MUSIC WEEK 33

**STAN WOLOWIC**  
★★★ Little Hat Tarantella—CAPITOL 4821—Bright, bouncy tarantella is played with sparkle by the ork, with a happy English vocal by lead singer and band. Worth exposure in polka markets. (Studio, BMI) (2:30)

★★★ Vas Iss Das Here?—This side is a double-time polka effort with a comedy German accent by the lead singer. Two good sides by the band. (Studio, BMI) (2:44)

**FRANKIE YANKOVIC**  
★★★ Silk Umbrella Polka—COLUMBIA 42527—Bright, spirited, upbeat wax for the dancers, put out with the usual enthused Yankovic sound. Should be a juke winner and it can sell in the stores serving this market. (Mills, ASCAP) (2:08)

★★★ My Sweetheart Polka — Another polka winner, this time with vocal in the Polish language by an unnamed vocalist. Two happy sides, well-tailored for the juke scene. (Mills, ASCAP) (2:42)

**JACK TADY**  
★★★ Miles Polka — KISKI 6827 — A happy and exuberant hunk of polka wax. The band swings out with sax and accordion up front, and shouts from the band occasionally heard in the backing. Good for boxes. (2:27)

★★★ Jaken Waltz—A danceable waltz, again featuring horn and accordion with cymbals heard at the end of phrases. The lads shout here a bit too. (2:28)

**L'I' WALLY AND THE HARMONY BOYS**  
★★★ Stwy Kou — JAY JAY 265 — The singing's in Polish here and the band trips right along on a mighty mellow beat. The lads all join in for some shouting and playing and the side should be a solid seller in Polish-American neighborhoods and in the polka belt. (Jay Jay) (2:35)

**COUNTRY & WESTERN**  
**THE STANLEY BROTHERS**  
★★★ My Deceitful Heart—KING 5674 —An old-fashioned country weeper, done with style by the boys over crying fiddles and plunking banjo backing. (S&S, BMI) (2:32)

★★★ Drunkard's Dream—Another sad tale, done in three-beat fashion. Boys give it a meaningful delivery, making the message ring true. (Lois, BMI) (2:04)

**THE DELMORE BROTHERS**  
★★★ Blues Stay Away From Me—KING 5675—An interesting, down-home blues, in an easy rhythm pattern, with the boys singing it soft and pretty over a Yancey bass figure in the guitar and some harmonica spots, too. Real satisfying wax. (Lois, BMI) (2:46)

★★★ Trouble Ain't Nothing But the Blues—Another blues, country style, with the Delmores right at home with the material. Harmonica and a lazy guitar figure are heard in the backing. Two nice country blues sides. (Lois, BMI) (2:43)

**SPIRITUAL**  
**HOLMES SISTERS**  
★★★ I Found the Saviour — NASHBORO 736—The girls turn in a sincere and moving reading of this up-tempo gospel work that should interest spiritual fans. (Excellerec, BMI) (2:13)

★★★ The Living God—Same comment. (Excellerec, BMI) (2:12)

**SWANEE QUINTET**  
★★★ Take The Lord With You—NARO 735 — The Swanee Quintet comes through with a meaningful performance of this jubilee spiritual backed closely by a rhythm crew. (Excellerec, BMI) (2:23)

★★★ How I Got Over—Another fine vocal by the group is heard on this religious effort which spotlights a strong talk-sing vocal by the lead. Emotional performance could help this side get attention. (Excellerec, BMI) (2:36)

**PRINCESS STEWART**  
★★★ That's God — VEE JAY 911—Princess Stewart talks and sings this tender spiritual effort as she tells of her understanding of God and His works. (Conrad, BMI)

★★★ It's on My Mind — (Conrad, BMI) (2:06)

**LATIN AMERICAN**  
**CUBAN JAM SESSION ALL-STARS**  
★★★ Cimarron (Parts 1 and 2)—PAN-ART 2528—A wild coupling that builds and builds. The cowbells and blocks and percussion in general are used extensively 'midst the shouts of the bandmen, trumpet and piano spots. Both sides of the disk produce good dance rhythms and figure as good juke fodder.

**WILLIE ROSARIO Y SU ORQUESTA**  
★★★ Dame Tu Amore Morenita—ALEGRE 3102—Frankie Figueroa handles the vocal on this bright Latin effort that spotlights some good blowing by the Rosario crew. Good wax for the Latin areas.

★★★★ Te Amo En Silencio—Romantic ballad is sung with warmth by the chanter, again over stylish backing by the large ork. Both sides are good.

**MON RIVERA Y SU ORQUESTA**  
★★★★ Que Gente Averigua — ALEGRE 3093—Bouncy Latin novelty is sung with spirit by the orkster while the band backs arrangement.

★★★★ En Casa De Pepe—Same comment.

**★★★ MODERATE SALES POTENTIAL**

**COUNTRY & WESTERN**  
**EARL SCOTT**  
★★★ Then a Tear Fell (Copar Forrest, BMI) (3:00)—★★★ Save a Minute (Lose a Wife) (Copar-Forrest, BMI) (2:52). KAPP 854

**GOLDEN STATE BOYS**  
★★★ Always Dreaming (Val-Dare, BMI) (2:05)—★★★ Wicked Woman (WH-Flo, BMI) (2:45). SHAMROCK 717

**CHUCK EDWARDS**  
★★★ The Same Old Place (Quilted, BMI) (1:45)—★★★ The Last Seven Years (Quilted, BMI) (2:30). COTTON TOWN JUBILEE 101

**KEN LIGHTNER**  
★★★ Shake Hands With a Fool (S&S, BMI) (2:29)—★★★ Walking Backwards (S&S, BMI) (2:28). BETHLEHEM 3009

**JIM FOSTER**  
★★★ Pity Poor Me (Sandra-Pure Gold, BMI) (2:12)—★★★ Wandering Star (Sandra Pure Gold, BMI) (2:50). KAREN 1

**SODA BRYANT & THE SKYLANDERS**  
★★★ Lonely Nights (Quilted, BMI) (2:24)—★★★ I Won't Sleep Again Tonight (Quilted, BMI) (2:12). COVER 6621

**RHYTHM & BLUES**  
**ROSCO CHENIER**  
★★★ I Broke the Yo Yo (I Broke Annie Yo Yo) (Flat-Town, BMI) (2:40)—★★★ Born for Bad Luck (Flat-Town, BMI) (3:20). REYNAUD 1018 A-B

**LATIN AMERICAN**  
**BENNY VELARDE SEXTET**  
★★★ El Feo (2:25) —★★★ Echale Grasa (2:45). ORCHESTRA 6255 A-B

**JAZZ**  
**ART BLAKEY AND THE JAZZ MESSENGERS**  
★★★ Three Blind Mice (Parts 1 & 2) (Clarama, BMI) (2:42); (2:45). UNITED ARTISTS JAZZ 485

**LIMITED SALES POTENTIAL**

**COUNTRY & WESTERN**  
**RAY MARABLE**  
Preacher Man (Quilted, BMI) (1:26)—Where Is Your Love (Quilted, BMI) (2:22). COVER 6622

**FREEMAN ERVIN**  
Lover's Party (Ralph's, BMI) (2:45)—Out of My Mind (Ralph's, BMI) (2:35). BRYTE 227

**DEAN BEARD**  
I Don't Know Much (Whiet, BMI) (2:21)—The Red Rose (Four Star, BMI) (2:37). WINSTON 1063

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

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**ABD**

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

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

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

**PHONOS LISTING BETWEEN  
\$151 AND \$200**

Pos. This Issue	Pos. 5/26/62 Issue	Pos. 2/24/62 Issue	Brand	% of Total Points
1	1	1	Magnavox	26.0
2	6	2	RCA Victor	23.9
3	2	5	Motorola	14.1
4	3	3	Voice of Music (V-M)	6.1
5	—	—	Symphonic	4.9
6	—	—	Philco	4.3
7	—	—	Curtis Mathes	4.0
			Others	16.7

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

5/26/62 Issue: General Electric (4); Zenith (5).

2/24/62 Issue: Zenith (4); Stromberg-Carlson (6).

**Trade Prospect's Name  
For a Sheaf of Stamps**

**BOULDER, Colo.** — Realization of the housewife's growing interest in merchandise stamps is selling a lot of extra tape recorders, phonographs and accessories for Lyle Aber, owner of the two Aber's of Boulder stores here.

Aber—who found in the early days of tape recorder and phonograph merchandising that there was no better sales asset than a satisfied customer — issues every customer shopping in the store a printed card which offers 2,500 free gold bond stamps for the names of active prospects for television sets, organs, stereo phonographs, tape recorders or musical instruments.

To qualify for the thick sheaf of stamps, the customers needs only to turn in the name of a prospect who makes a purchase

within 45 days of the date written on the card.

"It's an extremely simple system, of course," said Aber, an enterprising dealer. "It takes no more effort on the part of the customer than just writing a name and address. Of course, there may be some people who make a long-shot suggestion, without actually knowing that a market exist. But we have found that most cards turned in this way refer to actual customer prospects — ones who are either already music fans or perhaps phonograph owners dissatisfied with their players.

"By simply suggesting the type of prospect whom we would like to reach, we get a lot of co-operation. Practically every card comes back."

Space on the self-addressed,

**FAIR TO DISPLAY  
FM & LANNY ROSS**

**NEW YORK**—The first International Communications Fair will be staged at the Coliseum here November 28-December 2. The five-day consumer and trade show will display the latest in high fidelity, FM stereo, citizens band radio, ham radio, short wave and marine and aircraft radio gear.

Old-time radio stars such as Easy Aces, Rudy Vallee and Lanny Ross will be on hand to perform in a memorial to the early days of radio.

A ham radio station with the specially designated call letters, W2ICF, has been licensed for operation by the FCC. Fair visitors will be able to send messages to friends and relatives in the U. S. and overseas.

**Goody Leases  
Suburbia Spot**

**NEW YORK**—Sam Goody last week signed a lease with the Walt Whitman Shopping Center in suburban Huntington to open a giant 6,300-square-foot music and record store in the center, scheduled for completion in October.

The store will be Goody's second Long Island operation. He has run another store for several years in the Green Acres shopping center. The newest outlet will be known as Sam Goody-Walt Whitman, Inc. The store will handle instruments and sheet music in addition to records.

Highlights of the interior design, which was planned by Arthur Rosenfeld, will be a rack especially designed with built-in storage space beneath the display spaces.

The Goody store will be located across from an R. H. Macy outlet, at one end of a one-third-mile-long enclosed, air-conditioned pedestrian mall. There will be 75 stores in the entire Whitman complex.

return-postage card includes lines for the name and address of the prospect and the name and address, plus the phone number of the person submitting the card. Dropped in any mailbox it turns up on Aber's sales-office desk, where every such suggestion is immediately followed up by telephone, personal calls, or at least by mail.

The store has sold, for example, an extra 21 tape recorders in the space of six months from the card system, many times that number of phonographs, and in every case has been able to set up a current prospect file which shows a strong sales potential whenever personnel can be detached to work on prospects.

**ADMIRAL SALES  
SHOOT UP 12%**

**CHICAGO**—Admiral Corporation sales for the first half of 1962 increased 12 per cent over the same period in 1961, according to Vincent Barreca, Admiral president. Profits after taxes for this year amounted to \$858,058, or 35 cents a share, as against \$433,550 or 18 cents a share last year. The firm's second quarter sales amounted to \$47,076,845 compared with \$43,758,700 a year ago. Barreca predicted good second half sales barring a possible downturn in the nation's economy.

**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.

**STARDAY**—Expires August 30, 1962. Started July 16, 1962. Three free albums for each 10 purchased. Applies to entire catalog and includes dated billing and 100 per cent exchange privilege.

**ARTIA-PARLIAMENT**—Summer Dividend Days deal for distributors and dealers is extended through August 31, 1962.

**SUN**—Extended through August 31, 1962. Started July 16, 1962. Buy 10 LP's of any selection and get two of the same selection free. Affects entire Sun catalog.

**ATLANTIC-ATCO**—Expires August 31, 1962. Started July 1, 1962. Fifteen per cent discount on new album releases plus entire catalogs of both labels.

**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.

**DOT**—Expires August 31, 1962. Started August 1, 1962. Optional Discount Plan. Label is offering either 2-for-10 or a straight 15 per cent cash discount on albums. Also 15 per cent discount on the label's "All Time Hits" singles series offered in prepacks at 15 per cent cash discount.

**CONTEMPORARY**—Expires August 31, 1962. Started July 21, 1962. Offer covers Contemporary, Good Time Jazz, Contemporary Composer and Society of Forgotten Music labels.

**KING**—Expires August 31, 1962. Started July 23, 1962. Dealers receive five bonus singles for every 25 purchased on the King, Bethlehem, Federal, Deluxe and Queen lines. Dealers also receive three bonus LP's for every 10 purchased on the King or Bethlehem lines. Minimum purchase of 25 for singles and 10 for albums.

**PHILIPS**—Expires August 31, 1962. Started July 31, 1962. Label is offering a 10 per cent discount on five LP's. See separate story, August 11 issue, for details.

**UNITED ARTISTS**—Expires August 31, 1962. Started June 27, 1962. Label is offering 10 per cent discount on all new releases. Available through distributors.

**LIBERTY-DOLTON**—Expires September 1, 1962. Started August 1, 1962. Both complete catalogs, including new releases and the Premier Line, are being offered at a 15 per cent discount on purchase of more than 15 packages. Chipmunk product is not included in the program.

**COLUMBIA**—Expires September 29, 1962. Started July 23, 1962. Label is offering its distributors a 10 per cent discount on all new releases and on most catalog items.

**EPIC-OKEH**—Expires September 29, 1962. Started July 23, 1962. Label is offering a 15 per cent discount to distributors on both complete catalogs.

**ANGEL**—Expires September 30, 1962. Started August 1, 1962. Label is offering dealers a one-for-two discount program on the complete Otto Klemperer catalog of 35 albums, including the conductor's new releases.

**ABC-PARAMOUNT**—Expires September 30, 1962. Started July 2, 1962. For distributors, 12 per cent off on all catalog items plus new releases on ABC-Paramount and Impulse.

**EVEREST**—Expires September 30, 1962. Started August 15, 1962. The program, on the label's complete classical line, offers distributors three free LP's for each five purchased.

**PRESTIGE**—Extended through September 30, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.

**RCA VICTOR**—Expires September 30, 1962. Started July 23, 1962. Label is offering its distributors a 10 per cent discount. This includes both the new releases and the complete catalog.

**REPRISE**—Expires September 30, 1962. Started July 30, 1962. On the label's 20 new releases, it is offering a basic 10 per cent discount to its distributors, providing at least one of each of 10 selected, 10 releases are purchased, plus a graduated scale of extra discounts. For every two selections of the remainder of the new releases, of which distributors buy at least one, an additional 1 per cent discount is earned on the entire order, up to a total discount of 15 per cent.

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

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

**MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann and Franck, Let's Dance the Pachanga and Charanga.

**ROULETTE**—No expiration date. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.

**LIBERTY**—No expiration date. Started May 25, 1962. All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.

**PRESTIGE INTERNATIONAL-NEW JAZZ**—No expiration date. Started August 15, 1962. Buy seven, get one free on entire catalogs of both labels.

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

**Columbia Stresses  
Accessories Line**

**NEW YORK** — Columbia Records has announced a step-up in the activities of its needles and accessories division, according to Tony Rubino, product manager. The firm has brought out an all-

in-one catalog, describing and picturing the complete accessory line.

A new needle display case of metal construction and including divider panels for needle packages is being made available for dealer counter display in conjunction with Columbia's needle wall chart. Also for display is a set of 12 carded sapphire needles.

Columbia has reduced the price of its carrying cases to \$3.98 and \$4.98 for the 7 and 12-inch sizes.



**SERMONETTE**—Billie Poole, Riverside RLP 9425. A most attractive cover photo of the artist by photographer Hugh Bell. The thrush is pictured against a stained glass window in cool shades of blue, green and purple. Smart display item to tie in with label's current month-long promotion on the artist.



**COUNTRY STYLE**—Sandy Nelson, Imperial LP 9203. Here's an eye-catching cover with a bold modern design depicting the artist's drums and painted in vivid colors. The laminated treatment of the cover highlights the colors to make it a potent package for counter or window display.

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**DATED:  
SEPTEMBER 22**

**ADVERTISING  
DEADLINE:  
SEPTEMBER 6**

# Reviews of New Albums

Continued from page 31

background material. A sample would include "Beyond the Reef," "Song of the Islands," "Hawaiian Wedding Song," "Little Grass Shack," etc. The set was recorded in Hawaii and to prove it, Rey and his wife, Louise King, are pictured on the cover, enjoying a beach in the Islands.

**★★★★ HAL ALOMA SINGS ISLAND SONGS**  
Dot DLP 3451 (M); DLP 25451 (S)—Hal Aloha is one of the better-known purveyors of the typical Hawaiian vocal sound and here he sings a dozen tunes of varying tempi and mood associated with that field.

There is even an almost inevitable "Hula Twist." In addition, he sings such titles as "Sweet Someone," "Love Song of Kalua," "Lokelani" and others. Pleasant wax that's worthy of a try by dealers catering to this trade.

**★★★★ GREAT ORGAN THEMES FROM MOVIES AND TV**  
Eddie Baxter. Dot DLP 3536 (M); DLP 25436 (S)—The tie-up between good organ playing and popular movie and TV themes could prove to be a solid catalog item. The playing for the most part is straightforward with a minimum of production and a maxi-

mum of melody. The tunes are all familiar and include the likes of "Gigi," "Themes From A Summer Place," "Moon River," "Exodus" and "Tammy."

**★★★★ THE WRIGHT TOUCH**  
George Wright. Dot DLP 3447 (M); DLP 25447 (S)—George Wright works his Wuritzer magic on 11 familiar melodies here. The organist plays such standards as "Begin the Beguine," "September Song" and "Lazy River" with much zeal and should find a place with hi-fi organ buffs. He has a good following, among these disk buyers already. They appreciate his big stereo sound.

**★★★★ 50 GUITARS VISIT HAWAII**  
50 Guitars of Tommy Garrett. Liberty LMM 13022 (M); LSS 14022 (S)—This album should appeal to hi-fi sound buyers, devotees of the Hawaiian sound, and those who like their music done in tasteful production. The set is a solid catalog item that features such standards as "Sweet Leilani," "Pagan Love Song," "Hawaiian

War Chant" and "Aloha Oe." The music is gentle and string-filled and should show steady sales.

**★★★★ GREATEST ORGAN HITS**  
Jerry Burke. Dot DLP 3450 (M); DLP 25450 (S)—Here's a pleasing album spotlighting Jerry Burke on organ playing a flock of familiar standards. The songs include "You Are My Sunshine," "San Antonio Rose," "Moon River" and "You Can't Be True Dear." The songs are well suited to organ, and Burke plays them caressingly.

### LOW-PRICED POPULAR

**★★★★ THE FLYING PLATTERS**  
Mercury Wing MGW 12226 (M); SRW 16226 (S)—Here are 10 tracks out of the extensive catalog of Platters material now residing in Mercury's vaults. The sides have all been reprocessed for stereo use, a fact which may lend sales interest. Unfortunately, none of the group's really memorable hits are included, but fans will enjoy the

likes of "Love You Funny Thing," "Oh Promise Me," "Mean to Me," "Only Because," etc.

### JAZZ LP'S

### ★★★★ STRONG SALES POTENTIAL

**★★★★ DAVE BURNS**  
Vanguard VRS 9111—This is Dave Burns' introduction on LP as leader of his own group. The trumpeter is possessed of a big sound that bears repeated listening. He has received a good deal of critical and fellow-musicians praise for his playing with the Al Grey-Billy Mitchell group and can be expected to do well in the future. The trumpeter is accompanied by a good rhythm section and tenor saxist Herbie Morgan.

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Kenny Barron on piano also adds some  
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★★★★ **LALO-BRILLIANCE**  
Lalo Schifrin, Roulette Birdland R 52088  
—Pianist Lalo Schifrin, the young Argentinian who has previously been featured on the label, shows off his considerable writing and performing talents on this new LP. He offers a flock of compositions, including a number of his own, with a brilliance and flair that is unique and refreshing. In his experimenting here with time patterns the pianist comes up with some first-rate items like "Snake Dance," "Midnight in Sao Paulo" and "Mt. Olive." An album that should interest the jazz intellectuals.

★★★★ **BIG BAND JAZZ FROM THE SUMMIT**  
Louis Bellson, Roulette Birdland R 52087  
—Louis Bellson and his ork were recorded live at the Summit night club in Hollywood for this new album and it shows off some swinging work by the big, driving Bellson crew. Set spotlights both new and standard material, with most arrangements by Benny Carter and Marty Paich. Best tracks are "Who's Who," "Cool," "St. Louie" and "Doozy." Strong performance by the noted sidemen sparks the set.

## ★★★ MODERATE SALES POTENTIAL

★★★ **EXPLOSION**  
Cliff Duphiney, Decora-Amphora DALP 2002-M

★★★ **LIGHT UP THE TOWN**  
Sunday Smith and the Lamplighters, Decora-Amphora DALP 2010

★★★ **TWANGIN' 12 GREAT HITS**  
Tommy Tedesco, Dot DLP 3449 (M); DLP 25449 (S)

## CLASSICAL LP'S

## ★★★★ STRONG SALES POTENTIAL

★★★★ **CHOPIN: PIANO CONCERTO; SCHUMANN: OVERTURE, SCHERZO AND FINALE**  
National Orchestra Assn., John Barnett, conducting, Vanguard VSD 2111—One of the great names of the piano world, and known at the Juilliard School as the "great lady" of that instrument, Madam Rosina Lhevinne left her teaching chores long enough last year—her 80th, by the way—to render this very special performance. Her touch is still quite remarkable and the program should have appeal from the standpoint of its historic impact, as well as being a listenable rendering of a most popular piano work. Companion piece is the seldom recorded work by Robert Schumann.

★★★★ **STRAVINSKY: CONCERTO FOR VIOLIN AND ORCHESTRA; ROBERTSON: CONCERTO FOR VIOLIN AN ORCHESTRA**  
Tosy Spivakovsky, violin; Utah Symphony Orchestra (Abravanel), Vanguard VSD 2116 — Tosy Spivakovsky with the Utah Symphony Orchestra under Maurice Abravanel, turns in a most satisfactory reading here of the "Concerto for Violin and Orchestra" of Igor Stravinsky, plus a winning performance of the modern violin concerto by Leroy Robertson. In this Stravinsky year, set can have much appeal.

## SPECIALTY LP'S

## ★★★★ STRONG SALES POTENTIAL

**FOLK**  
★★★★ **15 MILLION SELLERS**  
Jimmie Rodgers, Ronette R 25179 — Jimmie Rodgers has re-recorded for this album 15 of the songs that he turned into hits. Among the sides are some of his biggest, including "Honeycomb," "Oh, Oh, I'm Falling in Love Again," "Kisses Sweeter Than Wine," "Bimbombey" and "Rin-a-Ling-a-Lario." Chanter sells them with style over sock ork support.

**INTERNATIONAL**  
★★★★ **RAPSODIA ROMINA**  
Barbu Lautaru Ork, Monitor MF 377—The restless and moody music of Roumania is caught vividly on this authentically recorded album. The LP shivers with the life of the music which features all kinds of instruments from violins to lute. The set can be expected to sell well in areas which have strong middle European nationality groups

**SACRED**  
★★★★ **FESTIVAL OF SONG**  
The Harvesters, Skylite SRLP 5993—The Harvesters, well-known folk group in the Charlotte, N. C., environs, show off their winning way with a sacred song on this fine new set. The quartet has a strong approach to a religious tune, and their

AUGUST 25, 1962

BILLBOARD MUSIC WEEK 37

harmony is attractive. Songs include "Show Me the Way," "How Beautiful Heaven Must Be" and "He'll Pilot Me."

## SPOKEN WORD

★★★★ **THE POETRY OF JOHN DRYDEN**  
Paul Scofield, Caedmon TC 1125—Paul Scofield, who became a top name on Broadway last season in the show "A Man to Remember" does a superb job of reading poetry by John Dryden on this new release. The poetry includes "An Ode in Honor of St. Cecilia Day," a section of "Absalom and Achitophel," and many other songs and poems of Dryden. A strong LP for students as well as college libraries.

## CHILDREN'S

★★★★ **SIX SONGS ABOUT COUNTING**  
Various Artists, Golden EP 696—The Sandpipers vocal group and Jim Timmens and the ork turn out a series of cleverly written tunes here, which are a good companion piece to another release on "Songs About Words," and styled for a similar age bracket of first-grader, becoming attuned to usings words and numbers. This kind of material can help the kiddies and can amuse them too. Titles include "99 Eyes," "Multiplication," "Danny Dog-catcher," etc.

★★★★ **FIVE SONGS ABOUT WORDS**  
Various Artists, Golden EP 695—The Sandpipers and Jan Timmens and the ork team up to present five songs on a more or less nonsense character about words and letters. "Alpha Beetle," "The Mixed Up Zoo," "A-E-I-O-U," are among the cuter ones. For kiddies becoming aware of the magic of reading and spelling, this can be worthwhile material.

★★★★ **BUGS BUNNY**  
The Sandpipers, Golden EP 694—Three of the best-known cartoon personalities come to life again in this six-track Golden kiddie EP, a bargain at 49 cents. "Tweetie Pie," a little bird friend; Bugs Bunny, and Porky Pig and his buddy Petunia, are also present. The original cartoon voices from films are used here, along with the help of the familiar Sandpipers group. Cute kiddie wax with displayable cover, showing illustrations of covers of the three 25-cent singles, which are grouped into this one package.

## ★★★ MODERATE SALES POTENTIAL

## FOLK

★★★★ **SING HALLELUJAH**  
Mike Settle and the Settlers, Folk Sing FLP 10001

★★★★ **THE JUPITER BOOK OF BALLADS**  
Various Artists, Folkways FL 9890

★★★★ **NEW SOUNDS OF AFRICA**  
Miriam Makeba, Fiesta FLP 1358

★★★ **BONNIE DOBSON AT FOLK CITY**  
Prestige INT 13057

★★★★ **ANGOLA FREEDOM SONGS**  
Various Artists, Folkways FD 5442

## SACRED

★★★ **CLOSER TO THEE**  
The Kingsmen, Skylite SRLP 5994

## SPIRITUAL

★★★★ **RUNNING FOR JESUS**  
Various Artists, Proverb PR-LP 5002

## SPOKEN WORD

★★★★ **THE UNCOMMON MAN**  
Paul Harvey, Word W 3184

★★★★ **BEOWULF, CAEDMON'S HYMN AND OTHER OLD ENGLISH POEMS**  
J. B. Bessinger Jr., Caedmon TC 1161

## CHILDREN'S

★★★★ **SONGS OF THE POGO**  
Various Artists, AA Records AR 2 (M)

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## Capetown Caper

• Continued from page 5

cess of country music and that the Nashville sound has been acknowledged as an important ingredient in hit records, he said that the influx of artists into the city made for a scarcity of material—even for country artists.

### City Boys to Rescue

Atkins said that the number of New York publishers taking material to Nashville helped ease the scarcity when the songs are in the country-pop idiom, as many written by the younger, hipper clefters are these days.

Asked what the Nashville sound is, Reeves commented that it is a sound made by a group of musicians working in concert all the time and able to achieve a spontaneity and cohesion that only comes from constant work together. Both he and Atkins said that most Nashville dates are not done with written arrangements, but are head arrangements, conceived in the studio.



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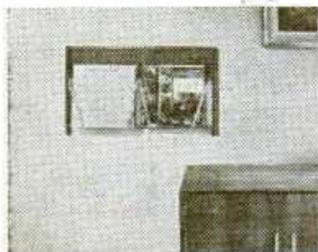
NEW DEALER PRODUCTS

Out of Mouth of Babe

Saranade, a 22-inch doll, who sings, tells stories and teaches her playmates to dance, count and recite, is the newest creation of Westinghouse Electric Corporation. The talking is done by means of a tiny but sturdy, battery-operated portable radio inside the doll, which receives signals from a low-powered transmitter within the companion portable phono. One LP disk full of songs and chatter, comes with the unit and others can be bought. Doll and phono complete list for about \$39.95.



Danish Wall Disk Rack



Chicago's Lyric record rack company has devised

this new rack for use in the home. The rack is styled in Danish modern and is fitted for hanging on living room wall. The unit is made by Repogle Globes, Inc., and holds 40 LP's. The wall browser panel is finished with textured brown basket weave top paneling, solid walnut side frames and brass plating and tubing. Retail price is \$9.98.

International News

Continued from page 28

comedy by appearing in an Italian edition of "Kiss Me, Kate."

Claudio Villa is scheduled for another musical of the season which is being written by Pietro Garinei and Sandro Giovannini, the big men of Italian musical comedy, with a 19th century Roman setting under title of "Rugantino." . . . Among those currently on tour of Italy, but not together, are Ray Conniff and Frankie Avalon. . . . Adriano Celentano, who has adopted Clan as the title of his new label, is modeling his own clique after the more-publicized one in Hollywood.

Artists With Own Songs Best Bets

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

A more dominant place than ever is being taken by the recording artist who supplies his own songs in the Italian pop field.

Nico Fidenco, whom RCA Italiana bills as "The Golden Boy," is pretty near the top of the list with almost every new recording in the best-seller list. The same label also has Gianni Meccia in this category. Not far behind is the V-C-P groups whose big name of the hour in Tony Renis. He turned "Quando, Quando, Quando," the third place song at San Remo, into the nation's hit of the year. He is now out with another "Amor, Amor, Amor." Previously this label had introduced Pino Donaggio who still holds a high place in the field as does its Neapolitan favorite, Sergio Bruni who contributes to his own numbers.

The trend, however, was introduced by Fonit's Domenico Modugno, who continues as Italy's top artist while he records only his own compositions, including three of the last five San Remo winners. Other record companies, noting these hits, are beginning to join the parade in this trend.

Trade Talk

Southern Music insisted "Quando Caliente El Sol" would be the "song of the summer" and are taking bows on their prediction. Top recording of many appears to be

RCA's Hermanos Rigual. . . Rome is planning its own song festival for September to be known as "The Six Days of Rome." . . . First American to record the Cantagiro winner is Gene McDaniels with "You Are Far From Me" for Liberty. . . . With appearance of "Enchanted Melodies" on Carosello, D'Artega, an American of Spanish origin, has his fifth LP hit in Italy.

Top spot for name attractions during summer appears to be Venice Lido where Chez Vous is presenting one after another Helen Merrill, Dorothy Peterson, Dalida, Frankie Avalon, Neill Sedaka; Peters Sisters, a singing and dancing group from The Peppermint Lounge; Golden Gate Quartet and Chet Baker, an almost 100 per cent line-up of U. S. recording names. Rome's Lido will be host to Gilbert Beaud August 20 who will top show for live telecast. Voce del Padrone has put out his two latest numbers in Italian, "The White Sail" and "If You Came Back."

Latest summer film release is a potpourri entitled "Canzone, Canzone, Canzone" with Renato Rascel, Carlo Dapporto and Adriano Celentano featured along with some of the top 30 songs of the past and present. . . . Graz, lots!

NEW ZEALAND

Local Jazzmen Play It Wright

By FRED GEBBIE  
Box 5051, Auckland

Laurie Lewis shared an LP date here with Brubeck bassist Gene Wright for the Philips label. The disk is, of course, a showcase for Gene, but does feature some very fine jazz from Lewis on baritone sax, Lew Campbell on piano, and Auckland Don Branch on drums. Set is due for release early September.

Peak Records announced a further release of their imported jazz line from Candid and Blue Note Records and also announced their first locally pressed jazz album,

Happy Days Forecast for Dealers; Report Sees Heavy 'Growth' Buying

WASHINGTON — Good news on sales growth of phonographs and FM radio-phono combinations came out of Commerce Department last week and also out of Federal Reserve's survey of consumer buying plans made in July. For the first time, Commerce Department has included breakout data on manufacturers' shipments of monaural and stereophonic phonographs, also recorders, tuners, audio amplifiers and similar home-type electronic equipment in its "Current Industrial Reports" series for August.

Highs and Lows

Federal Reserve's quarterly tally of consumer buying plans show that families plan to buy more "growth" items, such as \$100-and-up radio-phono equipment, within the next six months, while plans to buy durable "major" appliances such as refrigerators and washing machines were at "new lows" in the July survey. Strengthening popularity of home entertainment was also shown in plans for buys of TV sets which are at or above 1960 levels, Federal Reserve reports.

Manufacturers' 1961 shipments of monaural phonographs reported by Commerce Department were 1,471,000 units, valued at \$36,176,000; stereophonic units totaled 1,423,000, valued at \$95,431,000. Total phonograph shipments (non-coin-operated) for 1961 were 2,894,000, valued at \$131,607,000, as against 1960 shipments of 2,823,000 units valued at \$129,746,000. No breakdown into mono or stereo was available in 1960.

Other Shipments Listed

Shipments of coin-operated phonographs were 45,000 units in 1961, valued at \$30,886,000, as against slightly higher figures of 46,000 units at \$32,913,000 in 1960.

Shipments of record player attachments, including record players with automatic record changers fell sharply in 1961 to 233,000 units, value \$6,315,000, as against 1960 shipments of 396,000 units at \$9,702,000.

Shipments of recorders, tuners and similar home-type electronic equipment totaled 1,120,000 units, value \$63,144,000 in 1961. No similar data for 1960 was available. Breakdown on the total showed home-type recorders, tape, wire and disk, totaled 389,000 units at \$38,754,000; home-type audio-amplifiers and preamplifiers 133,000 units at \$8,525,000; tuners (AM, FM and AM-FM) and tuner amplifier combinations, 128,000 units at \$10,011,000 value; all other similar equipment, converters, adapters, etc., for home use, totaled 470,000 units, valued at \$5,854,000.

Radios and radio-phono combinations showed strong upward trends in 1961, with total of 11,192,000 sets (including portables, transistors, but excluding automobile radios), valued at \$301,382,000, as against 10,417,000 units valued at \$271,458,000 in 1960. Total number of radio-combination shipments, including table models and consoles, jumped to 898,000 units, valued at \$128,676,000 in 1961, well above 1960 total of 654,000 units, valued at \$91,396,000.

In the better console models, shipments of AM-FM radio-phono combinations jumped to 567,000 units, valued at \$96,190,000 in 1961, as against 1960 total of 256,000 units, valued at \$49,444,000. The AM-only radio-phono combinations in console group dropped in 1961 to 163,000 units at \$21,450,000 as against 189,000 at \$27,730,000 in 1960.

Table model radio-phonos

Hits of the World

Continued from page 18

This Week	Last Week	Title	Artist
6	4	THE STRIPPER	David Rose (MGM)—Chappell
7	—	BREAKING UP IS HARD TO DO	Neil Sedaka (RCA)—Southern
8	3	PICTURE OF YOU	Joe Brown (Pye)—Paling
9	9	WOLVERTON MOUNTAIN	Claude King (Coronet)—Wallaby
10	5	I CAN'T STOP LOVING YOU	Ray Charles (Ampar)—Acuff-Rose

PERU

(Courtesy La Prensa, Lima)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	UH-HUH	Paul Anka (Philips)
2	1	UNICA	Eduardo Farrel (Odeon); Miguel Calo (Odeon)
3	4	MERECUMBE NO. 8	Sonora Sensacion (Sono Radio)
4	3	BALADA DE LA TROMPETA	Los Cinco Latinos (Columbia); George Jouvin (Odeon); Gastone Parigi (Durium-Gasparin) (Philips)
5	7	PUEBLO SIN COMPASION	Gene Pitney (U. A.); Anita Rodriguez (Odeon)
6	5	NORMA	Gustavo (Hit); Moreno (Sono Radio); Juan Sanchez Gorio (Columbia); Eulogio Molina (MAG)
7	8	THE MAJESTIC	Dion (Odeon)
8	6	MUNECO DE TRAPO	Hector Cabrera (Kubaney); Trio Fantasia (Odeon)
9	9	MENTIROSA CONMIGO	Freddy Roland (Philips)—Niko Estrada (Odeon); Cortijo y su Combo (Gema)
10	—	CALLE 13	Niko Estrada (Odeon)

which honors went to Clark Terry whose "Colour Changes" has started off what looks to be a very good jazz run for Peak.

"Ahab the Arab" is going to be a very big single from Mercury. Bugs Bunny and all his friends are still banned on New Zealand radio stations and TV networks. Reason, his illiterate accent is likely to teach the kiddies bad habits.

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	TONIGHT	Johnny Mathis (Columbia)—Mareco
2	2	BREAKING UP IS HARD TO DO	Neil Sedaka (RCA)—Filipinas
3	5	WAH-WATUSI	The Orions (Cameo)—Dyna Products
4	7	I'D NEVER FIND ANOTHER YOU	Tony Orlando (Epic)—Mareco
5	3	GOODNIGHT IRENE	Jerry Reed (Columbia)—Mareco
6	10	SONG FROM MOULIN ROUGE	Connie Francis (MGM)—Mareco
7	—	AL DI LA	Emilio Pericoli (Epic)—Mareco
8	4	MOON RIVER	Henry Mancini (Ork & Chorus) (RCA)—Filipinas
9	6	PLAYBOY	The Marvelettes (Hi-Fi)
10	—	CALLING DR. CASEY	John D. Loudermilk (RCA)—Filipinas

SPAIN

(Courtesy, Discomania)

This Week	Last Week	Title	Artist
1	1	PERDONAME	Duo Dinamico (Voz Amo)—Del Sur
2	3	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (RCA)—Hispavox
3	2	LOVE ME WARM AND TENDER	Paul Anka (RCA)—Hispavox
4	4	LINDA MUCHACHITA	Connie Francis (Hispanovox)—Hispanovox
5	5	LA BALADA DE LA TROMPETA	Los 5 Latinos (Fontana)—Hispanovox
6	9	TWIST EN ESPANA	Duo Juvent's (Vergara)
7	—	LOLITA TWIST	Duo Dinamico (Voz Amo)—Del Sur
8	—	DIME POR QUE	Duo Dinamico (Voz Amo)—Del Sur
9	—	ET MAINTENANT	Gilbert Beaud (Voz Amo) Clippers
10	8	I CAN'T STOP LOVING YOU	Ray Charles (Hispanovox)—Re-Do-La

New Houston Indie Store Bucks Trend

HOUSTON — Against the frequently noted trend for indie disk dealerships to close up shop, in a day of big discount and rack outlets, a new record store has opened here. Located at 122 Inwood Village. Owned by Fred Honea Jr., it is called Words & Music.

Honea said the store now handles records and portable record players. He said he plans to add sheet music, musical instruments, hi-fi equipment and a service department later. Formal opening of the store will be held around August 13.

Words & Music will be staffed by George C. Leslie, a veteran of 30 years in the record business and considered one of the Southwest's top authorities on classical recordings, and Betty Jo Madigan, who has been in the record business 15 years. She will handle the jazz, popular and show tune recordings.

This is Honea's first venture in the record-selling field. For the past 17 years he has run the concessions at the zoo.

shipped by manufacturers in 1961 totaled 168,000 units, valued at \$11,036,000, down from 209,000 units, valued at \$14,222,000 the previous year.

CHANGES IN BUYERS' GUIDE LISTINGS

Following are additions and corrections to Billboard Music Week's 1962-1963 Buyers' Guide and Market Data Report, which was distributed as part of the August 4, 1962, issue of *BMW*. These changes should be clipped and filed with copies of that volume to keep copies up to date until the publication of next year's edition. All companies whose listings change due to a new address or change in categories for which eligible, are urged to send corrected listings to *BMW* for inclusion in this column as well as in next year's Buyers' Guide.

U. S. Record Manufacturers  
Dot, 1507 Vine St., Hollywood, Calif.

U. S. Services & Supplies  
LABEL MANUFACTURERS  
Rite Record, Cincinnati, Ohio

International  
GERMANY  
Record Manufacturers  
Teldec, Heussweg, Hamburg 1

Record Wholesalers of the United States

DISTRIBUTORS  
K. O. Asher, 7818 S. Stony Island Ave., Chicago, Ill.  
Central Rec. Dist., 815 Poydras, New Orleans, La.  
Midwest Dist., 933 Nuttman, Fort Wayne, Ind.  
Lifetime Recordings, 133 North St., Rochester, N. Y.  
World-Wide Rec. Dist., 1650 Broadway, New York, N. Y.

U. S. Services & Supplies  
LABEL MANUFACTURERS  
Lundstrom Printing Co., 133 S. 6 St., Terre Haute, Ind.

MACHINE SHOPS  
Audiomatic Corp., 915 Westchester Ave., Bronx, N. Y.

MATERIALS MILLING PLANTS  
Audiomatic Corp., 915 Westchester Ave., Bronx, N. Y.

PRESSING PLANTS  
Bard Record Co., 45 Saw Mill River Rd., Yonkers, N. Y.  
Miami Records, 2819 N.W. 7th Ave., Miami, Fla.

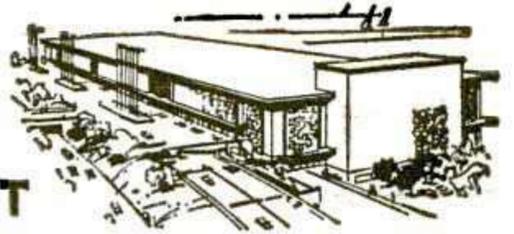
PROCESSING PLANT  
Audio Matrix, 915 Westchester Ave., Bronx, N. Y.

RECORDING STUDIOS  
Ace Rec. Studios, 1 Boylston Pl., Boston, Mass.  
International Sound, 5539 Sunset Blvd., Hollywood 28, Calif.  
Spectra-Sound Rec. Studios, 6110 Santa Monica Blvd., Hollywood, Calif.  
Sound Makers, Inc., 6 W. 57 St., New York, N. Y.  
Ventura Records, 606 Wayside Dr., Villa Park, Ill.

TAPE DUPLICATION  
Ace Rec. Studios, 1 Boylston Pl., Boston, Mass.  
Tape Center, 228 W. Liberty St., Louisville, Ky.



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**SEPT. 8**

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# Bowl Game Spur to Other U. S.-Ger. Tie-Ups

By OMER ANDERSON

FRANKFURT — A West German distributor, Globus Automaten GmbH, of Frankfurt, is pointing the way to the imaginative partnership of U. S. and German concerns in developing the potentially large games market in this country.

The success of the Globus partnership with United Manufacturing Company of Chicago will influence similar U. S.-German link-ups.

Globus has acquired exclusive German distribution rights to United's bowler, which it is promoting as the "United Bowling Anlagen." The Frankfurt firm has opened what will be the largest coin market machine new-product promotion ever undertaken in this country.

### Promotion Campaign

Briefly, Globus believes there is a tremendous market in West Germany for the United bowler, and its backing this conviction to the hilt with a promotion campaign as imaginative as it is expensive.

Globus glows with the vision of hundreds and perhaps thousands of United bowling parlors spotted throughout West Germany. To translate the vision into fact Globus is promoting the United bowler not as amusement, which has a rapid ring to the Germans, but as a serious sport installation.

The Germans are to be urged to "bowl the United way," not because it is merely fun, but because it is a fascinat-

ing new type of sporting competition, providing the challenge of authentic athletic competition.

United's campaign is geared to the fact that the Germans take sport seriously and dislike the thought of making fun out of competition, which, in the German view, is a serious test of mettle.

### Sporting Challenge

Globus' gambit, thus, makes imaginative use of the full panoply of sporting challenge and competition. Each location is being urged to organize teams and encourage them to adopt a team uniform, preferably with a snappy blazer in the British style.

Globus is organizing United bowler competition on the city, county, state and national levels. It is planned to crown this competition with a "Europe Pokal" (Europe Cup) and international competition pitting the European United champion against the North American winner.

In fact, Globus' global bowler thinking is already taking shape. The first international match has been held between United bowler teams from Rastatt, in the Black Forest, and Strasbourg, in France. Globus is keying such Franco-German competition to the big political picture in Bonn, where Chancellor Konrad Adenauer is exhorting his German burghers to warm up Franco-German relations on the person-to-person human level.

### Friendship Project

Efforts are being made to obtain Adenauer's specific

endorsement of the Franco-German United bowling competition as a gleaming example of a model friendship project between the two countries.

Globus is encouraging operators to plug the visit to West Germany next month of President Charles De Gaulle, linking De Gaulle's eight-day state visit with the Franco-German bowling competition.

Finally, Globus is backing up its ballyhoo with superb service arrangements. Depots have been established in Rotterdam, Frankfurt and Karlsruhe. The three-lane units are installed and ready for operation within two days. A top technical staff is on constant duty for dispatch to any area of the country.

### Snob Sport

Globus is stressing bowling, coin-operated version, as a snob sport. Locations are expected to provide rich if not ritzy decor for the bowler installation. The uniforms are expected to provide sartorial support for the snob build-up, and great effort is expended in luring dignitaries to prime bowler events.

For example, Globus promoted the appearance of the mayors of both Rastatt and Strasbourg to the "international bowling competition" between the respective teams.

Globus' studies show that bowler locations have had a 40 per cent increase in beverage sales after installation of the equipment.

## FANS REMEMBERED

### Skee Balls Make Comeback In Rocky Mountain Stops

By BOB LATIMER

DENVER—Skee balls are making a big comeback here. Andy Anderson, Star Vending Company, has been reconditioning units which have been kept in a Denver warehouse for years and has been placing them on location.

In fact, Anderson, a 25-year veteran of the operating business here, has a route consisting almost entirely of skee balls.

Both operating and distributing, Anderson has successfully placed 14-foot skee ball machines in many tavern locations, due to his ability to overcome tavern-owners' resistance to size.

"The recent trend toward smaller machines in the amusement field has made it more difficult to sell the owner in tying up 14 by 5 feet of floor space," Anderson said. "However, when we demonstrate that the skee ball pays a consistently higher return over possibly any other type of amusement machine and take the dubious prospect around to talk to a tavern owner who operates such a machine, we usually get results."

Re-installation of the skee ball units was made possible by recent action of the Colorado Legislature, which, for the first time since

1934, legalized the presence of amusement machines of various kinds in alcoholic-beverage serving institutions.

Many locations have already been filled with shuffleboard and skee ball units, Anderson pointed out, but he has had no difficulty in installing the first 20 machines to come out of storage, and anticipates little additional trouble in installing the remainder.

"One of the points which has helped to boost up the skee ball route is the fact that these machines quickly develop some almost-fanatic followers," Anderson said. "The game utilizes a lot more

*(Continued on page 44)*

### Board Goes to Top State Court In Try to Pull Liquor Licenses

CHICAGO—The fight to pull liquor licenses of those tavern owners who hold \$250 federal gambling stamps still goes on.

Now a decision by a Cook County Court—which had enjoined the Illinois Liquor Control Commission from revoking licenses of tavern keepers who have the gaming stamps—is being appealed to the Illinois Supreme Court.

Filed by Illinois Attorney General William G. Clark, the petition seeks a reversal of a recent ruling by Superior Court Judge Donald S. McKinlay.

The Commission office here anticipates a decision by December.

Litigation challenging the action of the Commission by which it undertook the suspension and revocation of licenses for possession of the \$250 stamp was launched last spring by the Retail Liquor Dealers Association of Illinois.

The court ruled, however, that the issue could only be resolved if the action was instituted by individual licensees. That was done and McKinlay's decision restraining the Commission followed.

An earlier ruling by the State Supreme Court that coin-operated machines were not gambling devices formed the basis of McKinlay's opinion.

The Commission's attorneys countered by arguing that they were

## Royalties Bill Still a Threat—Don't Let Guard Drop, Miller Tells Music Ops

CHICAGO—Unless the country's music operators are mobilized and adequately financed, a bill providing for the payment of royalties by juke box operators may pass in 1963, George A. Miller, president of the Music Operators of America, warned last week.

In a letter mailed from MOA's Chicago office to operators, Miller suggested the possibility that the Celler Bill may be enacted in 1963.

The legislation introduced by the New York congressman is believed to be dead for this session of Congress. It provided for a per-machine federal tax.

Miller asked the membership if it could afford to pay \$5 to \$25

a year per machine for the first five years," and then "whatever other amount the Attorney General appointed trustees will decide." That is the threat, Miller said.

"Some people say that the music operators have had their turn at bat and have been playing a good ball game up until now, but that the game will turn in 1963 in ASCAP's favor and the Celler Bill will be passed in one form or another," he said.

"Now we are in need of revenue and we need it badly. Because, if the bill is passed by the Congress, there will be much legal litigation. For we will never agree to this type

of legislation or taxation until we have exhausted every avenue known to mankind—through the Congress or the courts. I cannot lead myself to believe that the Congress would set up a national collection agency for one private enterprise against another, and this is exactly what the Celler Bill proposes to do.

"The only person you are letting down if you do not take part in this fight is yourself. I do not think anyone is so naive as to believe that the major companies or a few operators are going to carry this fight without the help of the smallest operator to the largest operator in America."

### Far-Range Arcade Plan Pays Off for Denver Op

ARVADA, Colo.—The ability to plan exciting, interesting arcade-type collections of amusement machines, which beguile bowlers while awaiting their turns at the lanes, has paid off in spades for Lee Wyscaver, of Lee Music Company, in this big Denver suburb.

Wyscaver, who operates phonographs, a predominantly large amusement machine route, and a major cigaret route, was quick to the alert, when he found that Denver, a city far behind the na-

tional average in the number of bowling alleys available, was in process of building many new ones.

Now, with some 22 new multi-million-dollar bowling alleys in the city, Wyscaver has captured at least half of them with amusement machines as his calling card.

### Game Room

In every instance where he has been able to talk to a future owner of a bowling alley before the actual construction is com-

*(Continued on page 44)*

## 'Preview' New 2-Player Unit By Gottlieb

CHICAGO — Release of a new two-player, Preview, was announced last week by D. Gottlieb and Company.

The equipment features a number of novelties, according to the firm.

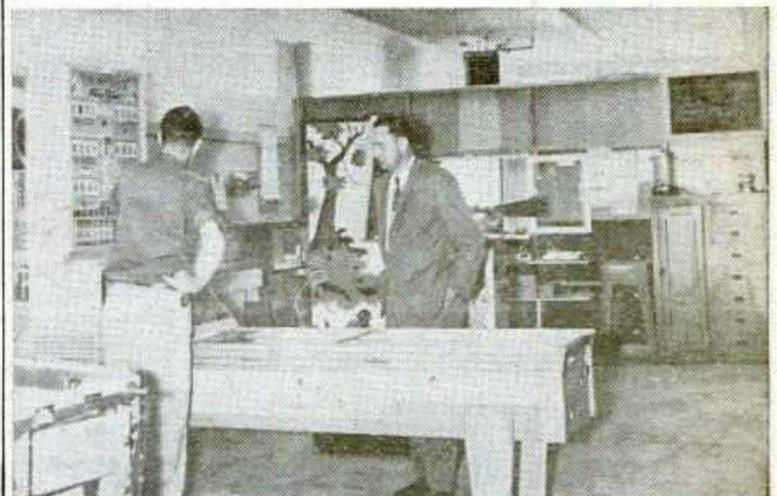
One of them is hitting numbered targets, light buttons and out-hole for an extraordinarily high score.

Another is that the target high score feature holds over until completed.

Additionally, six top rollovers light in pairs for 100 points and four side rollovers light alternately for 100 points. Also offered are two alternating light pop bumpers for rapid 10-point scoring.

### NO DRAG ON THESE RED HERRING BOATS

EAST BERLIN — Russia's fishing fleet is getting its first juke boxes, with priority presumably going to trawlers on snooping missions off the United States. Reports from Rostock, where the Red herring boats have been putting in for repairs and stores, say that at least half a dozen phonograph-equipped trawlers have visited there in recent months. The equipment is of West German manufacture, all of it mounted on stabilizers. Crew members said it was an experiment to relieve the tedium of long voyages. The crews provide their own disks.



LEE WYSCAVER checks over a reconditioned bowler at the Lee Music Company's headquarters.

# Outside Chance for Bulk Ops Getting In Federal Buildings

By JOE KLEIN

CHICAGO — Bulk operators have a chance—but it's not the brightest chance—to acquire locations in the hundreds of federal buildings in the six-State area a famous daily newspaper likes to call Chicagoland.

Regional headquarters of the General Services Administration is now in the process of counting all the governmental buildings it controls in Illinois, Indiana, Ohio, Kentucky, Wisconsin and Michigan. It should know pretty soon just how many there are, and how many could be in the market for bulk machines.

What is known as the Randolph-

Sheppard Act dominates vending concessions in federal buildings.

That means that the blind have a conditional priority.

Welfare groups get second chance.

### Last Choice

Then, finally, if neither the blind nor the others are properly available for the project, private operators are considered.

"Thus," explained a spokesman for the office, "the bulk vending operator would have to negotiate

with the blind concessionaire or with the welfare group. Still, however, the final decision on acceptance or rejection would still rest with the government. We have been very pleased with certain coin-operated vending operations and very displeased with others."

The GSA would be prepared to consider the proposal of any bulk vending operator at any time, he said. He added, however, that on the basis of experience, the govern-

(Continued on page 44)

## ALERT MANEUVER

# Army Travels on Stomach Filled With Vended Items

FLORENCE, S. C.—It will pay a vending machine operator to keep an eye on the newspaper for traffic-pulling events, says Frank Hughes, bulk operator here.

Hughes doubled the number of gum, peanut and charm-vending machines he has on location in Florence, Cherew, Darlington and surrounding cities, when he learned that the U. S. Army Strike Command would stage war games during August.

What he didn't know was that

the maneuvers, under the title of Swift Strike II, would involve more than 65,000 troopers, paratroopers, infantry, air force pilots and crews.

Within a few days after the exercises began on August 6, every vending machine on location was empty, as thousands of troopers, during time off from pitched battles, dug for pennies on sight of vending machines.

Flooded with calls from both rural and suburban location owners, Hughes arranged for overnight shipment of new fill for all locations, and some 20 extra vending machines.

With the big exercises carried out for a period of 30 days, Hughes was kept busy rushing from one spot to another, refilling machines, or exchanging heads, and saw practically every one of some 200 locations sell a volume of at least 10 times that of normal results.

Assessing results, the South Car- (Continued on page 44)

# Germans Testing All-in-One Bulk Units

ISLAND OF SYLT, West Germany—Local resorts are testing a bulk vending package this season, consisting of ball gum, nuts and coin scales arranged as a single unit.

At some resorts, notably on Sylt and at Travemuende, overlooking the East German Iron Curtain, the package is expanded to include a telescope and picture postcard vending machine.

The idea is to concentrate the machines into a single unit for efficiency of placing and maintenance. A few operators are also experimenting with tape-recorded tourist guide machines, a coin-operated description of tourist mecas.

### Prime Locations

In most cases, the package is mounted on a portable base, and is placed in the morning and withdrawn in the evening. Resort areas offer prime locations for package bulk vending. German studies show that concentration of machines at a single location as a package stimulates patronage for all machines.

In tests conducted here on the Island of Sylt, West Germany's major sea resort, patronage for machines arranged in a cluster averaged 27 per cent higher than when the same machines were placed separately, even though in the same general area.

The studies show that machine patrons usually have coins surplus to those they insert in a single machine. If there is more than one machine in the bank, they will usually patronize other machines in the cluster.

### Pay Telephones

A number of leading German bulk vending men are negotiating with the West German Ministry of Posts and Communications for permission to install bulk vending machines in tandem with pay telephones. The pay telephone is deemed by German operators to be the perfect medium for inducing bulk vending patronage.

The telephone patron generates

## Gotham Open House

NEW YORK — The New York Bulk Vending Association will hold open house at the Central Plaza Annex September 10. All operators, distributors and manufacturers in the area are invited. Refreshments will be served.

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N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 10-Column 1¢ Tab Gum Machine	16.00
N.W. Model #33, 1¢ Perc. Con.	8.50
Verted for 100 ct. S. G.	8.50
Silver King 1¢ S.G. or Mide.	30.00
ABT Guns	12.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.00

## MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	44
Pistachio Nuts, Jumbo Queen, White	47
Pistachio Nuts, Large Tulip	48
Pistachio Nuts, Vendor's Mix	48
Pistachio Nuts, Sheik, Red	48
Cashew, Whole	48
Cashew, Bites	48
Peanuts, Jumbo	48
Spanish	48
Mixed Nuts	48
Baby Chicks	48
Rainbow Peanuts	48
Bridge Mix	48
Boston Baked Beans	48
Jelly Beans	48
Licorice Gems	48
M & M, 500 ct.	48
Hershey's	48

Rain-Bo Gum, 72 ct.	32
Malt-lets, 100 ct., per 100	32
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.	32
Rain-Bo Ball Gum, 100 ct.	34
300 lb. minimum prepaid on all Rain-Bo Ball Gum.	
Adams Gum, all flavors, 100 ct.	48
Wrigley's Gum, all flavors, 100 ct.	48
Beech-Nut, 100 ct.	48
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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Gold Medal Popcorn, A-1, Used \$250.00  
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Cashews, 450 ct., whole	30	45
Almond Nuts	30	35
Spanish Peanuts	30	31
Virginia Splits Peanuts	30	35
Rainbow Peanuts (Candy)	30	38
Boston Baked Beans	30	30
Licorice Lozenges	30	30
Confection Mix	30	30
Jumbo Pistachios, Red	30	49
Medium Pistachios, Red	30	40
Small Pistachios, Red	30	38
Leaflets (M&M Style Candy)	25	37
Teeny Jelly Beans	33	27
Candy Corn	30	25
Hersheyettes	30	47
Chiclé Base Cub Chicks 320	30	42
Chiclé Base Cub Chicks 320	30	42
Rainbo Tabby-Lets 520	24	32
Sugar Peps (Bulk Candy)	24	40
Maltettes (Ball Style, 100 Ct.)	15	35

**BALL GUM VARIETIES**

140-170-210 Rainbo Gum	25	32
Rainbo 100's Centuries, Ass'd.		34
Colors—Grape, Cherry	18	35
Rainbo Screwballs, 100's	18	35
Rainbo 4's Chiclé 140	25	41
Cherry 210 Count	25	32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)

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**ACCESSORIES**

Single Floor Stand	5.50
Dbi. Cross Bars for Above	2.00
Triple Cross Bars for Above	2.25
4 Place Racks With Wheels	10.50
6 Place Racks With Wheels	12.50
3 Place Racks With Wheels	8.95
1¢ Coin Counting Scale	23.50
1¢-5¢ Coin Counting Scale	23.50
Stamp Folders, Per 10,000	4.00
Master, Trading Cards	3.25
Ball Point Pens, Gr.	5.50

**RECONDITIONED & REFINISHED VENDORS**

N.W. Model 49, 1¢ or 5¢ Bulk	\$13.50
N.W. Model 49, 1¢ Ball Gum	13.50
Silver King, 1¢ or 5¢ Bulk	8.50
Acorn 1¢ Ball Gum, Special	10.00
Victor Toppers, 1¢ Bulk	11.00
Acorns, 1¢ or 5¢ Bulk	11.00
Silver King 5¢ Hot Nut	13.50
Ajax 5¢-10¢ 3-Col. Bulk	39.50
Premier 1¢ Card Vendors	14.50
2-Col, 5¢-10¢ Stamp (Folder)	15.00
Master 1¢-5¢ Bulk Vendor	10.00
Master 1¢ Bulk Vendor	7.50
Model V 1¢ Ball Gum	8.50
N.W. 10-Col. Tab w/removable drums	21.50

SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

**Rake Coin Machine Exchange**  
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# Vendors Win Round in Texas Tax Fight As Judge Rules Out Sales Under 25c

AUSTIN, Tex.—A district judge handed down a far-reaching ruling which could deal the State's 11-month-old sales tax a severe blow.

District Judge Herman Jones ruled the State Comptroller Robert S. Calvert cannot collect the 2 per cent sales tax on total receipts from sales of less than 25 cents.

Specifically, the ruling applied to sales from vending machines, but Judge Jones said that the effect of the ruling is that "the State can collect a tax only on sales above 24 cents.

### Not Total Sales

"Therefore, the vendors have to

remit to the comptroller only those taxes collected on sales of 25 cents or more, and not a tax on total sales.

"It is very apparent that it (the ruling) is going to reduce the State's revenues considerably," Jones said.

The State gave immediate notice of appeal.

The tax had been hailed as the answer to the State's growing deficit, which neared \$100,000,000 early this year.

Under the law, businesses cannot collect the sales tax on purchases of less than 25 cents. However, under Calvert's ruling, the State has

been collecting the tax on total sales, including those less than 25 cents.

"As I viewed it (the law), it is (as new applied) a gross receipts tax for sales of less than 25 cents. I held that when the Legislature said no tax was to be collected on sales of from 1 cent to 24 cents, that meant 'No Tax,'" Jones said.

Jones said that for the plaintiffs in the suit, vendors of candy, chewing gum and coffee—the tax was in effect a gross receipts tax and not a sales tax because the companies could not collect the tax on the sales, all of which were below 25 cents.

### Refused Comment

Calvert refused to comment on the ruling. "I haven't read it yet," he said. "I've heard about it and what it does, but I don't have any comment. The Legislature and the courts are telling us what to do on this one."

Asked if the ruling would have a substantial effect on income from the sales tax, now producing around \$160,000,000 a year, Calvert said. "I have no idea what it would do. That would take a long study."

Neelley Vending Machine Company of Austin brought the suit as a class action against Comptroller Calvert. Other plaintiffs were the Canteen Company, of Dallas; Gallavneau Brothers of Amarillo; and B & M Vending Company, of Lubbock.

Each sought return of a total of almost \$2,000 in taxes paid under protest, but the repayment was blocked when the State gave notice of appeal.

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**NEW SIXTEEN HORRIBLES**  
\$38 Per 1,000 — F. O. B. Jamaica, N. Y.

EXCLUSIVE . . . Our HORRIBLES are made of a special soft material that will not destroy any styrene capsules. They can be packed safely for perfect vending.

Available at our factory and all our warehouses

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91-15 144th Place, Jamaica 35, N. Y.

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THE MOST COMPLETE and FINEST LINE of BULK VENDORS



New Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

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THE MOST COMPLETE and FINEST LINE of BULK VENDORS



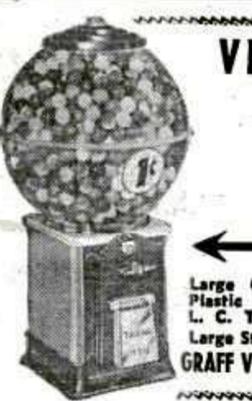
**← VENDORAMA**

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ or 25¢ play.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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**← L. C. TOPPER, \$15.00 ea.**

Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT!

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Capsule Vender\*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

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THIS IS ALL NEW. BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.

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Entirely new, especially designed items comprise half of our New Jumbo Charm Assortment. The other half is Deluxe Rings which vend perfectly because of an insert containing an extra prize.



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World's Largest Selection of Miniature Charms

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

Penny-Nickel ATLAS MASTER Vendors

## Eppy Sells Charms, Gum In Same Double Feature

JAMAICA, L. I., N. Y.—A new concept in ball gum and charm merchandising—selling an assorted charm mix together with a carton of ball gum in the same pack—has been introduced by Eppy Charms, Inc., here.

President George Eppy explained that many small operators have trouble determining the proper mix ratio and added that the new merchandising concept—called the Double-Feature Package—is calculated to make things easier for the operator.

The carton consists of 25 pounds of 210-count ball gum and varying amounts of charm, with each package designed to fill four machines.

Assortment A, for example, has

the 25 pounds of gum and 1,600 assorted charms. It sells for \$14.40, with a cost to the operator of \$3.60 a machine.

Assortment B, with 1,750 charms, sells for \$16 a carton, costing \$4 per machine per fill. Assortment C, with 1,850 charms, sells for \$18 a carton.

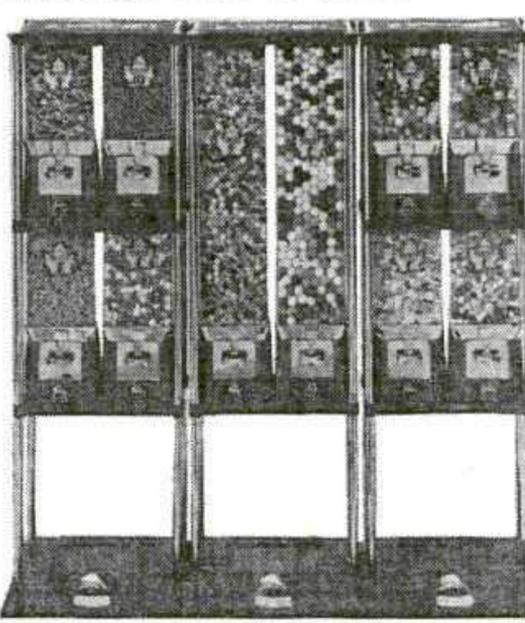
Gum in the package is being made for Eppy under contract. Price is the same per thousand, no matter what the size of the order.

The Eppy organization this week brought three new items—Bavarian engraved beer steins in five assorted metallic colors, jeweled crown charms which may be used as pencil tops, and air command rings in four styles.

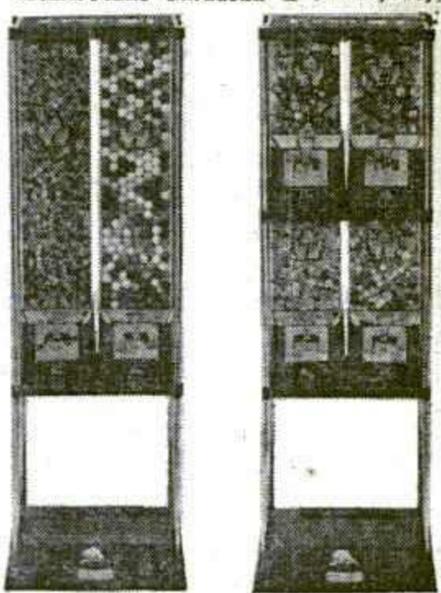
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**ANSWERS TO THE OPERATOR'S DREAM**

- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE



**MARK I DELUXE CONSOLE**  
Contains 3 Complete Sections, 10 Units



**BEAVER MARK I (waterproof)**

Contains 2 Units

Contains 4 Units



8 INCH PLEXI GLOBE



23 INCH PLEXI GLOBE



8 INCH PLEXI GLOBE

Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

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PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS.

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ADDRESS \_\_\_\_\_

CITY & STATE \_\_\_\_\_

**Fans Remembered**

Continued from page 41

muscle and co-ordination than most amusement machines, and we have found that during a single month's time, there have been a lot of competitive leagues formed wherever the machines are installed.

"A local amusement park, Elitch's Gardens, has offered a battery of skee ball machines for many years, and the experience which Denverites have gained in playing these units in the Elitch's arcade has helped every machine to get into the high return bracket quickly."

**NEW "HORRIBLES"**

16 Different Subjects  
ONLY \$38.00 per M Capsuled  
at the following warehouses—

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- King & Co. 2700-2 West Lake Street Chicago, Ill.
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- Northwestern Sales & Service Co. 446 West 56th St. New York 18, N. Y.
- Standard Spectralite 1028 4th Ave. Oakland, Calif.
- Raks Coin Machine Exchange 609 Spring Garden St. Philadelphia 23, Pa.
- Northwestern Sales & Service Co. 1194 Vermont St. Boston, Mass.
- Operators Vending Machine Supply Co. 1023 South Grand Ave. Los Angeles 15, Calif.
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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.

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Sample ..... \$28.13  
2 and up ..... 23.50  
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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Earth, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.  
PResident 2-2900

Say You Saw It in Billboard Music Week

**Far-Range Plan**

Continued from page 41

pleted, Wycaver has been successful in getting sufficient space set aside for a game room. In some of the larger alleys, there are as many as a dozen machines, with the emphasis on flipper-type pin games, and competitive two-or-more-can-play varieties.

The fact that the machines are out of the stream of traffic, and are rotated continuously to offer the keggers new varieties every few months, has paid dividends.

The long list of bowling alleys in which amusement machines—rather than phonographs or vending—made the difference in getting the location reads like the "Who's Who" in Western states bowling circles.

**Other Equipment**

Once he has signed up the bowling alley management on the amusement machines, it isn't surprising that Wycaver likewise draws the knot for the phonographs and cigaret machines.

Because he has specialized in amusement machines during most of an extremely long career in Denver, Wycaver is proud of the fact that some of his most profitable, busy arcade-type installations in large bowling alleys were solicited by the bowling alley management themselves, rather than being sold in the usual manner.

**Federal Buildings**

Continued from page 42

ment would be disinclined to consider the applicant to whom bulk vending is only a supplemental or part-time operation.

"We have not been receiving satisfactory service from such operators," he said. "The sole purpose of vending in a federal building is to accommodate the employees. We want to give them good service and good product at fair prices."

The GSA issues permits to concessionaires in these buildings. Coin-operated vending machines may be installed only upon special application and upon approval by the agency.

The type of machines it will sanction will depend upon many factors—need, conditions, environment.

**Competition Taboo**

At all times, the spokesman said, GSA insists that the operator avoid competition with nearby private business. He said, for instance, that if there is a peanut store across the street from the court house, the chances are that the installation of a peanut machine would be banned.

"We have found that large operators and large machines serve our purposes most satisfactorily," he said.

**Board Action**

Continued from page 41

mission, announced in Indianapolis that he would take no action against licensees to whom the \$250 stamp had been issued.

He said that the Indiana Legislature underlined its intent when it passed a law providing for the withdrawal of liquor permits from holders of the \$250 federal wagering stamp.

No such provision was written into the subsequent law for application to holders of the \$250 gaming device stamp, he explained.

**Alert Maneuver**

Continued from page 42

olina operator credited the big demand for vended candy, nuts and sweet corn to troopers being cut off from normal candy supply. They were thus quick to spot vendors along the routes leading into the battlefields from far off Army posts and Air Force fields.

**EUROPEAN NEWS BRIEFS**

**German Op Tax Fight Goes On and On**

KARLSRUHE, W. Germany—The Central Organization of German Coin Machine Operators (ZOA) has notified its membership that further financing will be required for continuation of the marathon legal battle against West Germany's amusement tax. After seven years in the courts, the operators have won a partial victory, West Germany's Supreme Court having ruled that the tax is illegal in the upper brackets. However, the High Court reached no decision concerning the lower brackets, and this issue—the nub of the entire dispute—remains to be clarified. Meanwhile, a growing number of operators are questioning whether the seemingly endless campaign justifies the expense and effort.

**Coin Sites Also Safety Stops**

MANNHEIM, W. Germany—The road to Heidelberg is becoming paved with coin machines. Autobahn snack bars and gasoline stations are installing automatic shopping centers including phonographs, payouts and games. For example, a new coin-operated shopping and refreshment center at Lorsch, near Heidelberg, has 100 machines. The automatic merchandising centers are mushrooming because of the drastic West German labor shortage coupled with the catastrophic German highway traffic toll. Safety authorities are co-operating with operators in establishing the rest centers as an autobahn safety measure. Most of the centers also have oxygen machines, with drivers urged to patronize the machines as a stimulant against fatigue.

**Cinebox in Ravello Spotlight, Too**

RAVELLO, Italy—There is something new on the streets of this fashionable Italian resort besides Jacqueline and Caroline Kennedy. The First Lady and daughter Caroline are competing for attention with Cinebox, the coin-operated "cinema" which is getting its first general test this season. Cinebox, an Italian development, is in operation at four locations in Ravello and at some 350 locations throughout Italy, Sicily, Sardinia, and even Elba. Cinebox offers a selection of 35 color films featuring musical themes. Ravello, on the goldplated Amalfi coast opposite Capri, is a favorite production center for Cinebox films, including the tarantella dance which natives performed for Mrs. Kennedy. The machines are placed outside the loation in the sidewalk serving areas.

**Bid Skilled Spaniards Come Home**

MADRID—Renotte, the Belgian coin machine manufacturer, is recruiting German-trained personnel for the subsidiary the firm is establishing in Spain. Renotte finds that Spaniards who have worked in German coin machine enterprises are usually ideal employees for the new Renotte operation in Spain. West Germany's labor lack is thus proving an indirect boon to the Spanish coin machine trade, hobbled by a shortage of technicians. In the normal course of events, it would be years, perhaps a decade, before Spain had sufficient technicians to support a large coin machine industry. This skilled labor pool is now being accumulated rapidly, however, thanks to Germany's labor

(Continued on page 48)

**COINMEN**  
in the **news**

**Midwest**

**CHICAGO REPORT**

D. Gottlieb & Company is expanding the export section at its North Kostner Avenue plant. Alvin Gottlieb reports excellent business, particularly in exports. Plans for next year are well beyond planning stage, he says further... Clarinetist Bobby Gordon's debut at the London House was said to be a big smash. He is the 21-year-old son of Jack Gordon, executive vice-president of sales distribution at Seeburg... Maurice Sykes, head of Mar-Matia Sales Company, Ltd., of Bermuda was a recent Chicago visitor. So was Joe Barranco of Bankers World Export, Baltimore.

Earl Kies, president of the Recorded Music Service Association, plans an early fall vacation... Wedding bells rang in recent days and weeks in the families of Herb Oettinger, vice-president of United Manufacturing Company, and Clayton Nemeroff, sales manager of J. H. Keeney & Company. Their daughters were married... A new kiddie ride, the product of All-Tech Industries, Hialeah, Fla., is currently being tested for safety by Underwriters Laboratories here... John Brennock is the director of exhibits at the upcoming World's Fair of Music and Sound. He expresses concern over the possible absence of coin-machine participation at the exposition. He stresses again that there are no deadlines. He will accept exhibit even after the opening of the fair.

JOE KLEIN

How the way you save money can help defend your way of life



Suppose you already have all the money you think you'll need for the years ahead. It still wouldn't be enough to make your future secure.

A secure future takes both money—and the freedom to enjoy it. Consider, for example, how little travel would be worth without the freedom to visit as you choose. And how little a man's costly education would be worth without his freedom to put it to use.

You'll need both money and freedom for the future—and with U.S. Savings Bonds, you save both.

It's a matter of the active dollars which your Bonds provide. While they're growing up to return you a nice profit tomorrow, Uncle Sam puts them to work today to strengthen our economy at home and to stand up for free men all over the globe.

So Bonds return you money—and more. They help defend your way of life, and help guard America's freedom now and tomorrow.

Look at it this way: you are free to choose not to buy U.S. Savings Bonds.

Pretty good reason to buy them, isn't it?—even if you already have all the money you need.

Keep freedom in your future with  
**U.S. SAVINGS BONDS**

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Say You Saw It in Billboard Music Week

# 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.

<b>SHE'S NOT YOU</b> AND <b>JUST TELL HER JIM SAID HELLO</b>	<b>ELVIS PRESLEY</b> RCA Victor 8041
<b>BRING IT ON HOME TO ME</b> AND <b>HAVING A PARTY</b>	<b>SAM COOKE</b> RCA Victor 8036
<b>TEEN AGE IDOL</b> AND <b>I'VE GOT MY EYES ON YOU</b>	<b>RICK NELSON</b> Imperial 5864
<b>FOR ALL WE KNOW</b> AND <b>I WOULDN'T KNOW</b>	<b>DINAH WASHINGTON</b> Roulette 4444
<b>I KEEP FORGETTIN'</b> AND <b>WHO'S GONNA PICK UP THE PIECES</b>	<b>CHUCK JACKSON</b> Wand 126

## Sunny Weather and Western Tunes Turn in Healthy Resort Complexions

By BENN OLLMAN

MILWAUKEE—Wisconsin and Upper Michigan music operators have increased their record purchases a shade ahead of last year, according to one-stoppers.

Favorable weather has helped load the highways with summer vacationers. Resort owners are having a profitable season.

Up-State juke box operators continue to post heavy orders through the mails to one-stoppers for Western-type tunes. According to Gordon Pelzek, Radio Doctors, "The Western trend seemed to start when Ray Charles broke with his 'I Can't Stop Loving You.' Now his newest release, 'You Don't Know Me,' is also drawing a big response from juke box operators."

### "Ramblin' Rose"

Verifying the report of the move to Western-style disks, Jimm Mayer, Record City, places Nat King Cole's "Ramblin' Rose" at the top of his juke box list. Also big at Record City is the fast-selling Johnny Tillotson "Send Me the Pillow You Dream On," Cadence.

Disk dealers also note that op-

erators are programming a trio of "answer" records. Top demand is for the just released "As Long as the Rose Is Red," on Epic, with Floraine Darlin, the "answer" to Bobby Vinton's smash "Roses Are Red."

Two more "answer" releases displaying terrific sales action are "The Girl on Wolverton Mountain," Jo-Ann Campbell, on Cameo Records, and a Spanish comedy treatment of "Tia Juana Border," on Challenge, with El Clod.

A home town release has succeeded in pushing to the top of all local charts and bears promise of nabbing some national action as well. The number is "I Fought the Law," b-w "Say, Mama," with the Royal Lancers on Citation Records. The vocal is capably handled by Milwaukeean Paul Stefan.

Many of the area's disk shops and both major one-stoppers list "I Fought the Law" as their hottest item during August.

"Say, Mama," cut by another local group, the Legends, on Ermine Records, is also racking up hefty operator sales.

## Funeral Services For Ben Meltzer

BROOKLYN—Funeral services for Ben Meltzer, about 65, a veteran operator and serviceman here, were held Monday (13) at the Midwood Memorial Chapel. He had died suddenly the previous day of a heart attack.

Meltzer had operated the Ace Music Service in Brooklyn for many years. At the time of his death he was employed by Al Denver, Lincoln Vending Service.

The funeral services were attended by representatives of the Music Operators of New York. Meltzer leaves a widow and two sons.

## Wheless Buys Out Arkansas Company

JONESBORO, Ark. — Nathan Wheless, owner of Service Amusement Company, last week bought out Warren B. Smith, owner of S & D Amusement Company, Hoxie, Ark., for a reported \$35,000 to \$40,000.

Some 50 juke boxes and games changed hands, making Wheless one of the largest operators in the State with a route covering seven Northeast Arkansas counties.

# German Disk Co-Op to Oust Middlemen in Getting Tunes

(Continued on page 6)

of the scheme, undertake to buy 50 per cent of production, in return for which the wholesalers will share proportionately in UPA profits. UPA retains 17 per cent of output and authors-composers, 33 per cent.

The theory is that UPA will produce only titles it is reasonably certain will be phonograph top tunes, and once these titles are produced, juke box distributors will then provide intense promotion for them.

This promotion will then create a non-phonograph market for the titles, enabling the authors and UPA to dispose of their 33 per cent

and 17 per cent share, respectively, at substantial profit.

Briefly, the scheme aims at realizing the full potential of the juke box as a vehicle for promoting disks into top tunes. The phonograph has the dominant role in this respect in Germany, since the state radio and TV monopoly prevents airwaves tune plugging and the disk jockey is a minor figure in the German trade.

Once a UPA production is established as top tune caliber, and juke box demand is satisfied, the title then will be sold to a standard diskery, with UPA, authors and distributors sharing in the profits.

## Catskill Spa Ops Can't Figure Drastic 30% Dip in Collections

NEWBURGH, N. Y.—Members of the New York State Operators Guild, meeting here Wednesday night (15), reported that collec-

tions on resort locations have been running from 10 per cent to 30 per cent behind last year's totals.

NYSOG operators have music machine and game routes in the Hudson Valley and Catskill Mountain areas, summer playground for New Yorkers.

Local operators are at a loss to explain the decline in collections. Bookings at resorts have been holding up well, and weather here this summer for the most part has been hot and dry.

### Greco Theory

Tom Greco, Glasco, N. Y., operator feels that the good weather is a partial explanation for the falling collections. Greco pointed out that rain and cool weather will drive vacationers indoors, where they have the opportunity to play the juke boxes and games in local taverns and recreation rooms.

This summer's weather has been conducive to golfing, swimming and tennis, all of which are fine for the physical well being of the vacationer, but not so good for operator.

While resort collections have slumped here, takes on year-round locations have improved slightly. With vacationers pumping money into the Hudson Valley economy, the locals are in pretty fair financial shape, and it's being felt in the taverns and restaurants frequented by the permanent residents.

## Stewart on Plane Close to Crash

LITTLE ROCK — Charles A. Stewart, executive secretary of the Arkansas Music Operators Association, was on the recent American Airlines flight which was blown off the runway while landing at Knoxville, Tenn., and was almost a disaster.

The crew of five and the 66 passengers all came through without serious injury. Two passengers suffered minor bruises.

Stewart took a later flight to Washington from Knoxville. He went to work against the bill which would classify pinball machines as gambling devices.

## Indict 6 Owners Of Toledo Sites

TOLEDO—Indictments were returned against six local location owners here, following a police raid in which some 20 pinball machines were seized.

The location owners are charged with using the machines for gambling.

## Arkansas Op Group Officers Start New Term

LITTLE ROCK—New officers of Arkansas Music Operators Association will take office for one-year terms next Saturday (1) after their election at the August meeting.

New president is Orell L. Bledsoe of El Dorado, operator of National Novelty Company, and the association's first president when it was organized two years ago.

Bledsoe succeeds C. O. Temple of Hope, who has sold out and gone into the auto business.

Other new officers: J. Earl Gill of Hot Springs, Gill Amusement Company, re-elected vice-president.

Felton Landrum of Fort Smith, Landrum Music Company, treasurer. He succeeds Bill Smead of Camden, Camden Novelty Company.

Robert Kirspel, president of Kirspel-Hollenberg Music Company, North Little Rock, a director, asked to be relieved of duties because of the press of business. He is also a city alderman.

Joe Michie, partner in Gay Amusement Company, Blytheville, was elected to replace him.

The other directors were re-elected. They are A. G. Williams, Williams Music Company, Monticello; Dan Lavene, Standard Automatic Distributing Company, Little Rock; Bill Smead, Camden Novelty Company, Camden; Nathan Wheelless, Service Amusement Company, Jonesboro; Theron Medford, Mena Novelty Company, Mena, and Charles Wilcox, Wilcox Amusement Company, Pine Bluff.

In addition, the officers are also directors.

The association voted to retain Charles A. Stewart, the group's paid full-time executive secretary, another year. Stewart maintains an office for the association in Little Rock and has a secretary. He travels around the country for the group and acts as a legislative representative.

Bledsoe was elected the first president when the association was formed a little more than two years ago.

Members of the association pay dues of \$1 a machine a quarter.

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**POOL TABLES by VALLEY**  
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# Calls '50-50' Tough Nut to Crack

CHICAGO—Earl Kies, president of the Recorded Music Service Association, thinks that Mort Secore, sales director of Chicago Dynamic Industries, is right when he says that the 50-50 commission arrangement between location and operator is unfair and excessive.

"But," asks Kies, "what are you going to do about it?"

A business-like, heart-to-heart talk to the location owner, as suggested by Secore, may help, but it will take more to sell him on the idea of taking a cut, Kies thinks. "We agree, of course, that economic conditions would justify a change," Kies said. "And our operators have been trying right along. But the location won't stand for it. I feel that new equipment might do it."

"How much headway has been made towards a re-negotiation of the split is difficult, if not impossible, to determine," Kies said.

"One thing is certain," he said. "They're not going to relinquish the 50-50 arrangement on new locations. The competition for them is too fierce."

It is this highly competitive character of the business that makes a lowered location commission a task of seemingly insurmountable proportions, he observed.

"Regardless of what you do, how do you know what your competitor is doing?" Kies asked. "Yet I believe that the location owner will give you his attention when you tell him that a new piece of equipment will give him more plays and more profits."

"And he may be even more attentive when you tell him that the operator is in no position to re-

place the old equipment with new equipment without a change in the commission. You should also explain to him the high cost of service and depreciation. Then, maybe, there is a chance."

Reminded that the switch from nickel to dime play also posed problems, Kies said:

**Need for Change**  
"This is much tougher. You could sell dime play because it didn't mean a loss to the location owner. There was, of course, something of a temporary boycott at some spots, but then there was acknowledgment of the need for the change. It's not going to be that easy with the commission."

Kies recalled that the 50-50 plan was introduced by game operators.

"The game operators have made the 50-50 split a tradition, and its always hard to buck a tradition."

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## Mfrs. Outlook: Cold to Fair

CHICAGO—Whether the coin-machine industry will participate in Chicago's \$30 million World's Fair of Music and Sound remains a question three weeks before the opening of the exposition.

An official of the Fair disclosed last week that, though urged to do so, coin machine manufacturers had yet to arrange for exhibit space. He stressed, however, that there is no deadline that would preclude participation at any time

before, or even after, the Fair gets under way.

Set for August 31-September 9 at McCormick Place, the Fair is expected to draw tens of thousands from all over the world.

O. L. (Bob) Slifer, executive director of the National Coin Machine Distributors Association, announced that he had entered into a tentative agreement with the Fair committee about setting aside a section for coin machines. Conditional reservations were also made for theater space for industry symposiums and discussions, he said.

"Our industry has every reason to hold its head high with pride in the music and sound equipment field," Slifer said. "It has been a prime factor in the development of many techniques in the music and sound area. I am firmly convinced that our industry should show its equipment, and the Fair affords a superb opportunity in public relations for the industry. Last but not least, it is only right

that the paying public should see all our latest equipment."

Slifer said that he has written to manufacturers, urging participation in the Fair.

He said that he has received some responses from distributors, but none from manufacturers.

"So far, I haven't had any reaction from the manufacturers—one way or another," he said. "This seems strange. Music is our business, after all."

## Blundred Sees MOA as Link Uniting Industry

CHICAGO—To forge the organization into a "Co-ordinating link for the entire industry," to stress the significance of the annual trade show, and to build membership, are the major goals ahead for the Music Operators of America, according to Robert H. Blundred, MOA's new managing director and co-ordinator.

The three-point objective will be discussed with manufacturers and as many MOA members as possible between now and the organization's Board of Directors meeting in October, he said.

"Their answers and comments will be used in helping me to make definite recommendations to the Board for its consideration on how the Association can best serve the industry, and how all segments will be called upon to achieve their objectives," he said.

The problem connected with co-ordinating the industry, the trade show and membership will be resolved, Blundred said, when answers to the question "How can MOA be strengthened?" have been resolved.

"I intend to make MOA the voice of the coin-operated industry," Blundred said.

## Ex-Op 'Incidentally' Hits Land Bonanza

MEMPHIS—How to get rich without hardly trying might be the theme of a \$50,000 investment (paid off over a period of time) which netted Milo Solomito, former music and game operator, \$295,000.

Solomito, who previously sold his route to Drew Canale, Canale Enterprises, Inc., to devote time to his other interests, was paid the \$295,000 for about eight acres of land.

The city and State are going to build an expressway interchange at the site.

Solomito has another 30 acres adjoining and much of the \$295,000 is for "incidental damages" because his access to and use of this land will be limited.

## Coinmen to Work Carnival Booths At Annual Benefit

MEMPHIS—A distributor and two operators will work in game booths at the annual Labor Day Boys Town carnival to raise funds to help maintain the institution for homeless boys.

They are George Sammons, president of Sammons-Pennington Company, distributor, and Drew Canale, Canale Enterprises, Inc., and Allen Y. Keller, Central Music Company.

All money raised at the carnival goes directly to Boys Town. Sammons, Canale and Keller will operate dart games or similar carnival-type games. The annual event draws thousands each year.

## Hartford Coin Firm Moves

HARTFORD, Conn.—Capitol-Reliable Coin Machine Company, local coin machine distributor, has moved from 184 Windsor Street to 193 Park Street. The Windsor Street site is part of a huge multi-million-dollar redevelopment project for downtown Hartford.

## Denver Bulletin Board Keeps Everybody Posted

DENVER—A conveniently located bulletin board, on which all information which has to do with successful route operation is posted daily, is enormously helpful in a smooth-functioning merchandising operation, according to Sam and Dan Keys, of Apollo Music Company here.

Following military procedure, the Keys' bulletin board is divided into three sections, one for "future," one for "current" notes and a third for a "special" information. In operating one of the largest routes in the Colorado capital, the Keys brothers' servicemen and office personnel are thoroughly posted on all events as they occur, including what may seem to be trivial news at the moment, but which may turn out to be exceedingly important later on.

For example, if a location owner is having financial troubles, and comments that he may be forced to close up in the near future, everyone in the organization is notified. This means that if it is necessary to pull out amusement machines and phonographs,

a replacement location already has been found, and the equipment can be transferred direct, without the necessity of additional handling between the headquarter's warehouse and the locations concerned.

Similarly, when there is a tip on an excellent location which may be available, Cordia Keys, secretary, immediately posts the name and details, so that whichever Apollo representative is in that neighborhood next can check on the lead at once.

Notes on music preferences at particular spots, a pick-up in vandalism in any area, or even merely personal facts about location owners, such as vacation trips or a son graduating from school, all go on the board along with such basic essentials as information on machines in need of repairs or electrical troubles at a location.

It's a case where everyone concerned with a busy route knows exactly what everyone is doing, and in combination, the system has done away entirely with embarrassing mistakes, misunderstandings, duplicated work and expense.

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# Strange Hush in Chi On Anti-Loan Law

CHICAGO—Not a single action has been initiated by the City of Chicago against liquor licensees in the 10 months since the enactment of the ordinance prohibiting loans by coin machine operators or manufacturers.

Attorneys attached to the coin-machine section of the Corporation Counsel's office told BMW that they have yet to be asked to prosecute a case under the anti-loan measure. Neither have they been requested to represent the city in a case where a tavern keeper might have been denied renewal of his license because of borrowing. There have been no such denials.

Though passed last October, the ordinance, an amendment to the city's liquor control act, was formally added to the municipal code only last week.

The attorneys said that they had never received instructions as to the course to follow in the enforcement of the ordinance.

Violators of the ordinance risk revocation or suspension of their licenses. They could also be fined.

Doubt over the effectiveness of the ordinance was voiced recently by Earl Kies, president of the Recorded Music Service Association.

"We would like to believe otherwise," he said, "but we must face facts. We know that the practice of lending money and dealing of gifts for new locations haven't stopped. Obviously, the competition is too keen."

As signed by Mayor Richard Dailey, who by virtue of his office is the city's liquor commissioner, the ordinance provides:

"No person licensed under this chapter shall accept, receive or borrow money or anything of value directly or indirectly from any person connected with or in any way representing any manufacturer or distributor of any coin-operated or amusement device who shall install or furnish such device for use on the licensed premises; provided that the provisions of this section shall not apply to commissions or rental fees arising out of the use of such coin-operated or amusement device on the licensed premises."

## STATE COUNCIL WON'T RECOMMEND LEGISLATION

CHICAGO—No legislation to remove juke box royalty exemptions at the State level will be recommended by the Chicago-based Council of State Governments, it was learned here last week.

The Council's Committee on State legislation is meeting in Washington this week for the preparation of model bills for submission to the State legislatures next year. All 50 States are members of the Council by acts of their respective legislative bodies.

Bills embodying the anti-juke box idea on royalty exemptions have been introduced in State legislatures for several years.

No such proposal will be considered by the Council Committee, according to Page Ingram, director of research.

# Broke, Jobless in 1948, Nat Wheelless Made Diligence and Service Pay Off

By ELTON WHISENHUNT

JONESBORO, Ark.—Nathan Wheelless, starting broke and out of a job at age 26, but with a tenacious will and determination, has built one of the largest music and game routes in the State.

Wheelless, starting with a loan in 1948 when the operator he worked for went bankrupt, today operates 300 pieces of equipment.

His Service Amusement Company operates in seven northeast Arkansas counties. He has four service vehicles equipped with two-way radio for immediate service calls.

### BILLBOARD ROUTE MANAGEMENT MUSIC WEEK

#### Wife Is Help

His wife answers the office phone, dispatches service calls by radio and handles the office work.

Wheelless, 40, is just one of the workers himself. "You'll see him at 11 o'clock at night making calls," said a location owner. "Time means nothing to him—he works day and night."

Wheelless' oldest son, Morris, 20, a recent graduate of Arkansas State College at Jonesboro, has recently joined the business as a serviceman handling one truck. Wheelless' brother, Howard, 36, is another route employee, and Wheelless has one other route man to round out his staff, Bob Langston, 34, who has been with him six years.

Wheelless has one other son, Jimmy, 16, a junior in high school, who will probably join in the family enterprise when he's old enough—by then it will probably have grown enough to absorb him and others.

#### Equipment, Service

Wheelless built his success, said a distributor who knows him well, on "good equipment and good service. He believes religiously in both.

"He believes that the customer, if you give him your best, will respond favorably. That has proved a success formula for him."

Wheelless, a big, friendly, likeable man, is perhaps the hardest working operator in the State, said a key man in the industry.

"Everybody says that nowadays it's impossible for an operator to go into business without a lot of money. Wheelless proved that with hard work and determination you can succeed."

Wheelless' beginning started when he lost his

job. He thought things looked black then, but it turned out to be an opportunity in disguise.

#### Cole Operation

Wheelless had worked for several years for Walter Cole, largest operator in the State. Cole had equipment in 13 Arkansas counties and several in adjoining Missouri. He had offices at Paragould, Ark.; Jonesboro, Ark., and West Plains, Mo.

But he had overbought equipment, couldn't make the payments and was foreclosed on in 1948. His equipment was sold on the Courthouse steps at Jonesboro. A Texas operator was successful bidder and took it all to Texas.

Wheelless, with nothing but experience in the business, faith and nerve, went to Memphis and sold himself to Southern Amusement Company.

Southern extended him credit and set him up with a limited number of juke boxes and games. Wheelless started out as a one-man operation.

#### Needed Capital

The locations which Cole had before were open and Wheelless had no trouble getting them. He was too small, but he knew he could expand if he had some capital. He kept working on that.

Over a period of several years he got three partners with capital to come in with him. In each case he eventually bought each partner out and kept the route building.

His diligence sold a Jonesboro banker, who began to grant Wheelless loans for equipment. Wheelless always paid back on time or before, and now the banker is a big believer in Wheelless and will extend him any reasonable loan.

#### Cigaret Operation

In 1955, Wheelless branched out into cigaret vending. He built up about 100 machines by 1959, but decided he liked music and games better because he was so large he had to make a choice between them—he didn't have time to handle both.

He sold the vending route for a reported \$30,000 and bought some more music and game equipment. Recently, he bought out Warren B. Smith, owner of S & D Amusement Company, Hoxie, Ark.

Wheelless got between 50 and 60 pieces of equipment for a price reported in the trade at between \$35,000 and \$40,000. With profits from his operation, Wheelless will pay this off in a relatively short time.

And, at just 40, Wheelless is still amazing veterans in the business with his business growth and zeal for work. At the rate he is going, he could soon be the largest operator in the State.

## Beware of Buying a Blind Pig in a Poke, Memphis Authorities Warn Cafe Investors

MEMPHIS—Jesse Johnson Jr., chairman of the Alcohol Licensing Commission, last week cautioned amusement company owners and prospective cafe buyers to check the record of the cafe up for sale before taking it over.

It may be, Johnson said, that a freak series of circumstances, such as happened in one case re-

cently, would result in the new owner having his beer license suspended.

Most phonograph and game operators in Memphis either lease small cafes or taverns and put a proprietor in them, or back a proprietor with a loan to buy one. This assures them location sites.

Here's what happened in the recent unusual case cited by Johnson.

Ernest M. Peak was proprietor of Paul's Cafe, 996 Jackson. On the night of July 22, a waitress sold beer to a minor, thinking him 21.

Police, who had sent the minor in as a plant, cited Peak before the Licensing Commission as a violator. Peak, who had been given a warning before, knew he could lose his beer license, which would put him out of business.

As a result, he sold the business six days later on July 28, to Mrs. Jeanette Cunningham. Peak said he told the real estate firm there was a violation pending.

But the real estate agent didn't tell Mrs. Cunningham. The end result was that, eventually both Peak and Mrs. Cunningham were before the Licensing Commission.

Mrs. Cunningham, of course, knew nothing of the violation. All she knew was she had paid \$1,000 for the cafe "in good faith" without knowledge of the violation.

Peak said the minor who bought the beer showed the waitress an ID card (which later turned out to be phony) which showed his age as 21. It later developed he was 20.

The Licensing Commission nevertheless suspended the beer license

at the location for one week, despite the odd mix-up.

Johnson said the suspension would have to stick "to impress on all tavern owners the seriousness of selling beer to minors."

## 142 Guests Help Royal Open House At Columbus

COLUMBUS, Ohio—Some 142 local operators and their guests attended open house at the new Columbus branch of the Royal Distributing Company here Sunday (11).

On hand to greet the operators were Harold Hoffman, Joe West-erhouse and Clint Shockey, all from the main office in Cincinnati.

Factory representation included Sam Wolberg and Mort Secore, of Chicago Dynamic Industries, and Hank Hoenevaar, of Rowe AMI. Door prizes included games by the Fischer Manufacturing Company and Chicago Dynamic Industries.

In charge of the Columbus branch are Dick Gilger and Paul Hott both formerly with Century Music here. The 5,000-square-foot building was formerly Century's headquarters. It has been remodeled and renovated.

Door prize winners at the open house included Ivan Neff, Mrs. Bob Badgley, Bob Badgley, Howard Kleffman, Art Williams and Bernie Deshler.

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# Op Gets Kicks Teaching Sea Novices

By CAMERON DEWAR

Many juke box operators in these parts go down to sea and sail, fish and sun themselves, but Bob Sylvester of National Music uses his boat not so much for his own pleasure as he does for the enjoyment and instructions of others.

Sylvester's maritime mission is teaching the art of navigation; he is accredited by the U. S. Coast Guard as a top-rated instructor. He has taught students in schools, colleges and even the men of Harvard University. These classes qualify the scholars for certificates in navigation and prepares them to take boats out in the tricky harbors and coastal waters in this territory. The courses consist of classwork and actual experience on the water, and many young men owe their expert knowledge of boating to Sylvester.

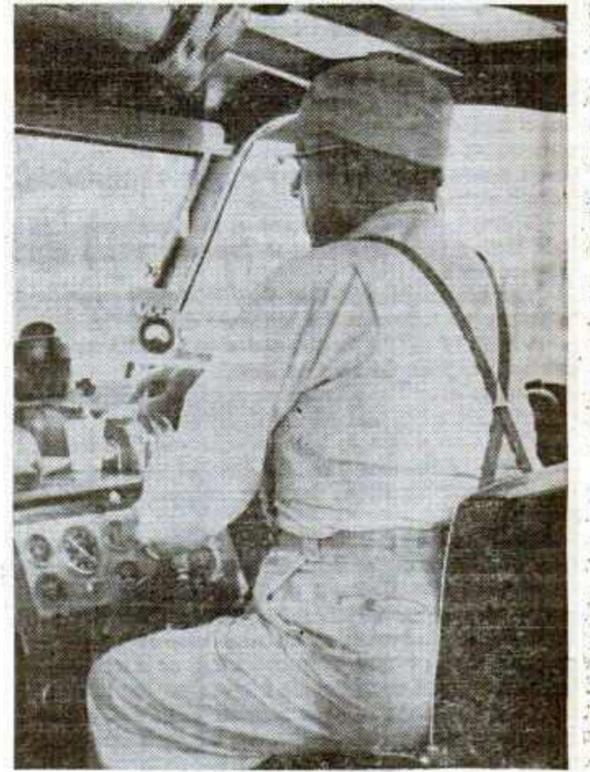
Sylvester is a boat examiner. Boats, like cars, require a safety sticker periodically, and the Coast Guard assigns men who have the knowledge and are willing to give the time to checking on the seaworthiness of the pleasure craft.

There is nothing particularly lavish about the Sylvester seagoing vessel, a 30-foot, deep-draft packet with two Buick engines that drive it along at a steady pace. But you can be sure that it is the last word in safety and that it is under the control of a skilled seaman.

While Sylvester is fond of a bit of deep-sea fishing, he takes more pleasure in showing others the ins and outs of navigation and seamanship, and even his Sunday guests are all given their turn at the wheel and coached in the proper buoys to observe, how to pass another vessel and the various signals necessary to safe procedure on the water.

Scores of servicemen stationed around the Great Boston area owe many happy and instructive times to Sylvester, who makes a point of trying to make the military men's life more pleasant with a trip

on the coastal waters. There are many music men and others who operate boats, but few of them have been willing to share their love of the sea with as many neophytes as has Bob Sylvester.



**FULL SPEED AHEAD** finds Bob Sylvester, of National Music & Radio Company, Somerville, Mass., heading out to sea on one of his trips to give students and guests a taste of navigating, fishing and an insight into what makes a boat tick. Bob is seen at the controls.

**Joe Ash says . . .**  
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 Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE AMUSEMENT MACHINES CO.**  
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**A WANT AD**

**USED PHONOGRAPHS NEEDED NOW!**

**WANTED:** The following used phonographs are needed for immediate European export:

Seeburg HF100G, Seeburg HF100R, Seeburg V200L, Seeburg VL200, Seeburg KD200; Wurlitzer 1700, Wurlitzer 1800, Wurlitzer 1900, Wurlitzer 2000, Wurlitzer 2100, Wurlitzer 2150, Wurlitzer 2104, Wurlitzer 2200, Wurlitzer 2250 and various AMI and Rock-Ola models.

**IN RETURN DAVIS OFFERS:**

- Greater used machine price allowance
- operators a chance to sell their used equipment at a good price before the "after Labor Day used equipment price drop"

**CALL OR WRITE DAVIS TODAY!**

Terms: 1/3 deposit required.

**WORLD EXPORT Corp.**  
 WESTERN EXPORT DISTRIBUTING  
 Exclusive Seeburg Distributors  
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**Completely Reconditioned . . . Guaranteed UPRIGHTS Games, Inc.**

4 Wild Cats	\$125.00
2 Frutti-Tutti	145.00
6 Super Wild Cats	245.00
1 Twin Super Wild Cat	365.00
1 Twin Trail Blazer	445.00

**Auto Bell**

3 Gallopina Dominos	\$45.00
1 DeLuxe Hialeah	95.00

**Keeney**

1 Big Round Up	\$ 95.00
4 Touchdowns	95.00
1 Tutti-Frutti Special	125.00
2 Red Arrows	195.00
14 Red Coach	195.00
1 Twin Red Arrow	345.00
2 Flashbacks	445.00

**BINGOS Bally**

1 Gayety	\$ 45.00
9 Surf Club	45.00
3 Variety	65.00
3 Big Time	75.00
1 Miami Beach	85.00
1 Broadway	95.00
1 Night Club	105.00
1 Parade	105.00

**ARCADIE, MUSIC and 5 BALLS**

1 Williams Trade Wind (5 Ball)	\$295.00
1 Genco Official Skill Ball, 2 pl., 9'	95.00
4 Bally ABC Bowling Range, 14'	95.00
1 Bally Official Jumbo Shuffle, 8 1/2'	345.00
4 United Bowling Alleys, 14'	95.00
1 United Regulation Shuffle, 9'	145.00
1 United Jumbo Bowling Alley, 16'	245.00
1 Keeney True Score Bowling, 14'	65.00
1 Wurlitzer 1400	65.00
2 Wurlitzer 1650	95.00
1 Wurlitzer 1900	245.00
1 AMI D-80	85.00
1 AMI E-120	95.00
1 Rock-Ola 1432	65.00
1 Rock-Ola 1434	65.00
1 Rock-Ola 1495 (200 Sel.)	695.00
1 Seeburg 100A (45 r.p.m.)	95.00
1 Seeburg 100C (repainted)	195.00
1 Seeburg V200 (conv. to VL)	245.00
3 Irving Kaye Fleetwood 6 Pocket Pool (slate top)	165.00
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1 Bally Pool (long & slate top)	125.00

**RUSH DEPOSIT, BALANCE C.O.D. OR SIGHT DRAFT**

**MICKEY ANDERSON AMUSEMENT CO.**  
 314 EAST 11th STREET ERIE, PA.  
 Phone: Glendale 2-3207

## EUROPEAN NEWS BRIEFS

Continued from page 44

dearth. Nearly all German coin machine plants are employing Spaniards, who start at the beginning and work their way up the skill ladder. After a year or two, having accumulated a stake at the high German wage scale, they return to Spain, some of them entering the coin machine business as operators. The rest take jobs in Spanish trade enterprises.

## DON'T DELAY—Send Coupon Below . . . Today!

It's your passport to a fun-filled 2-day vacation combining business and pleasure with fellow coinmen of the

## Music Operators of New York, Inc. 25th CONVENTION OUTING

To Be Held At The  
**LAURELS COUNTRY CLUB**  
 SACKETT LAKE, MONTICELLO, N. Y.  
 FRIDAY, Sept. 14, thru SUNDAY, Sept. 16, 1962

### 2 FUN PACKED DAYS WITH FELLOW COINMEN Lets You Combine Business and Pleasure

RESERVATIONS ARE ON A FIRST COME, FIRST SERVED BASIS; SO PLEASE RETURN THE COUPON BELOW IF YOU HAVEN'T ALREADY CONFIRMED YOUR RESERVATION.

**RESERVATION REQUEST**  
 Mail This Coupon to: NASH GORDON  
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Please reserve accommodations for \_\_\_\_\_ persons for MONY, Inc., 25th Convention Outing to be held Sept. 14 thru Sept. 16 at the Laurels Country Club, Sackett Lake, Monticello, N. Y.

Make check payable to the **LAURELS COUNTRY CLUB, MONTICELLO, N. Y.**

RATE: \$39.00 per person, or \$78.00 per couple, for the weekend, Friday Dinner thru Sunday Lunch.

A DEPOSIT OF \$20.00 IS REQUIRED FOR EVERY ROOM RESERVED.

NOTE: If reservations are made for guests, please list names on separate piece of paper. This will insure proper seating.

**HURRY! MAIL COUPON TODAY!!**

**OPERATE Williams VALIANT 2-PLAYER**

adjustable 3 or 5 balls

has more exciting ways to boost hole and rollover values

See your Williams Distributor

**Williams**  
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Bally Congress Shuffle	95.00
Gottlieb Royal Flush	65.00
Gottlieb Derby Day	45.00
Bally Star Shuffle	195.00
Bally Deluxe Club Shuffle	295.00
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C. C. Star Rocket	45.00

**SPECIAL**

Wurlitzer Wall Boxes, Model 4851	\$ 9.50
Wurlitzer 1400	55.00

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

**EXTRA FAST SCORING!**

**CHICAGO COIN'S NEWEST 6 PLAYER**

# ROYAL CROWN BOWLER

*featuring...*

- EXTRA FAST SCORING!
- *New* LARGE ILLUMINATED SCORING DRUMS! (EASIER TO READ)
- OPTIONAL COIN CHUTE!

\*

STRAIGHT 10c PLAY

1 GAME—2 nickels  
or 1 dime

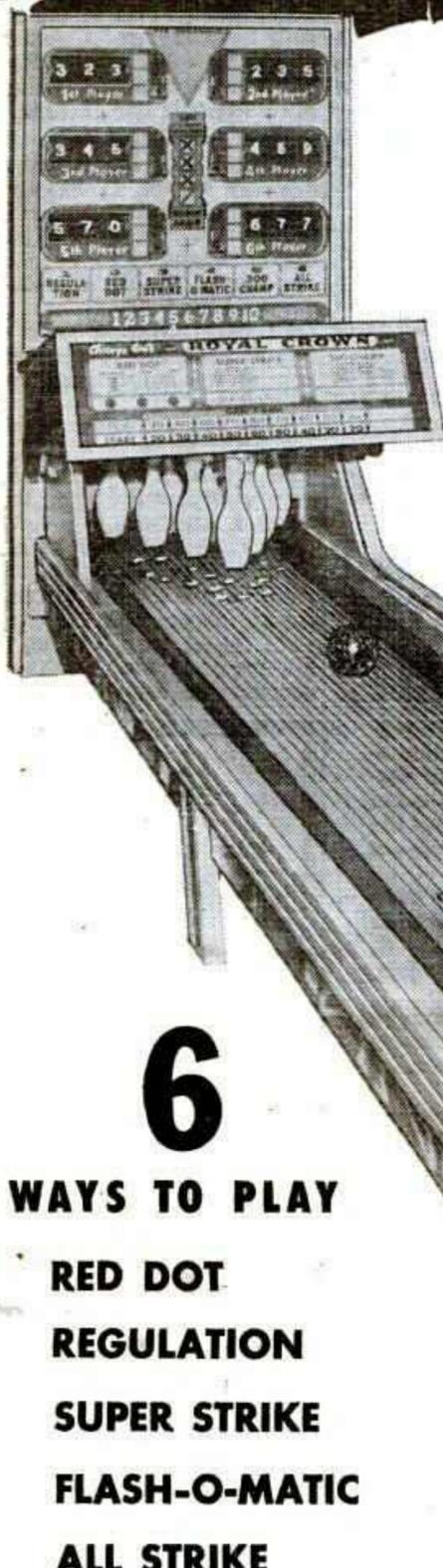
\*

3 GAMES—25c

\*

6 or 7 GAMES—50c

- *New* ROUGH SERVICE "PIN-LITE-UP-BULBS!"...for extra long life
- SOFT RUBBER SHIN GUARD!....eliminates bruised shins
- SUPER QUIET PLAY FIELD!..rubber mounted and cork laminated
- *New* TIME SAVING "SET UP"!..faster to assemble



**6**

WAYS TO PLAY

- RED DOT
- REGULATION
- SUPER STRIKE
- FLASH-O-MATIC
- ALL STRIKE
- "300" CHAMP

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF Chicago Coin PROFIT-MAKING GAMES!

## WORLD'S FAIR RIFLE GALLERY

SENSATIONAL IN PLAYER APPEAL

TARGETS SPELL OUT WORDS!

SENSATIONAL IN APPEARANCE

SHOOTING DISTANCE SEEMS 20 FEET LONG!

NEW SPINNING TARGETS

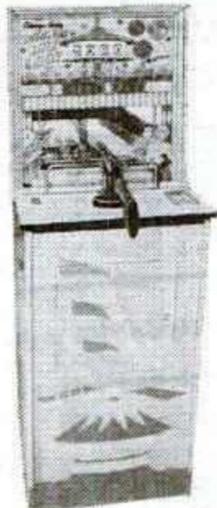
CONTINUOUS ACTION WHEN DIRECT HIT IS MADE!

NEW MYSTERY MOVING TARGETS

REALLY TESTS PLAYER MARKSMANSHIP!

NEW DOUBLE MIRROR REFLECTION

GIVES "REAL RIFLE GALLERY" FEELING TO PLAYER!



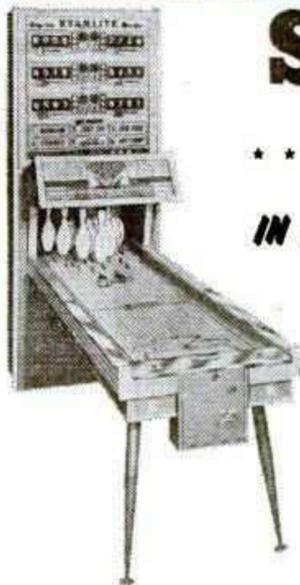
FREE PLAY or  
EXTENDED PLAY!

## STARLITE BOWLER

\*\*\*\*\*  
IN 3 DIFFERENT COIN CHUTES

1. STRAIGHT 10c PLAY!
2. TWO NICKELS—DIME—and QUARTER!
3. TWO NICKELS—DIME—QUARTER—  
and HALF DOLLAR!

One game for 2 nickels—1 dime  
or Three games for 1 quarter  
Six or Seven games for half dollar



Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

ALABAMA'S PIED PIPER

# Montgomery Man Calls Own FM Tunes, Sways Taste on His Own Juke Boxes

MONTGOMERY, Ala. — One juke box operator who has an unusual opportunity to influence public taste in music is Isaac Cohen, of Cohen Amusement Company here.

Along with operating extensive routes throughout the Alabama capital, Cohen recently invested in an FM station, the only such broadcasting in Montgomery. Taking a one-third partnership with two radio engineers, Cohen is thus beaming top-level music to the same people who are his juke box customers for 12 hours per day.

While his programming emphasizes classical and semi-classical selections, Cohen has nevertheless been able to air a worthwhile percentage of Broadway show music, and some of the top-40 hits, with the emphasis on old favorites.

Whenever an old favorite which

has not been heard too much of late is placed upon the FM station's stereo spindles, Cohen's radio Station NFI is naturally creating a market for that particular record—as is invariably shown by a pick-up on play on the same number programmed at more than 50 juke box locations.

The frequency-multiplexing station is located in downtown Montgomery, convenient to Cohen Amusement Company's large retail record and stereo equipment store on Dexter Avenue.

Cohen, understandably, uses FM air time to attract traffic to the store, and he also plugs juke box music by frequently mentioning that a selection just played is available on coin phonographs throughout the area.

Incidentally, his partnership and

active management of the FM facility has convinced Cohen that it is best to install all stereo phonographs in "true stereo" rather than activating only one channel.

**Build Interest**

Inasmuch as FM music wasn't available before in Montgomery, the twin channel stereo has helped to build interest in this form of music. Examples include such old favorites as "Jeanie With the Light Brown Hair," which has seldom been heard since a radio hassle several years ago, when this same number was much overplayed by all stations.

Show tunes of lesser prominence will often bring in a surprisingly good collection, when the numbers have been beamed over the FM waves a few times.

With the acquisition of his new radio broadcasting station, and currently operating amusement machines, phonographs and a complete cigaret service route, Cohen has remained one of the busiest operators in Montgomery.

## ISSUE SPLITS GERMAN OPS: CAN PHONO, TV CO-EXIST?

COLOGNE—German operators are divided over television-phonograph "co-existence" as it's being practiced at an increasing number of locations in this country. The co-existence formula involves placing the phonograph and TV sets in separate rooms on the premises, or arranging a partition separating the two forms of entertainment. Patrons then take their pick—in theory.

Location owners argue that dedicated TV fans will remain at home or take their business elsewhere if deprived of their favorite TV programs. Again in theory, some of the viewers, once they have seen their favorite program, then revert to juke box play.

However, the anti-TV operators contend such a compromise amounts to "consorting with the enemy," and is not Solomonic but myopic. The anti-TV faction is demanding stringent action to check spread of the practice.

# LAUNDRY PATRONS WAIT VIA A WAITING GAME

BOULDER, Colo.—Operators in search of good locations for expanding amusement machine routes should look into coin-operated laundries and dry cleaning plants, according to Ben DeGarmo, operator here for the past 12 years.

DeGarmo feels that the operator who stops short with nothing but vending machines in the popular, fast-growing coin laundries is making a mistake.

If there is enough space available, five-ball pin games, shuffleboard, or even bowlers will draw a heavy play, simply because customers waiting one hour for the average dry-cleaning cycle, or half an hour for laundry, find themselves with nothing to do, and gladly seize on the amusement machines.

One such location is Clark's Drive-In Cleaners, a typical dry cleaning plant which added a coin-operated laundry and dry cleaning layout a year ago. Here, in the separate building behind the main dry cleaning plant, Clark's appeals to the customer who wants to save money on both laundering and dry cleaning, but must wait long periods of time while the work is carried out.

In this location, despite a relatively tight space situation, DeGarmo installed a five-ball pin game and an 11-foot bowler, angling them around the corner behind a battery of coin washers, but completely visible from the street outside.

Here, the two machines have not only proved consistently profitable, but as a real surprise, have pulled in people whose primary interest is a bit of amusement machine entertainment rather than laundry.

Exclusive Chicago Area  
Distributor for

## WURLITZER

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and PARTS

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SEND FOR  
**FREE**

**1962 CATALOG**

64 Pages—Fully  
Illustrated.

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**COIN MACHINE  
EXCHANGE, INC.**

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HAS THE

# TEN TOP TUNES



GOTTLIEB'S 2 PLAYER

# PREVIEW

More Ways to Score... More Play! More Profit!

- ☞
Hitting numbered targets lights buttons and out hole for super high score
☞
- ☞
Target high score feature holds over until completed
☞
- ☞
Six top rollovers light in pairs for 100 points
☞
- ☞
Two alternating light pop bumpers for rapid 10 point scoring
☞
- ☞
Four side rollovers light alternately for 100 points
☞

☆ Match feature    ☆ 3 or 5 ball play    ☆ Sparkling cabinet design

**SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!**

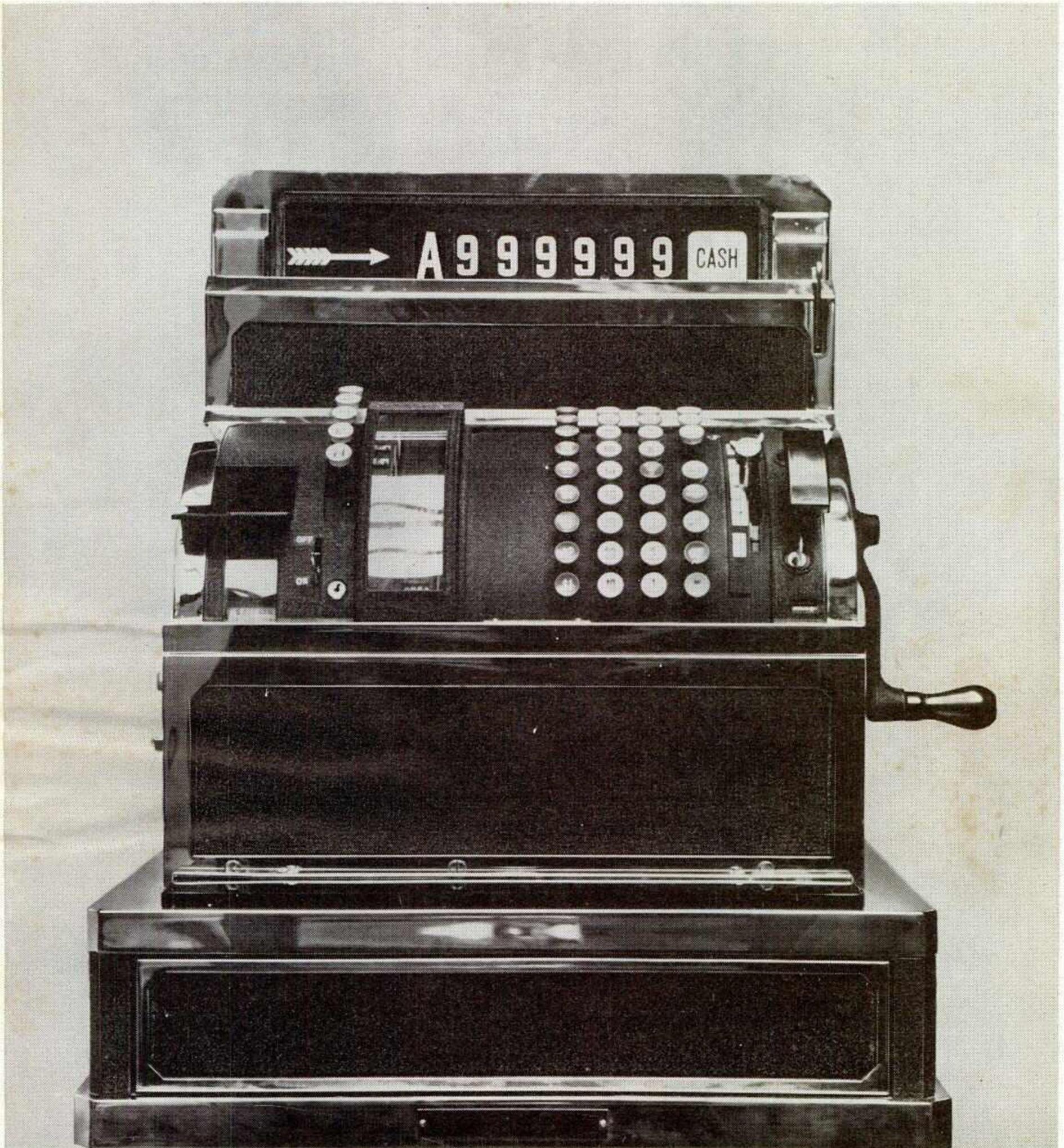
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We're Always Profitable to Operate Gottlieb Games!

New "Hard-Cote"  
Finish Extends Playboard  
Life to an All-Time  
High!





## Think Money.

### Artist of the Week Album Packages

Week of August 20—

**JIM REEVES**

A Touch Of Velvet

(RCA Victor)

**OTTO WEISS**

The New Sabre Dance

(Jubilee)

Every independent music operator is in business to make it. And when he has phonographs designed to *sustain* the excitement and interest of location customers, he makes *more* of it. Automatically. Today nothing beats the excitement of new SEEBURG DIRECTIONAL STEREO—true stereo *right at the phonograph*, even without remote speakers. And nothing keeps up customer interest like Seeburg's exclusive Artist of the Week programming. Think money? *Think Seeburg!*

# SEEBURG

**Directional stereo in 33 $\frac{1}{3}$  right at the phonograph**

The Seeburg Sales Corporation, Chicago 22

# A VACATION SPECIAL FROM RCA VICTOR

# ELVIS

## SHE'S NOT YOU

45 RPM



JUST TELL HER JIM SAID HELLO



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Coming soon ELVIS' new movie E.P.-KID GALAHAD

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# BIG ELVIS SINGLE

# "SHE'S NOT YOU"

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