

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



### SINGLES

#### ★ NATIONAL BREAKOUTS

**SHE'S NOT YOU**, Elvis Presley, RCA Victor 8041

#### ★ 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.

- JUST TELL HER JIM SAID HELLO . . .**  
Elvis Presley, RCA Victor 8041 (Presley, BMI) (Seattle)
- A TASTE OF HONEY . . .**  
Victor Feldman Quartet, Infinity 020 (Songfest, ASCAP) (Hartford)
- PATCHES . . .**  
Dickey Lee, Smash 1758 (Aldon, BMI) (Houston)
- LOOKIN' FOR A LOVE . . .**  
Valentinos, Sar 132 (Kags, BMI) (Cincinnati)
- BROKEN HEART . . .**  
Fiestas, Old Town 1122 (Maureen, BMI) (Atlanta)
- POPPA-OOM-MOW-WOW . . .**  
Rivingtons, Liberty 55427 (Beechwood, BMI) (Seattle)
- LOLITA YA-YA . . .**  
Nelson Riddle, Capitol 4741 (Chappell, ASCAP) (Boston)
- THE PRESS CONFERENCE . . .**  
Len Weinrib, Capitol 4806 (Beechwood, BMI) (Boston)
- BEER, BEER BOTTLA BEER . . .**  
A. C. Deucy, Warner Bros. 5285 (Valley, ASCAP) (Hartford)
- I LOVE YOU THE WAY YOU ARE . . .**  
Bobby Vinton, Diamond 121 (Tobi-Ann, BMI) (Minneapolis-St. Paul)
- YOUR LOVE IS IMPORTANT TO ME . . .**  
Betty Everett, One-derful 4806 (LaMaja, BMI) (Cincinnati)
- TORTURE . . .**  
Kris Jensen, Hickory 1173 (Acuff-Rose, BMI) (Boston)

#### NEW ON THE HOT 100

- 57. **SHE'S NOT YOU . . .**  
Elvis Presley, RCA Victor 8041
- 79. **MR. SONGWRITER . . .**  
Connie Stevens, Warner Bros. 5289
- 82. **POINT OF NO RETURN . . .**  
Gene McDaniels, Liberty 55480
- 83. **LET'S DANCE . . .**  
Chris Montez, Monogram 505
- 84. **RIGHT STRING BUT THE WRONG YO-YO . . .**  
Dr. Feelgood & the Interns, Okeh 7156
- 87. **LOLITA YA-YA . . .**  
Ventures, Dolton 60
- 89. **BOY'S NIGHT OUT . . .**  
Patti Page, Mercury 72013
- 90. **THEME FROM A SUMMER PLACE . . .**  
Dick Roman, Harmon 1004
- 91. **RAMBLIN' ROSE . . .**  
Nat King Cole, Capitol 4804
- 93. **YOU BELONG TO ME . . .**  
Duprees, Coed 569
- 94. **SILVER THREADS & GOLDEN NEEDLES . . .**  
Springfields, Philips 40038
- 96. **POOR LITTLE PUPPET . . .**  
Cathy Carroll, Warner Bros. 5284
- 97. **SUGAR PLUM . . .**  
Ike Clanton, Mercury 71975
- 99. **LOVE ME AS I LOVE YOU . . .**  
George Maharis, Epic 9522
- 100. **HOUDINI . . .**  
Walter Brennan, Liberty 55477

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

**ROSES ARE RED**, Bobby Vinton, Epic LN 24020

STEREO

No Breakouts This Week.

#### ★ NEW ACTION LP'S

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

MONO

**JOCKO'S CHOICE R&B OLDIES . . .**  
Various Artists, Bonded B 777

**THE MUSIC MAN . . .**  
Sound Track, Warner Bros. B 1459

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

**THE GOLDEN HITS OF THE EVERLY BROTHERS . . .**  
Warner Bros. W 1471

**I HAVE BUT ONE HEART . . .**  
Jerry Vale, Columbia CL 1797

**MEET CLAUDE KING . . .**  
Columbia CL 1810

**WEST SIDE STORY . . .**  
Oscar Peterson Trio, Verve V 8454

**ALL THE HITS . . .**  
Bobby Rydell, Cameo C 1019

**JOHNNY GET ANGRY . . .**  
Joanie Sommers, Warner Bros. W 1470

**RAY CHARLES STORY, VOL. I & II . . .**  
Atlantic 2-900

**IF THE BIG BANDS WERE HERE TODAY, VOL. II . . .**  
Bernie Lowe Ork, Cameo C 4007

**ABOVE THE STARS . . .**  
Mr. Acker Bilk, Atco 144

**ANOTHER DAY, ANOTHER WORLD . . .**  
Jonathan Winters, Verve V 15032

**THE WAH-WATUSI . . .**  
Orlons, Cameo C 1020

STEREO

**FOR THE NERO MINDED . . .**  
Peter Nero, RCA Victor LSP 2536

**BIG BAND BASH . . .**  
Ted Heath Ork, London SP 44017

**POPS ROUNDUP . . .**  
Boston Pops Orch. (Fiedler), RCA Victor LSC 2595

**THE MUSIC MAN . . .**  
Sound Track, Warner Bros. BS 1459

**DINAH '62 . . .**  
Dinah Washington, Roulette SR 25170

#### NEW ON THE TOP LP'S

MONO

123. **ROSES ARE RED . . .**  
Bobby Vinton, Epic LN 24020

135. **MURRAY THE "K'S" GASSERS FOR SUBMARINE RACE WATCHERS . . .**  
Various Artists, Chess LP 1470

139. **TONIGHT IN PERSON . . .**  
Limeliters, RCA Victor LPM 2272

145. **EL CID . . .**  
Sound Track, MGM E 3977

STEREO

No New Selections This Week.

## Teen-Angle Albums Following Hit Trail Blazed by Singles

The slight pickup in LP sales which started in mid-July continued last week, sparked mainly by hit LP's with pop artists and a number of movie sound tracks. Though this was true in most markets there were a number of areas where LP sales were still sluggish. Where LP business ranged from good to strong it was the fast sales pace of the hit items, especially the newer LP's, that created most of the traffic. Hit LP's appear to be jumping to the top of charts at a much faster rate than they used to, and grabbing sales immediately upon release instead of after a month or two on the market. More and more the LP business, according to dealers, is following the hit trend of the singles record market, perhaps because so many of the new albums are teen-oriented.

Meanwhile, singles business continued to flow its happy way, with dealers and rackers reporting that this summer's 45 sales are the best in the last three summers. This has happened even though manufacturers release albums containing the hit singles while the hit still is getting action on the "Hot 100" chart. At the moment, for instance, Bobby Vinton's LP of "Roses Are Red" has jumped high on BMW's mono LP chart, while the single record is in the No. 1 slot for the fourth week in a row.

## Chi Distribs Offer Hot Deals

CHICAGO—"We're getting good deals on just about everything—singles and albums—even stuff that's in the Top 10 on the charts," said one of the city's leading one-stop operators, summing up what is perhaps the most unusual thing about the city's bullish summer record business.

Dealers, rack jobbers, discount stores and distributors are all reporting sales well ahead of last year. But despite the strong sales—or maybe, because of it—deals continue to swing left and right.

Dealers report 20 and 25 per cent deals on singles, and as much or more on LP's. Even some of the new fall plans being introduced by the majors are carrying discounts over and above what is stated in the plans.

The best explanation seems to be that distributors seem anxious to sustain their volume and are making whatever deal is feasible to do just that. "I don't know what the reason is, but it's shooting some spirit into my outfit," said one big dealer, perhaps speaking for everyone in the city.

Singles are still the big item though lately albums have started to move again. Many of the hot albums are those by hot singles artists: witness LP's by Bobby Vinton, David Rose, Rick Nelson and Elvis Presley—all doing very well in the Windy City.

Discounting appears to have leveled off with prices ranging from \$2.50 to \$3 for a \$3.98 album. The rumor continues that Korvette is planning an outlet here, but to date, the rumor has no real basis in fact.

## 'Best Summer in Years'—SF Reports

SAN FRANCISCO—"Best summer business in years," some distributors and dealers were saying in this town, last week. A batch of hot singles, and strong album product for indie as well as major record distribrs, were being credited with the upswing. And on the radio front, distribrs were looking more favorably on paid radio time. (One label rep, A. H. Meyer, uses radio spots as a regular exposure format for the Victor album product.)

Among the singles, the new Ray Charles disk was the big scorer, with initial sales moving as well if not better than the "I Can't Stop Loving You" smash. In addition, Little Eva's "Loco-Motion," Bobby Darin's "Things," the three "Taste of Honey" records, by Eddie Cano, Reprise; Martin Denny, Liberty, and Victor Feldman, Infinity, were all doing well. In addition, the two "Beach Party" sides by King Curtis and Dave Yorke on PKM were showing some action. "Ramblin' Rose," by Nat Cole on Capitol was also getting calls.

Among the hot local singles, "Danny," by Nancy Claire on the Rona label had moved over from strong sales action in Seattle. Other local new sides getting wide air play were

(Continued on page 8)



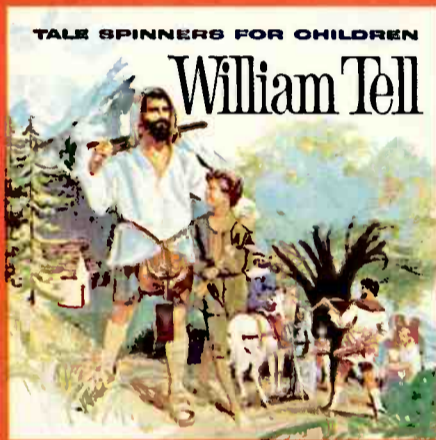
# AND NEW ALBUMS

# KIDDIE

## TALE SPINNERS FOR CHILDREN



ROBIN HOOD  
UAC 11001 (Mono.) UAC 12001



WILLIAM TELL  
UAC 11002 (Mono.) UAC 12002



SNOW WHITE  
UAC 11003 (Mono.) UAC 12003



CINDERELLA  
UAC 11004 (Mono.) UAC 12004



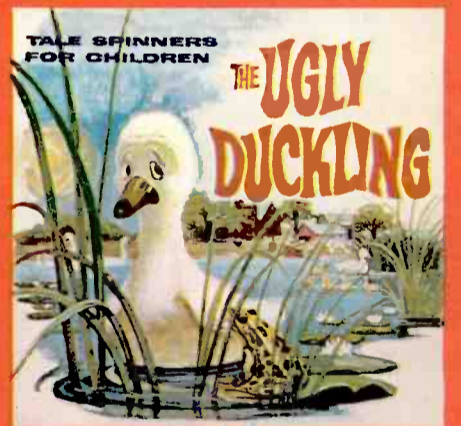
THE KNIGHTS OF THE ROUND  
TABLE  
UAC 11005 (Mono.) UAC 12005



THE SLEEPING BEAUTY  
UAC 11006 (Mono.) UAC 12006



THE THREE MUSKETEERS  
UAC 11007 (Mono.) UAC 12007



THE UGLY DUCKLING  
UAC 11008 (Mono.) UAC 12008



PUSS IN BOOTS  
UAC 11009 (Mono.) UAC 12009



THE STORY OF CHOPIN TOLD TO  
YOUNG PEOPLE  
UAC 11010 (Mono.) UAC 12010

# 99¢

12 INCH  
LONG PLAYING  
RECORD





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	16
2	2	WEST SIDE STORY Sound Track, Columbia OL 5670	41
3	3	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	14
4	6	PETER, PAUL & MARY Warner Bros. W 1449	15
5	8	WEST SIDE STORY Original Cast, Columbia OL 5230	95
6	4	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2342	43
7	5	ROME ADVENTURE Sound Track, Warner Bros. W 1458	8
8	9	BEST OF THE KINGSTON TRIO Capitol T 1705	9
9	19	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM E 4062	6
10	15	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	10
11	20	VINCENT EDWARDS SINGS Decca DL 4311	5
12	7	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	41
13	11	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	13
14	12	CAMELOT Original Cast, Columbia KOL 5620	80
15	21	POT LUCK Elvis Presley, RCA Victor LPM 2523	4
16	10	GEORGE MAHARIS SINGS! Epic LN 24001	10
17	16	NO STRINGS Original Cast, Capitol O 1695	16
18	27	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBD 1549	53
19	13	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	13
20	18	JOAN BAEZ, VOL. II Vanguard VRS 9094	36
21	22	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	137
22	31	TIME OUT Dave Brubeck, Columbia CL 1397	83
23	24	JOAN BAEZ, VOL. I Vanguard VRS 9078	23
24	23	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & The Starliners, Roulette R 25164	34
25	17	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1649	24
26	14	COLLEGE CONCERT Kingston Trio, Capitol T 1658	22
27	30	FAMILY SING ALONG WITH MITCH Mitch Miller & The Gang, Columbia CL 1773	9
28	26	MOON RIVER Lawrence Welk, Dot DLP 3412	31
29	29	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	9
30	36	LOVERS WHO WANDER Dion, Laurie LL 2012	4
31	35	THROUGH CHILDREN'S EYES Limelitters, RCA Victor LPM 2512	7
32	28	STATE FAIR Sound Track, Dot DLP 9011	13
33	43	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	35
34	41	MY FAIR LADY Original Cast, Columbia OL 5090	330
35	33	AMERICAN WALTZES Mantovani, London LL 3240	7
36	44	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5003	2
37	42	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	16
38	45	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	91
39	50	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	19
40	40	DINAH '62 Dinah Washington, Roulette R 25170	7
41	51	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	14
42	32	BEYOND THE REEF Earl Grant, Decca DL 4231	12
43	57	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	222
44	49	YOUNG WORLD Lawrence Welk, Dot DLP 3428	11
45	59	FOR THE HERO MINDED Peter Nero, RCA Victor LPM 2535	5
46	25	THE TWIST Chubby Checker, Parkway P 7001	82
47	37	ONCE UPON A TIME Lettermen, Capitol T 1711	9
48	39	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	8
49	48	IT'S MASHED POTATO TIME Doe Dee Sharp, Cameo C 1018	7
50	38	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	148
51	46	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	21

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	52	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	49
53	34	CRYING Roy Orbison, Monument M 4007	18
54	47	SINATRA & STRINGS Frank Sinatra, Reprise R 1004	21
55	58	MILK & HONEY Original Cast, RCA Victor LOC 1065	37
56	54	OLD RIVERS Walter Brennan, Liberty LRP 3233	8
57	62	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	109
58	67	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	32
59	64	DO THE TWIST Ray Charles, Atlantic 8054	33
60	55	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	10
61	61	MARIA Roger Williams, Kapp KL 1266	21
62	63	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	36
63	71	HEAVENLY Johnny Mathis, Columbia CL 1251	150
64	68	BUDDY HOLLY STORY Coral CRL 57326	82
65	70	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	5
66	76	DRUMMIN' UP A STORM Sandy Nelson, Imperial LP 9109	4
67	53	WHAT'D I SAY Ray Charles, Atlantic 8029	49
68	60	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	25
69	66	MUSIC MAN Original Cast, Capitol WAD 990	215
70	69	GOLDEN THEMES FROM MOTION PICTURES Ferrante & Teicher, United Artists UAL 3210	8
71	79	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	29
72	75	TWISTIN' THE NIGHT AWAY Sam Cooke, RCA Victor LPM 2555	6
73	74	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	17
74	77	CARNIVAL Original Cast, MGM E 3946	62
75	80	"TUFF" SAX Ace Cannon, Hi HL 12007	12
76	81	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 3424	10
77	72	EXODUS Sound Track, RCA Victor LOC 1058	81
78	85	FLOWER DRUM SONG Sound Track, Decca DL 9098	32
79	86	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	125
80	89	I'M THE GREATEST COMEDIAN IN THE WORLD ONLY NOBODY KNOWS IT YET Jackie Mason, Verve V 15033	4
81	87	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	227
82	90	TWISTIN' 'N' TWANGIN' Duane Eddy, RCA Victor LPM 2525	11
83	56	LOVE LETTERS Ketty Lester, Era EL 108	9
84	65	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CL 1776	14
85	78	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	46
86	83	RUNAROUND SUE Dion, Laurie LLP 2009	36
87	99	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	37
88	84	SING OUT! Limelitters, RCA Victor LPM 2445	27
89	88	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	33
90	92	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	24
91	101	HATARI! Henry Mancini, RCA Victor LPM 2557	3
92	93	SOUTH PACIFIC Original Cast, Columbia OL 4180	425
93	103	DINO-ITALIAN LOVE SONGS Dean Martin, Capitol T 1659	13
94	102	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	35
95	94	HAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol W 1675	14
96	95	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	51
97	105	THE KINGSTON TRIO CLOSE UP Capitol T 1642	43
98	117	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3033	3
99	107	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	143
100	111	WALK ON THE WILD SIDE Elmer Bernstein, Choro A-4	6

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	104	DAVE GUARD & THE WHISKEY HILL SINGERS Capitol T 1728	6
102	82	ORIGINAL MOTION PICTURE HIT THEMES Various Artists, United Artists UAL 3197	12
103	91	MOM'S MABLEY AT GENEVA CONFERENCE Chess LP 1463	19
104	73	SINCERELY BRENDA LEE Decca DL 4216	20
105	98	SUMMER FESTIVAL Various Artists, RCA Victor LM 6097	8
106	106	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LPM 2442	10
107	118	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	39
108	108	BACK AT THE PEPPERMINT LOUNGE TWISTIN' WITH JOEY DEE & THE STARLINERS Roulette R 25173	6
109	110	BOBBY VEE MEETS THE CRICKETS Liberty LRP 3228	3
110	114	LIVE IT UP Johnny Mathis, Columbia CL 1711	24
111	115	ALWAYS YOU Robert Goulet, Columbia CL 1676	21
112	116	TWIST WITH BOBBY DARIN Atco 138	28
113	123	MILLION SELLERS BY FATS Fats Domino, Imperial LP 9195	3
114	119	SHELLEY Shelley Fabares, Colpix CP 426	3
115	120	WORRIED MIND Ray Anthony, Capitol T 1752	3
116	133	MAD TWISTS ROCK 'N' ROLL Various Artists, Big Top 1303	2
117	96	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	45
118	130	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	23
119	127	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	92
120	129	A FUNNY THING HAPPENED ON THE WAY TO THE FORUM Original Cast, Capitol WAD 1717	5
121	136	THEME FROM BEN CASEY Vaijelen, Capitol LP 143	2
122	122	POPS ROUNDUP Boston Pops Orch. (Fiedler), RCA Victor LPM 2595	4
123	—	ROSES ARE RED Bobby Vinton, Epic LN 24020	1
124	140	HERBIE HANNA AT THE VILLAGE GATE Atlantic 1309	2
125	124	HYMNS Tennessee Ernie Ford, Capitol T 756	254
126	131	VERSATILE BURL IVES Decca DL 4152	25
127	125	I CAN GET IT FOR YOU WHOLESALE Original Cast, Columbia KOL 5780	3
128	126	A BOBBY VEE RECORDING SESSION Liberty LRP 3232	3
129	128	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	98
130	134	NIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1262	20
131	135	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	79
132	138	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9140	17
133	143	GOLDEN PIANO HITS Ferrante & Teicher, United Artists WWR 3505	26
134	97	KINGSTON TRIO Capitol T 996	193
135	—	MURRAY THE "T" SASSERS FOR SUMMER RACE WATCHERS Various Artists, Chess LP 1470	1
136	100	TONIGHT Ferrante & Teicher, United Artists UAL 3171	21
137	141	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	27
138	146	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	62
139	—	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	63
140	109	A TOUCH OF VELVET Jim Reeves, RCA Victor LPM 2487	8
141	112	TWIST WITH THE VENTURES Dotlon BLP 2010	29
142	147	HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT Capitol T 1684	11
143	132	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller & The Gang, Columbia CL 1548	73
144	149	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 1E2	36
145	—	EL CID Sound Track, MGM E 3977	1
146	137	KING AND I Sound Track, Capitol W 740	264
147	139	ALL AMERICAN Original Cast, Columbia KOL 5740	13
148	144	DOWN HOME Chet Atkins, RCA Victor LPM 2450	21
149	148	RHYTHM SING ALONG WITH MITCH Mitch Miller & The Gang, Columbia CL 1727	22
150	150	DO THE TWIST Connie Francis, MGM E 4022	17

50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	38
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	12
3	3	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 5D 129	13
4	4	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2342	41
5	6	THE STRIPPER AND OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	5
6	5	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	6
7	10	BEST OF THE KINGSTON TRIO Capitol ST 1705	9
8	9	POT LUCK Elvis Presley, RCA Victor LSP 2523	4
9	7	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	125
10	8	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	43
11	17	WEST SIDE STORY Original Cast, Columbia OS 2001	57
12	18	CAMELOT Original Cast, Columbia KOS 2031	80
13	11	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8409	10
14	14	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1549	53
15	12	MOON RIVER Lawrence Welk, Dot DLP 25412	30
16	19	NO STRINGS Original Cast, Capitol SO 1695	16
17	15	TIME OUT Dave Brubeck, Columbia CS 8192	52
18	23	VINCENT EDWARDS SINGS Decca DL 74311	3
19	16	AMERICAN WALTZES Mantovani, London PS 248	9
20	21	YOUNG WORLD Lawrence Welk, Dot DLP 25420	9
21	20	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V6-8474	4
22	27	TONIGHT Ferrante & Teicher, United Artists UAS 6171	19
23	13	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	40
24	25	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PHS 1	12
25	29	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	11
26	26	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	28
27	35	PETER, PAUL & MARY Warner Bros., WS 1449	2
28	32	STATE FAIR Sound Track, Dot DLP 29011	13
29	34	HATARI! Henry Mancini, RCA Victor LSP 2557	3
30	22	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	21
31	28	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 25424	9
32	31	FAMILY SING ALONG WITH MITCH Mitch Miller & The Gang, Columbia CS 8573	6
33	33	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CS 8575	5
34	36	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	33
35	38	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	14
36	30	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	21
37	39	OKLAHOMA! Sound Track, Capitol SWAD 595	111
38	37	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	13
39	40	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KS 3276	15
40	45	PETE FOURTAIN'S MUSIC FROM DIXIE Coral CRL 757401	2
41	41	THROUGH CHILDREN'S EYES Limelitters, RCA Victor LSP 2512	9
42	24	SUMMER FESTIVAL Various Artists, RCA Victor LSC 6097	8
43	46	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	25
44	43	ROMAN GUITAR, VOL. II Tony Mottola, Command RS 836 SD	3
45	49	WORRIED MIND Ray Anthony, Capitol ST 1752	2
46	44	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	25
47	48	A SONG FOR YOUNG LOVE Lettermen, Capitol ST 1649	19
48	50	ROMAN GUITAR Tony Mottola, Command RS 816 SD	18
49	47	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LSP 2484	18
50	42	PERSUASIVE PERCUSSION, VOL. I Terry Snyder & The All Stars, Command RS 850 SD	124



# POP JAZZ FIDDIE



POP

POP  
FAVOR



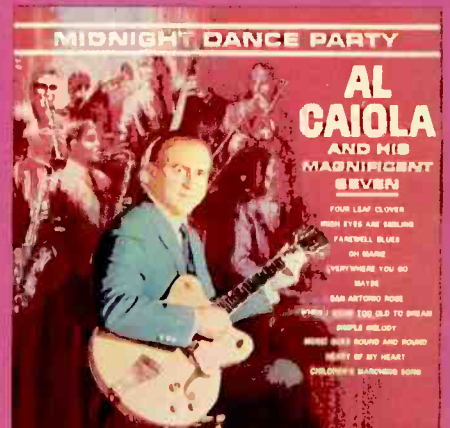
**ENCORE** The Highwaymen  
UAL 3225 (Mono.)  
UAS 6225 (Stereo)



**PIANOS IN PARADISE** Ferrante & Teicher  
WITH THEIR ORCHESTRA CONDUCTED BY NICK PERITO  
UAL 3230 (Mono.)  
UAS 6230 (Stereo)



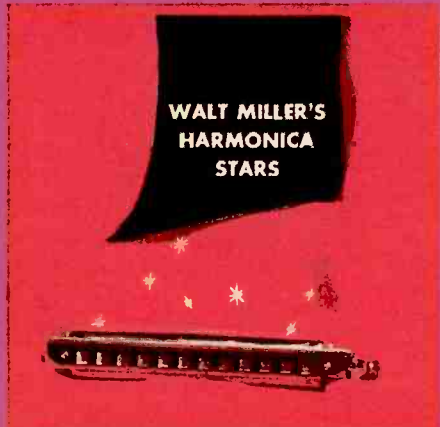
**TITO RODRIGUEZ BACK HOME IN PUERTO RICO** Tito Rodriguez  
TITO RODRIGUEZ AND HIS ORCHESTRA  
UAL 3224 (Mono.)  
UAS 6224 (Stereo)



**MIDNIGHT DANCE PARTY** Al Caiola  
AL CAIOLA AND HIS MAGNIFICENT SEVEN  
UAL 3228 (Mono.)  
UAS 6228 (Stereo)



**RALPH MARTERIE PLAYS AGAIN** Ralph Marterie and his orch.  
UAL 3223 (Mono.)  
UAS 6223 (Stereo)



**HARMONICA STARS** Walter Miller's Harmonica Stars  
UAL 3163 (Mono.)  
UAS 6163 (Stereo)



**THE VERY BEST OF EYDIE GORME** Eydie Gorme  
UAL 3189 (Mono.)  
UAS 6189 (Stereo)



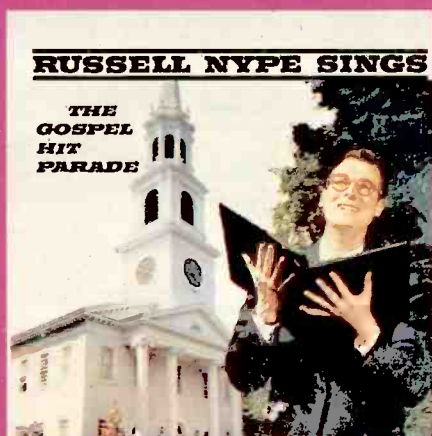
**THE VERY BEST OF STEVE LAWRENCE** Steve Lawrence  
UAL 3190 (Mono.)  
UAS 6190 (Stereo)



**HOMECOMING IN HEAVEN** George Jones  
UAL 3219 (Mono.)  
UAS 6219 (Stereo)



**I BELIEVE** Marv Johnson  
UAL 3187 (Mono.)  
UAS 6187 (Stereo)



**RUSSELL NYPE SINGS THE GOSPEL HIT PARADE** Russell Nype  
UAL 3199 (Mono.)  
UAS 6199 (Stereo)



**SING ALONG AND DANCE ALONG IN GREEK** Gus Vali  
UAL 3213 (Mono.)  
UAS 6213 (Stereo)



# PRESENTS 30 BRA

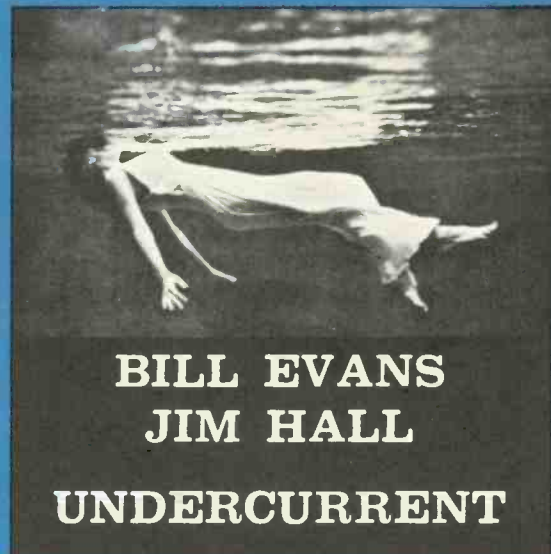
## POP BITES



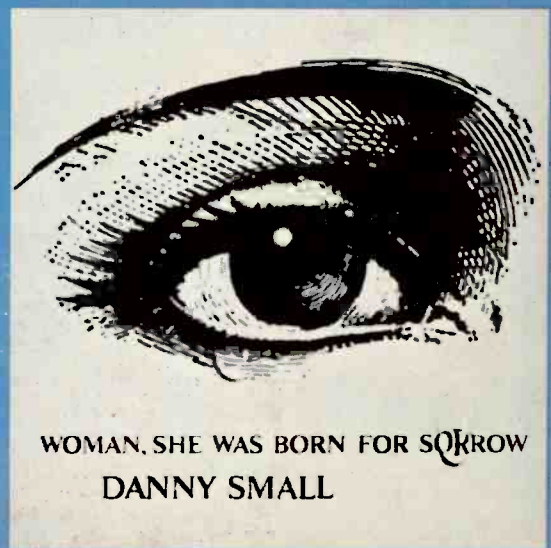
# JAZZ



**WONDERLAND** Charles Mingus  
UAJ 14005 (Mono.)  
UAJS 15005 (Stereo)



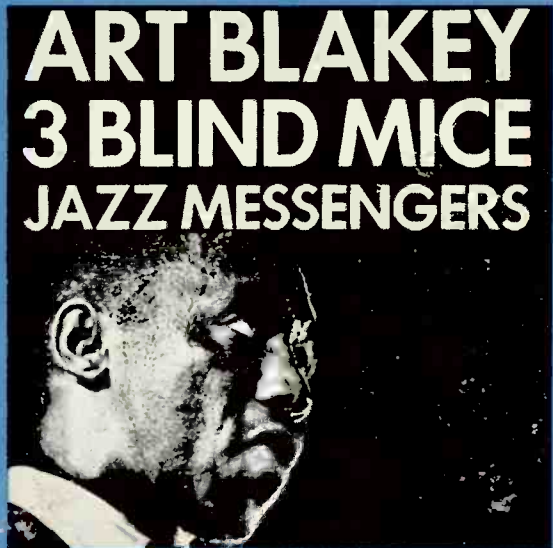
**UNDERCURRENT** Bill Evans - Jim Hall  
UAJ 14003 (Mono.)  
UAJS 15003 (Stereo)



**WOMAN, SHE WAS BORN FOR SORROW** Danny Small  
UAJ 14004 (Mono.)  
UAJS 15004 (Stereo)



**COLTRANE TIME** John Coltrane  
UAJ 14001 (Mono.)  
UAJS 15001 (Stereo)



**3 BLIND MICE**  
Art Blakey & The Jazz Messengers  
UAJ 14002 (Mono.)  
UAJS 15002 (Stereo)



**THE FABULOUS DIAHANN CARROLL**  
WITH THE ANDRE PREVIN TRIO  
UAL 3229 (Mono.)  
UAS 6229 (Stereo)



**GEORGE JONES SINGS THE HITS OF HIS COUNTRY COUSINS**  
UAL 3218 (Mono.)  
UAS 6218 (Stereo)



**SING ALONG IN GERMAN**  
Klaus Ogerman  
UAL 3206 (Mono.)  
UAS 6206 (Stereo)



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

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

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	1	1	1	ROSES ARE RED	Bobby Vinton, Epic 9509	9
2	8	13	19	BREAKING UP IS HARD TO DO	Nell Sedaka, RCA Victor 8046	6
3	3	5	5	SEALED WITH A KISS	Brian Hyland, ABC-Paramount 10336	9
4	2	2	4	THE WAH-WATUSI	Orton, Cameo 218	9
5	10	12	18	AHAB THE ARAB	Ray Stevens, Mercury 71966	6
6	6	8	13	SPEEDY GONZALES	Pat Boone, Dot 16368	8
7	4	3	3	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	14
8	14	26	52	LOCO-MOTION	Little Eva, Dimension 1000	6
9	5	4	2	THE STRIPPER	David Rose & His Ork, MGM 13064	13
10	13	18	15	THEME FROM DOCTOR KILDARE	Richard Chamberlain, MGM 13075	10
11	7	6	7	WOLVERTON MOUNTAIN	Claude King, Columbia 42352	11
12	12	15	20	DANCING PARTY	Chubby Checker, Parkway 842	7
13	15	23	33	YOU'LL LOSE A GOOD THING	Barbara Lynn, Janie 1220	8
14	11	7	11	JOHNNY GET ANGRY	Jeanie Sommers, Warner Bros. 5275	11
15	9	9	9	GRAYV	Dee Dee Sharp, Cameo 219	8
16	24	34	61	THINGS	Bobby Darin, Atco 6229	5
17	18	19	29	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	Eddie Hodges, Cadence 1421	7
18	19	22	23	TWIST AND SHOUT	Isley Brothers, Wand 124	10
19	27	37	53	LITTLE DIANE	Dion, Laurie 3134	5
20	20	24	24	I NEED YOUR LOVING	Don Gardner and Dee Dee Ford, Fire 508	10
21	23	32	60	PARTY LIGHTS	Claudia Clark, Chancellor 1113	8
22	26	36	55	HEART IN HAND	Brenda Lee, Decca 31407	5
23	16	10	6	PALISADES PARK	Freddy Cannon, Swan 4106	13
24	17	11	10	AL DI LA'	Emilio Pedeoli, Warner Bros. 5259	12
25	34	43	58	LITTLE RED RENTED ROWBOAT	Joe Dowell, Smash 1759	7
26	21	17	17	HAVING A PARTY	Sam Cooke, RCA Victor 8036	10
27	56	—	—	YOU DON'T KNOW ME	Ray Charles, ABC-Paramount 10345	2
28	22	28	34	WELCOME HOME BABY	Shirley Bassey, Scepter 1234	7
29	25	16	14	I'LL NEVER DANCE AGAIN	Bobby Rydell, Cameo 217	10
30	28	14	8	IT KEEPS RIGHT ON A-HURTIN'	Johnny Tillotson, Cadence 1418	13
31	42	50	54	ROUTE 66 THEME	Nelson Riddle, Capitol 4741	10
32	44	49	85	BRING IT ON HOME TO ME	Sam Cooke, RCA Victor 8036	5
33	29	31	41	IT STARTED ALL OVER AGAIN	Brenda Lee, Decca 31407	6
34	30	21	22	JOHNNY LOVES ME	Shelley Fabares, Colpix 636	9

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
35	33	42	35	BONGO STOMP	Little Joey & the Flips, Joy 262	8
36	31	20	12	SNAP YOUR FINGERS	Joe Henderson, Todd 1072	12
37	35	40	50	HAVE A GOOD TIME	Sue Thompson, Hickory 1174	8
38	45	52	59	SUMMERTIME, SUMMERTIME	Janetis, Epic 9281	7
39	47	55	62	MARY'S LITTLE LAMB	James Darren, Colpix 444	6
40	36	25	16	PLAYBOY	Marvelettes, Tamla 54060	14
41	43	46	51	STEEL MEN	Jimmy Dean, Columbia 42483	7
42	76	93	—	CALL ME MR. IN-BETWEEN	Burl Ives, Decca 31405	3
43	73	—	—	SHEILA	Tommy Roe, ABC-Paramount 10329	2
44	60	76	97	RINKY DINK	Dave (Baby) Cortez, Chess 1829	4
45	55	63	78	THE BALLAD OF PALADIN	Duane Eddy, RCA Victor 8047	5
46	52	66	88	WHAT'S A MATTER BABY	Tina Turner, Liberty 55469	4
47	49	53	56	I DON'T LOVE YOU NO MORE	Jimmy Norman, Little Star 113	8
48	64	70	—	A SWINGIN' SAFARI	Billy Vaughn, Dot 16374	3
49	41	41	43	BUT NOT FOR ME	Ketty Lester, Era 3080	7
50	57	59	71	BABY ELEPHANT WALK	Lawrence Welk, Dot 16364	9
51	59	69	80	BEN CRAZY	Dickie Goodman & Dr. I. M. III, Diamond 119	4
52	68	75	96	MAKE IT EASY ON YOURSELF	Jerry Butler, Vee Jay 451	4
53	32	29	25	LITTLE BITTY PRETTY ONE	Clyde McPhatter, Mercury 71987	8
54	78	—	—	VACATION	Connie Francis, MGM 13087	2
55	46	39	31	WALK ON THE WILD SIDE	Jimmy Smith, Verve 10255	13
56	58	62	70	NEVER IN A MILLION YEARS	Linda Scott, Congress 103	8
57	—	—	—	SHE'S NOT YOU	Elvis Presley, RCA Victor 8041	1
58	37	33	26	THE CROWD	Roy Orbison, Monument 461	10
59	72	83	—	SHAME ON ME	Bobby Bare, RCA Victor 8032	3
60	50	48	40	LIMBO ROCK	Champs, Challenge 9131	11
61	67	82	95	A TASTE OF HONEY	Martha Deans, Liberty 55470	4
62	51	47	49	FORTUNE TELLER	Bobby Cortola, Del-Fi 4177	14
63	48	45	37	WEST OF THE WALL	Toot Fisher, Big Top 3097	11
64	38	30	21	CINDY'S BIRTHDAY	Johnny Crawford, Del-Fi 4178	13

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
65	40	27	32	SEVEN-DAY WEEKEND	Gary (U. S.) Bonds, LeGrand 1019	7
66	84	—	—	ALLEY CAT	Bert Fabric, Atco 6226	2
67	69	73	83	MY DADDY IS PRESIDENT	Little Jo Ann, Kapp 467	5
68	53	44	36	STRANGER ON THE SHORE	Mr. Acker Bilk, Atco 6217	21
69	82	86	87	ABOVE THE STARS	Mr. Acker Bilk, Atco 6230	4
70	86	—	—	DEVIL WOMAN	Marty Robbins, Columbia 42486	2
71	93	96	—	TILL DEATH DO US PART	Bob Braun, Decca 31355	3
72	81	84	92	THE BIRD MAN	Highwaymen, United Artists 475	4
73	61	56	48	WHERE ARE YOU	Dinah Washington, Roulette 4424	12
74	74	68	72	WHY DID YOU LEAVE ME!	Vince Edwards, Russ-Fi 7001	5
75	88	—	—	CARELESS LOVE	Ray Charles, ABC-Paramount 10345	2
76	83	78	81	WORRIED MIND	Ray Anthony, Capitol 4742	6
77	71	57	57	SWINGIN' GENTLY	Earl Grant, Decca 25560	11
78	80	91	—	BEACH PARTY	King Curtis, Capitol 4788	3
79	—	—	—	MR. SONGWRITER	Connie Stevens, Warner Bros. 5289	1
80	90	—	—	STOP THE WEDDING	Etta James, Argo 5418	2
81	87	90	100	A MIRACLE	Frankie Avalon, Chancellor 1115	4
82	—	—	—	POINT OF NO RETURN	Gene McDaniels, Liberty 55480	1
83	—	—	—	LET'S DANCE	Chris Montez, Monogram 505	1
84	—	—	—	RIGHT STRING BUT THE WRONG YO-YO	Dr. Feelgood & the Interns, Okeh 7156	1
85	85	95	99	LA BOMBA	Tokens, RCA Victor 8052	5
86	89	94	—	COME ON LITTLE ANGEL	Belmonts, Sabina 505	3
87	—	—	—	LOLITA YA-YA	Ventures, Dolton 60	1
88	91	—	—	CALLIN' DOCTOR CASEY	John D. Loudernilk, RCA Victor 8054	2
89	—	—	—	BOY'S NIGHT OUT	Patti Page, Mercury 72013	1
90	—	—	—	THEME FROM A SUMMER PLACE	Dick Roman, Harmon 1004	1
91	—	—	—	RAMBLIN' ROSE	Nat King Cole, Capitol 4804	1
92	94	87	—	LIFE'S TOO SHORT	Lafayette, RCA Victor 8044	3
93	—	—	—	YOU BELONG TO ME	Duprees, Cowl 569	1
94	—	—	—	SILVER THREADS & GOLDEN NEEDLES	Springfields, Philips 40038	1
95	97	97	98	THEME FROM HATARI	Henry Mancini, RCA Victor 8037	4
96	—	—	—	POOR LITTLE PUPPET	Cathy Carroll, Warner Bros. 5284	1
97	—	—	—	SUGAR PLUM	Ike Clanton, Mercury 71975	1
98	100	—	—	COME ON BABY	Bruce Channel, Smash 1769	2
99	—	—	—	LOVE ME AS I LOVE YOU	George Maharis, Epic 9522	1
100	—	—	—	HOUDINI	Walter Brennan, Liberty 55477	1

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

Above the Stars (LeVan, ASCAP)	69	I'll Never Dance Again (Aldon, BMI)	29
Ahab the Arab (Lowery, BMI)	24	It Keeps Right on a-Hurtin' (Yarbridge, BMI)	30
Al di La' (Witmark, ASCAP)	24	It Started All Over Again (Aldon, BMI)	33
Alley Cat (Metromedia, BMI)	66	Johnny Get Angry (Tod, ASCAP)	14
Baby Elephant Walk (Famous, ASCAP)	50	Johnny Loves Me (Aldon, BMI)	34
Ballad of Paladin, The (Time, BMI)	45	La Bomba (Bright Tunes, BMI)	65
Beach Party (Kilynn, BMI)	78	Let's Dance (Roadell & Sherman-DeVorzon, BMI)	23
Ben Crazy (R.K. BMI)	51	Life's Too Short (Duchess, BMI)	92
Bird Man, The (United Artists, ASCAP)	72	Limbo Rock (Four Star, BMI)	60
Bongo Stomp (Dory Lane, BMI)	35	Little Bitty Pretty One (Records, BMI)	53
Boy's Night Out (Miller, ASCAP)	89	Little Diane (Disal, ASCAP)	19
Breaking Up is Hard to Do (Aldon, BMI)	2	Little Red Rented Rowboat (Reis, BMI)	25
Bring It on Home to Me (Kapp, BMI)	32	Loco-Motion (Aldon, BMI)	8
But Not for Me (New World, ASCAP)	49	Lolita Ya-Ya (Chappell, ASCAP)	57
Call Me Mr. In-Between (Pamper, BMI)	42	Love Me as I Love You (Marble, BMI)	99
Callin' Doctor Casey (Acuff-Rose, BMI)	88	Make It Easy on Yourself (Famous, ASCAP)	52
Careless Love (Tangerine, BMI)	75	Mary's Little Lamb (Aldon, BMI)	39
Cindy's Birthday (Marvella, BMI)	64	Miracle, A (South Mountain, BMI)	21
Come on Baby (LeBill, BMI)	93	Mr. Songwriter (Gil, BMI)	79
Come on Little Angel (Glenn, ASCAP)	86	My Daddy is President (Gretaviv, ASCAP)	67
Crowd, The (Acuff-Rose, BMI)	58	Never in a Million Years (Robbins, ASCAP)	56
Dancing Party (Kalmann, ASCAP)	12	Palisades Park (Claridge, ASCAP)	23
Devil Woman (Marty's, BMI)	70	Party Lights (Rambold, BMI)	21
Fortune Teller (Kemo, BMI)	62	Playboy (Jobete, BMI)	40
(Girls, Girls, Girls) Made to Love (Acuff-Rose, BMI)	17	Point of No Return (Aldon, BMI)	82
Gravy (Kalmann, ASCAP)	15	Poor Little Puppit (Aldon, BMI)	91
Have a Good Time (Acuff-Rose, BMI)	37	Ramblin' Rose (Comet, ASCAP)	96
Having a Party (Kapp, BMI)	26	Right String but the Wrong Yo-Yo (Hill & Range, BMI)	84
Heart in Hand (Metric, BMI)	22	Rinky-Dink (Ace-Cortez, BMI)	44
Houdini (Glo-Mac & Metric, BMI)	100	Roses Are Red (Lyle, ASCAP)	1
I Can't Stop Loving You (Acuff-Rose, BMI)	7	Route 66 Theme (Gower, BMI)	3
I Don't Love You No More (Hilde, BMI)	47	Snoted With a Kiss (Post, ASCAP)	61
I Need Your Loving (East-Pete, BMI)	20	Seven-Day Weekend (Hill & Range, BMI)	35
		Shame on Me (Western Hills-Louis-Saran, BMI)	59

She's Not You (Presley, BMI)	57	Wah-Wah! (The Kalmann-Lowe, ASCAP)	4
Sheila (Eager-Nitetime, BMI)	43	Walk on the Wild Side (Columbia Pictures, ASCAP)	55
Silver Threads & Golden Needles (Central Songs, BMI)	94	Welcome Home Baby (Ludiz, BMI)	28
Snap Your Fingers (Cigma, BMI)	36	West of the Wall (Music Productions, ASCAP)	63
Speedy Gonzales (Dudu, ASCAP)	6	What's a Matter Baby (Edon, BMI)	46
Steel Man (Southside, BMI)	41	Where Are You (Feist, ASCAP)	73
Stop the Wedding (Figure, BMI)	20	Why Did You Leave Me? (Mamulew, BMI)	74
Stranger on the Shore (Mellin, BMI)	68	Wolverton Mountain (Painted Desert, BMI)	11
Stripper, The (David Rose, ASCAP)	9	Worried Mind (Peer Int'l, BMI)	76
Sugar Plum (Argo, BMI)	97	You Belong to Me (Ridgway, BMI)	28
Summertime, Summerime (Roxbury, ASCAP)	66	You Don't Know Me (Hill & Range, BMI)	93
Swingin' Gently (Marvella, BMI)	77	You'll Lose a Good Thing (David-Crazy Cajun-Jamie, BMI)	13
Swingin' Safari, A (Roosevelt, BMI)	45		
Taste of Honey, A (Songfest, ASCAP)	61		
Theme From Doctor Kildare (Hastings, BMI)	10		
Theme From Hatari (Famous, ASCAP)	95		
Theme From a Summer Place (Witmark, ASCAP)	90		
Things (Aderis, BMI)	16		
Till Death Do Us Part (Kerolyn, ASCAP)	71		
Twist and Shout (Mellin, BMI)	18		
Vacation (Merza, BMI)	56		
Wah-Wah! (The Kalmann-Lowe, ASCAP)	4		
Walk on the Wild Side (Columbia Pictures, ASCAP)	55		
Welcome Home Baby (Ludiz, BMI)	28		
West of the Wall (Music Productions, ASCAP)	63		
What's a Matter Baby (Edon, BMI)	46		
Where Are You (Feist, ASCAP)	73		
Why Did You Leave Me? (Mamulew, BMI)	74		
Wolverton Mountain (Painted Desert, BMI)	11		
Worried Mind (Peer Int'l, BMI)	76		
You Belong to Me (Ridgway, BMI)	28		
You Don't Know Me (Hill & Range, BMI)	93		
You'll Lose a Good Thing (David-Crazy Cajun-Jamie, BMI)	13		

## BUBBLING UNDER THE HOT 100

101. JUST TELL HER JIM SAID HELLO	Elvis Presley, RCA Victor 8041
102. DON'T CRY BABY	Aretha Franklin, Columbia 42456
103. I WANT TO BE LOVED	Dinah Washington, Mercury 72051
104. YOUR NOSE IS GONNA GROW	Johnny Crawford, Del-Fi 4121
105. THE MASQUERADE IS OVER	Five Satins, Chancellor 1110
106. DON'T BREAK THE HEART THAT LOVES YOU	Bernie Leighton, Colpix 645
107. LITTLE YOUNG LOVER	Impressions, ABC-Paramount 10328
108. GOODBYE DAD	Castle Sisters, Terrace 7506
109. TOO BAD	Ben E. King, Arco 6231
110. BEECHWOOD 4-5789	Marvelettes, Tamla 54065
111. I'M TOSSIN' AND TURNIN' AGAIN	Bobby Lewis, Beltone 2023
112. A TASTE OF HONEY	Victor Feldman Quartet, Infinity 020
113. YOU'RE STRONGER THAN ME	Patsy Cline, Decca 31405
114. DON'T WORRY 'BOUT ME	Vince Edwards, Decca 31413
115. I LOVE YOU THE WAY YOU ARE	Bobby Vinton, Diamond 121
116. LOOKIN' FOR A LOVE	Valentinos, Sar 132
117. BIGGEST SIN OF ALL	Connie Francis, MGM 13087
118. GREEN ONIONS	Boaker T & the MG's, Stax 127
119. JIVIN' AROUND	Al Casey Combo, Stax 936
120. SILLY BOY	Lettermen, Capitol 4810
*120. BROKEN HEART	Fiestas, Old Town 1122
*Tio	



# Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

**Speedy Gonzales/The Locket . . . . . Pat Boone**

#16368

**Baby Elephant Walk/THEME FROM THE BROTHERS GRIMM . . . Lawrence Welk**

#16364

**A Swingin' Safari/Indian Love Call . . . . Billy Vaughn**

#16374

**No One Will Ever Know/Because . . . Jimmie Rodgers**

#16378

**(THE ORIGINAL) So Rare/Jay Dee's Boogie Woogie . . Jimmy Dorsey**

#16371

**Where Have You Been/Soldier of Love Arthur Alexander**

#16357

## OTHER HIT SINGLES

I Found The Only Girl For Me/  
Queen Of The Senior Prom  
#16360

THE MILLS BROS.

Exodus/Never On Sunday  
#16373

THE FOUR LADS

In Other Words (Fly Me To The Moon)/  
The Rest Of My Days  
#16361

TONY MARTIN

My Blue Heaven/  
Spinnin' My Wheels  
#16379

THE STRING-ALONGS

Say Your Heart Belongs To A Soldier/  
The Call Of Summer  
#16370

THE CROSBY BROTHERS

A Mile And A Quarter/  
Just One More Lie  
#16381

SONNY JAMES

Tribute To A Dog/  
Life Gits Tee-Jus, Don't It  
#16348

WALTER BRENNAN

Third Man Theme/Quiet Village  
#16376

GEORGE CATES

## BEST SELLING ALBUMS

STATE FAIR • Sound Track DLP 9011 mono, 29011 stereo

HITS OF THE '60's • The Four Lads  
DLP 3438 mono, 25438 stereo

SO RARE • Jimmy Dorsey DLP 3437 mono

YOUNG WORLD • Lawrence Welk  
DLP 3428 mono, 25428 stereo

CHAPEL BY THE SEA • Billy Vaughn  
DLP 3424 mono, 25424 stereo

MOON RIVER • Lawrence Welk  
DLP 3412 mono, 25412 stereo

I'LL SEE YOU IN MY DREAMS • Pat Boone  
DLP 3399 mono, 25399 stereo

YELLOW BIRD • Lawrence Welk  
DLP 3389 mono, 25389 stereo

WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn  
DLP 3366 mono, 25366 stereo

CALCUTTA • Lawrence Welk DLP 3359 mono, 25359 stereo

YELLOW BIRD • The Mills Bros.  
DLP 3338 mono, 25338 stereo

LOOK FOR A STAR • Billy Vaughn  
DLP 3322 mono, 25322 stereo

THEME FROM A SUMMER PLACE • Billy Vaughn  
DLP 3276 mono, 25276 stereo

BE MY LOVE • Keely Smith DLP 3241 mono, 25241 stereo

BLUE HAWAII • Billy Vaughn DLP 3165 mono, 25165 stereo

THE MILLS BROS. GREAT HITS  
DLP 3157 mono, 25157 stereo

STAR DUST • Pat Boone DLP 3118 mono, 25118 stereo

SAIL ALONG SILV'RY MOON • Billy Vaughn  
DLP 3100 mono, 25100 stereo

MUSIC FOR THE GOLDEN HOURS • Billy Vaughn  
DLP 3086 mono, 25086 stereo

PAT'S GREAT HITS • Pat Boone  
DLP 3071 mono, 25071 stereo

MELODIES IN GOLD • Billy Vaughn  
DLP 3064 mono, 25064 stereo

THE GOLDEN INSTRUMENTALS • Billy Vaughn  
DLP 3016 mono, 25016 stereo



**"THE NATION'S BEST SELLING RECORDS"**



## BONANZA FOR ARTISTS

# There's Gold in Them Thar Record Contract Concessions

By BOB ROLONTZ

NEW YORK — The frenzied scramble among record companies to acquire—or to hold—top-selling record acts has resulted in a bonanza of contract concessions for the talent. Though these concessions, for the most part, haven't bent the rather rigid contract conditions for brand-new artists, they give the young talent something to shoot for if a couple of hits come along.

Name artists have managed to secure concessions ranging from high royalty payments to advertising allotments on every single or LP they do. Many have applied pressure by intimating they would join another label at the end of their contracts, thus forcing companies to tear up current pacts in favor of more liberal ones.

Not all of these concessions turn out badly for the record firms. Sometimes (as in the case of a top-selling artist getting royalties over a period of years for income tax purposes), the piled-up loot has restrained an artist from jumping the label because it would mean he would get his royalty money in one taxable chunk.

At the same time, some of the other concessions, such as guarantees, have got record companies

embroiled in high pay-off, long-term contracts that are costly—particularly when the artist drops off in sales.

### Artists' Inroads

Areas where name recording artists have been able to break existing standards include:

**1. Cost of recording sessions.** Most artist contracts call for the singer to pay the cost of the sessions—to be charged against his royalties. However, many top artists now insist that the record label pay the entire cost. This often inhibits an a.&r. man from experimenting as he might if the artist was picking up the tag. And it often, also, makes the a.&r. man keep a closer eye on the clock.

**2. Royalty payments.** A slice of 5 per cent of the list price on single records used to be the going rate for pop artists. This has been breached many times, with artists like Paul Anka, Bobby Darin, and others getting a much higher royalty figure. Some artists are reportedly getting as high as 10 per cent. (For obvious reasons, firms like to keep this quiet.) Outside producers, like Lieber and Stoller, or the Aldon Music team, get better than 10 per cent royalty and they pay the artist out of their share.

**3. Material.** Top artists today

are much more likely to insist on choosing their own material. Many of the younger artists write their own tunes and only record their own tunes. And, of course, they get paid as writers, or in some cases as both publishers and writers.

**4. Advertising budgets.** There are contracts today that call for ads in trade papers and specific consumer advertising on each single or album released. This is an increasing trend.

### Artists As Producers

**5. Separate set-up.** Some of the new artists contracts make the artist his own producer-a.&r. man-

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## Jobbers to Meet Mfrs. at NARM

PHILADELPHIA—Special person-to-person meetings between rack jobbers and record manufacturers have been scheduled as part of the NARM mid-year meeting and sales conference to be held August 26-29.

The meetings, which will be held at the Edgewater Beach Hotel in Chicago, are to be held on separate days, August 27 and 28 from 9 a.m. to 5:30 p.m. The manufacturers will hold 20-minute confabs with each NARM member over the two days.

The person-to-person meetings are being arranged by the NARM committee and Jules Malamud, executive secretary. Dates and times will be distributed prior to the opening of the sales conference. These talk sessions have been set up to facilitate buying and selling for both parties. Executives of both the disk firms and the racking companies will be on hand to iron out individual problems, and the record makers will have an opportunity to show new fall and Christmas merchandise.

## FCC Links FM Channels to Size of Cities

By MILDRED HALL

WASHINGTON—A whole new channel allocations picture for FM radio service was proposed by the Federal Communications Commission last week, along the lines of television's 80-channel table. The agency also made major changes, effective in the near future, in rules governing classes of FM stations, zones, power and mileage separations, with reasonable latitude for stations not meeting all requirements.

The FM face-lifting operation begun a year ago would allocate the proposed 80 channels on a population basis: 10 to 15 channels for cities with population of one million and over, 6 to 10 channels for 250,000 to 1,000,000 city population, 4 to 6 channels for 100,000 to 250,000 population, 2 to 4 with cities of 50,000 to 100,000, and 1 or 2 channels allocated to cities with less than 50,000 people.

Comment Due August 31

Comment on this proposed rule-making is due August 31, when FCC commissioners will be return-

ing from their annual August vacation period.

Priority considerations in preparing the new allocations table would be given to: (1) Existing FM stations; (2) first FM service (particularly where there is no nighttime primary AM service); (3) providing each community with at least one FM station, as far as possible; (4) providing at least two FM services to as much of the population as possible; (5) providing two local FM stations to all communities able to support them; (6) provide a substitute for inadequate AM service, and (7) assign channels to communities on the basis of their size, location and number of outside services available.

Listing by communities will be proposed later by the Commission.

### Three Zones

In the report and order on new rules for FM, the FCC divides the country into three zones, instead of the present two, again following the TV service pattern. Zone 1 includes part or all 18 Northeastern States, plus the District of Columbia; Zone 1-A is confined to the southern portion of California, from 40 degree latitude above San

## CSIDA, LUPPINO NAMED TO NEW BMW POSITIONS

NEW YORK — Andrew Csida this week was named Director of Sales for Billboard Music Week. Csida, who joined The Billboard Publishing Company in 1943, has been Advertising Co-Ordinator since 1961. Prior to that time he handled advertising and promotion management functions for BMW, High Fidelity and the Television Department of The Billboard.

Frank Luppino this week was named Promotion Manager for BMW. Luppino joined The Billboard Publishing Company in 1948. He has been in charge of International Sales for BMW, a function he will retain in addition to his new duties. Luppino's previous responsibilities included promotion and sales functions for several divisions of The Billboard Publishing Company.

## Command Inks Peters, Drake

NEW YORK — Command Records has signed soprano Roberta Peters of the Metropolitan Opera, and musical comedy star baritone Alfred Drake to exclusive recording contracts. Command executive director Enoch Light made the announcement last week.

A musical comedy album starring

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## 3-M's Tape Cartridge to Get Special N. Y. Press Showing

NEW YORK—Minnesota Mining & Manufacturing Company (3-M's) is expected to unveil its long-awaited tape cartridge recorder-player this week at a special press showing here Wednesday (1).

A demonstration of a pilot model

of the unit was held more than two years ago, in March of 1960, at a meeting sponsored by the Institute of Radio Engineers here. At that time, Dr. Peter Goldmark, of CBS Laboratories, who pioneered in the research and development of the unit, explained its operation and demonstrated its playback quality. The trade has awaited the coming of factory-built, commercial units since then.

The unit employs a device which allows users to stack as many as six cartridges on the player, similar to the way records may be stacked on a disk changer. A revolutionary feature of the unit is the operating speed of 1 1/2 i.p.s., heretofore considered unsatisfactory for full fidelity reproduction.

It is understood that a number of the units have undergone extensive rugged testing, over a period of 90 days, and have been found satisfactory in the eyes of engineers on the project.

The set is expected to be marketed under the brand name of the Revere Camera Company, a wholly owned 3-M's subsidiary.

It is also understood that some consideration has been given to making an alternate model of the unit available for commercial background music purposes. This, it is reported, would incorporate a speed of 15-16 i.p.s., but tests with this extremely slow speed have been inconclusive.

Repertoire for the prerecorded tape cartridge is being made available by Columbia Records, as well as various background music library suppliers. The extent of the

(Continued on page 43)

## Decca Shows 32 Albums at Meets

NEW YORK — Decca unveiled 32 new albums—including five Gold Label classical, seven Coral and two Brunswick—part of its fall promotion program introduced to its field men at regional sales meetings throughout the country last week.

The meetings were conducted by Sydney N. Goldberg, vice-president in charge of sales, and Claude Brennan, Louis J. Sebok and Jack Kiernan, members of Decca's home sales organization.

The full-day meetings covered merchandising plans along with a dealer incentive plan, details of which are available from Decca distributors. The program is carrying the slogan of "Sales Unlimited."

## Dot Outlines Fall Program

HOLLYWOOD—The Dot Records Fall Program, shooting for a \$5,000,000 sales target during August alone, will offer dealers an optional discount plan, four months' dated billing, a 100 per cent exchange privilege, plus a discount on prepacked singles.

On the album side, dealers will have the option of choosing either of two discount plans: buy 10 LP's and receive 12 (i.e., two free for each 10 purchased), or a straight 15 per cent cash discount on what is ordered. Thus, dealers do not have to accept free merchandise,

(Continued on page 43)

## Gotham Businessmen Ready to Open Distrib-Racked Discount Chain

By JACK MAHER

NEW YORK—A new concept in record merchandising will make its bow in this city when the first in a planned string of discount, rack record shops opens in the near future. The shops, which will be racked by distributors, will be owned by a business syndicate with no previous experience in the record industry. Besides LP's the shops will also sell paperback books on a rack basis.

The merchandising concept for these new discount shops follows one being tried in other areas of the country (see BMW, July 21). In essence it makes the distributor a rack jobber and the dealer a landlord.

The New York businessmen responsible for the planned stores have three things uppermost in mind: utilization of space, low overhead and a minimum of personnel. As a result, they are approaching the city's distributors with a proposition in which the distributor takes a specific amount of wall space, equips it with racks and services the racks with LP product. The store takes a percentage of each album sale. Wall space would be allotted for all important lines. The owners of the proposed chain believe they can sell LP's for between \$2.37 and \$2.78. Ultimately the group intends to have some 100 stores on the East Coast.

This Manhattan move follows similar plans in other areas of the country where discount store and rack jobber competition has been roughest. Distributors and dealers are teaming up in this distrib-rack jobber and dealer-landlord relationship in a number of key areas; San Francisco for one.



# Olds WINS Appointment Presages Music Changes

NEW YORK—Mark Olds was named general manager of WINS here last Friday (27), a move presaging what are expected to be substantial programming changes in the city's top-rated rock and roll outlet.

Olds, a onetime Westinghouse Broadcasting Company official, and a 20-year veteran of the broadcasting industry, has been program director at WNEW, New York's highly rated "good music station."

Sale of WINS to Westinghouse was closed last Friday (27) following approval of the move by the Federal Communications Commission, July 13.

Ted Steele, long-time manager at WINS, indicated he would stay with the station to "effect a smooth and orderly transition and take-over." Steele said he would announce his plans shortly.

## Slow Transition

Though Westinghouse officials have made no comment, WINS is expected to move slowly toward a "softer sound." Format has ranged from a program of soft rock in the morning to out-and-out, swinging rock and roll at night featuring the top-rated teen-age show handled of Murray (The K) Kaufman. Westinghouse is noted for a programming format consisting of heavy news, public service programs and a so-called "middle-of-the-road" musical sound.

Westinghouse is certain to bring in its highly vaunted news operation along with several other specialty shows such as its program "PM." An official noted, however, that it would be at least three months before the "WBC sound" was established.

Donald H. McGannon, Westinghouse president, said he was

"pleased that Olds had rejoined the chain," noting that he had an "outstanding record of experience and accomplishments at KYW (Westinghouse outlet in Cleveland) and WNEW."

In other changes at WINS last week, Paul Sherman took over Bob Lewis' Freedomland remote show, Saturday, 1-5, and Sunday 3-6 and 8-10. (Lewis was expected to join WABC here.)

Bud Breeze, formerly with WPEN, Philadelphia, joined WINS to take over Sherman's staff duties.

Olds originally joined Westinghouse as a producer-director for KYW, then in Philadelphia. He became program manager in 1955, moving with the station to Cleveland. In 1959, he joined WNEW.

# Scramble on for Disk Artists Among 1400 Once on MCA List

NEW YORK—The exiting of MCA from the talent business last week caused one of the biggest scrambles in the history of the agency business—for clients and for agents who could bring with them some of the names of the 1,400 names in the record business—that MCA used to represent.

The divestiture by MCA of its world-wide talent agencies was accomplished by a stipulation and order negotiated with the antitrust division of the Department of Justice on Monday (23), but MCA had previously dropped most of the important parts of its agency work. MCA had originally intended

to get out of the agency business on July 18 and devote itself to TV shows under Revue Productions, and eventually to movies through its merger with Decca Universal. The Decca Universal merger with MCA, however, also was under fire by the Justice Department.

MCA's income last year from its talent agencies amounted to \$8,500,000. Its income from Revue Productions amounted to \$72,000,000 for the same period.

But though MCA's talent agency income was much less than its income from Revue, the firm still maintained the largest talent agency in the world, and had most

imposing roster of stars — from actors to writers, from singers to literary figures, from ballet performers to bands.

## Everybody Freed

Under terms of the government order signed by MCA the corporation freed all of its clients. Some of these clients have stayed with their agents, and are going with them to new set-ups. Others have not yet decided what to do, and some clients have decided not to stay with their old MCA agents at all but to go with other agencies.

As for the agents themselves, they have selected many paths. Some are joining other agencies—and taking key clients with them. Others are opening up shop for themselves. And some seem—at this point—very undecided about what steps to take.

It is reported that Dave Baumgarten, who was in the vaude slot at MCA, will go into business for himself with a number of top acts. Herb Brenner and Howard Rubin have formed their own outfit, called International Management Associates, Ltd. Herman Citron and Arthur Park have formed Artists Agency Corporation. Irving

(Continued on page 43)

# U. S. Suit to Bust MCA-Decca Tie Still On

NEW YORK — MCA's decision, at the behest of the federal government, to dissolve its talent agencies throughout the world, does not affect in any way the government's antitrust suit for dissolution of MCA's recent merger with Decca Records.

There will be a hearing Monday (30) to continue the injunctions that prevent MCA from co-mingling its assets with those of Decca and Universal-International. The takeover of these firms is one of the major concerns of the civil antitrust action filed by the government on July 13.

There are trade observers who believe that the government's case in its divestiture suit against MCA is less strong now than it was before the MCA talent agency was

disbanded. However, few doubt that the U. S. will continue to press its suit.

If MCA was forced to dissolve its merger with Decca-Universal, it is assumed that Decca-Universal would continue as before. Decca has had strong grosses over the past two years and currently is rid-

ing high with hit singles and albums.

There has been much comment in the trade that the major interest of MCA in taking over Decca-Universal was to obtain the facilities of the Universal Pictures Studios for its Revue Productions operations.

## THE SINATRA FIRM

# Heaviest Program Yet Launched by Reprise

HOLLYWOOD — Reprise Records has launched its heaviest release program to date, with 20 new albums tabbed for a saturation fall promotion. The plan is called "The Bonanza."

The release represents a number of different categories, one of them a "sound" series. The program is backed by an all-out push, including the dispatch of 13,000 LP samples to regular AM and FM and college stations, a "stiff" program of 5 cents per LP sold for distributor salesmen, and incentive contest with a \$500 first prize for promotion men, special taped messages from the head man, Frank Sinatra, to important dealer accounts, and a "make your own discount" plan for distributors.

### Basic 10 Per Cent

This involves a basic 10 per cent discount, provided that at least one of each of 10 selected new releases is 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.

At a recent distributor meeting, it was also brought out that Reprise is going to be heavily involved in the singles field. At one time the label was almost entirely album-minded, but it is now in the midst of a completely revamped singles operation, headed up by Nick Venet and Chuck Sagle. High hopes are expressed for such artists as Nancy Sinatra, the recently signed Dorsey Burnette, and other lesser-known talents now being pacted.

### Sound Series

One of the highlights of the release is the new sound (6000) series of four albums. These were recorded under what was called a new process, incorporating an increased tape speed of 120 centimeters a second. The sets, which carry a regular price range of \$3.98 mono and \$4.98 stereo, are by Esquivel, Les Baxter, Chuck Sagle and a package titled "Frank Sinatra Conducts Music From Pictures and Plays."

This series is being promoted by a special seven-inch, stereo single with a band from each of the four albums. There will be 50-

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# King Records' New Bonus Plan Offers Dealer 1st Edition Singles & Albums

NEW YORK—Dealers will receive "first edition" singles and albums as part of King Records' new bonus plan running July 23 through August 31. The plan applies to the firm's entire catalog as well as its August release of 20 new singles and six albums.

The first edition disks — available in stereo and monaural—have not been previously released by King or any of its labels. The plan calls for dealers to receive five bonus singles for every 25 singles bought from the King, Bethlehem, Federal, Deluxe and Queen lines.

Dealers also will receive three bonus LP's for every 10 albums bought in the King or Bethlehem lines.

## Buying Multiples

All purchases must be in multiples of 25 for singles and 10 for albums. The bonus merchandise will be shipped to dealers prepaid from the King factory in Cincinnati.

On the King label, dealers can

choose any of the following singles for their bonus record: James Brown's "Mashed Potatoes U.S.A." b-w "You Don't Have to Go"; Hank Ballard's "When I Need You" b-w "Dream World" and Little Willie John's "Doll Face" b-w "Big Blue Diamonds."

Bonus albums include: Bob Kames' "Show Stoppers," Earl Bostic's "By Popular Demand," and the Stanley Brothers' "Folk Song Festival."

Bethlehem's bonus albums include: "The Masked Marvel Band From England," "Golden Jazz Instrumentals," and "Jazz Vocal Award Album."

All the bonus albums and singles will carry a special label and packaging and will be non-returnable and non-exchangeable.

King President Syd Nathan said all the bonus disks will appear as future King or Bethlehem releases.

# TRADE PRACTICE FTC DECISION OFF FOR MONTH

WASHINGTON—Decision on trade practice conferences for the record industry may have to go over until after Labor Day, FTC spokesmen indicated.

The matter is under active consideration at the Federal Trade Commission, but speeches and conferences scheduled for commissioners will keep them out of Washington for a time. (See Billboard Music Week, July 21.)

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# WB Signs Trio At Long Last

## Peter, Paul & Mary Had Only Handshake Deal

HOLLYWOOD — Peter, Paul and Mary, the top-selling folk act on Warner Bros., has signed a long-term contract with the diskery. Surprisingly enough, up to now the trio has worked with the label on the basis of a handshake, and never has had a contract.

Even though the group has had many other offers as a result of its best selling album on the label (over 80,000 copies), and its hit single, "Lemon Tree" (over 200,000), the trio respected its gentleman's agreement with the firm. Manager Al Grossman and Warner Bros. head Mike Maitland reached an agreement on the contract last week.

Meanwhile, Warner Bros. is throwing its heaviest promotion guns behind its new fall LP releases, consisting of 10 new albums. New sets spotlight top stars on the label like Dorothy Provine, Connie Stevens and others. Firm is also adding concentrated sales pitches on current moving efforts like "Peter, Paul and Mary," "The Music Man," "Johnny Get Angry" and "The Golden Hits of the Everly Brothers."

Firm is shipping its distributors large quantities of a new fall display featuring the top albums from the release for use in its store windows and counters. Shipping with the release will be a new four-color catalog illustrating all albums in the Warner Bros. line.

Warner's, which is currently hot in the singles as well as the album field, also made a deal last week to distribute the Rona Records waxing of "Danny." Disk features Nancy Clair. Record has been showing some action in Seattle and San Francisco.

## A Correction

NEW YORK—The new record by Jimmy Clanton on the Ace label being distributed by Vee Jay Records is called "Venus in Blue Jeans" not "Venice" as shown in an ad on Page 31 of last week's (28) issue.



HOLLYWOOD — "Capitol certainly is not attempting to run Frank Sinatra out of the record business. It owns many masters made by Sinatra. Capitol paid for these recordings and can sell them lawfully at any price it wishes." Furthermore, the charge that Capitol has engaged in price discrimination "is absolutely false."

Thus, last week, Capitol Records president, Glenn Wallichs, in quite but determined tones flatly refuted

charges leveled in the Frank Sinatra firms' suit against Capitol (BMW, July 21). The action was filed earlier this month, accusing Capitol and its distributing subsidiary firm with violation of the Sherman and Robinson-Patman acts, and asked \$1,050,000 in treble damages. The Sinatra suit came on the heels of Capitol's special discount program devoted exclusively to the singer's albums, offering a free LP for each one purchased.

The complaint specifically charged Capitol with restraint of trade, the attempt to create a monopoly by destroying Sinatra's Reprise firm, and practicing price discrimination by selling Sinatra product at varying prices to different dealers. Wallichs answered:

**Welcomes Competition**

"During the 20 years we have

been in business, it has been common knowledge within the record industry that Capitol has always welcomed and encouraged competition. We have never and will never make a business move designed to eliminate a competitor.

"In offering Sinatra's albums for a limited period at what is essentially 50 per cent off, Capitol Records Distributing Corporation is merely utilizing a common and successful marketing tool—make profits by volume instead of higher mark-up.

Wallichs concluded by stating that the complaint contained "many other nuisance-type allegations," but that no "worthwhile purpose would be served" if he answered these. According to Capitol's legal eagles, none of the charges in the complaint "is legally sound."

## Marks, Tutti Form New French Firm

NEW YORK — Edward B. Marks Music Corporation together with Editions Tutti, publishing affiliate of Philips Records, has formed Marks-France, new French firm to handle copyrights for the entire popular and standard catalogs of the American Marks firm.

Negotiations were completed last week between Gerard Tournier, general manager of Tutti, and Bob Marks, vice-president of the U. S. firm.

The arrangement represents the first time that Marks has formed its own foreign company. It will continue its previous free-lance agreements in England, and its exclusive representation agreements in such countries as Italy, Germany, Scandinavia, Holland, Spain and Australia.

Marks-France will continue to deal with such firms as Leduc of Paris on classical music.

The new organization will share offices with Philips and Tutti in Paris. Tournier will be supervising director, and a special professional manager is being sought to handle promotion.

Marks also signed agreements to give exclusive rights to its catalog to Musicvertrieb AG, Zurich, for Switzerland.

The firm also has acquired several European copyrights, including world-wide representation (excepting Germany) for the Neapolitan standard "Tik-A-Tee, Tik-A-Tay," known in the U. S. as the "Tic Toc Polka."

## UA Signs With Stacy, Names Picone to Post

NEW YORK—In product and personnel moves this week, United Artists Records signed a long-term distribution deal with Stacy Records, Chicago, and named Phil Picone Eastern regional sales manager.

The Stacy deal, which begins with the current "Jivin' Around" Al Casey disk, was consummated between UA's Art Talmadge and Stacy's Jim Gaylord. The records will be issued on the Stacy label but will carry a UA number.

Picone joins the United Artists sales staff after posts with Time and Mercury Records. Along with naming Picone, the label appointed Marv Browdy, working out of Cleveland, as Midwest chief.

The label also signed the Mod-ernaires to a new recording pact.

## More Distributors Added by Colpix

NEW YORK—Colpix Manager Jerry Rakey has named six new distributors for the label. The new distributors include Superior in New York, Allen in Richmond, Main Line in Cleveland, Topps in Miami, and Music Merchants in Detroit. In Canada, Colpix will be represented by Compo, Ltd., of Quebec. Last week the firm named Beckerman as the firm's distributor in Milwaukee.

## German Anti-Monop. Probe Spreads to Mfrs., Distribs

BONN, W. Germany — The Federal Cartel Office, West Germany's anti-trust enforcement agency, has announced that it is considering the expansion of its monopoly investigation of GEMA, the German ASCAP organization, to include phonograph manufacturers and distributors.

Anti-trust charges were filed against GEMA by the Central Organization of German Coin Ma-

chine Operators (ZOA). ZOA complained that GEMA's copyright control in effect gave the society a monopoly on juke box music programming.

GEMA presently collects annual royalties of 78 marks (\$19.50) on each juke box, and proposes to boost the amount to 93.60 marks (\$23.40).

Operators contend that the increase is unjustified because of steadily rising costs and declining collections. ZOA charges GEMA with driving operators to the wall.

Operators are now asking to have manufacturers and distribu-

(Continued on page 48)

## Col'bia Keeps Nippon Distrib

NEW YORK — Columbia Records has renewed its deal for distribution of its product in Japan through Nippon Columbia Co. Ltd. The new agreement was negotiated by Columbia President Goddard Lieberson and Dr. Kohki Naganuma, board chairman of Nippon Columbia, during Lieberson's recent visit to Japan.

All product produced by Columbia, its American subsidiaries Epic and Okeh, and its wholly owned overseas affiliates, Discos Columbia de Mexico, Columbia Argentina and Columbia do Brazil, is covered by the pact.

Dr. Naganuma and his colleague, Hizuru Kaneko, sales manager of international repertoire at Nippon Columbia, have been in this country since July 17. During their visit, they attended the Columbia sales convention in Miami Beach, Fla.

## Atlantic People on Go

NEW YORK — Two executives and some of the talent of Atlantic Records are having a busy time traveling this continent and crossing the Atlantic (Ocean, that is) in pursuit of recording activities.

On a recent visit to the West Coast, Neshui Ertegun recorded a new Mel Torme LP and signed two new acts. On the Torme date the singer is backed by the Shorty Rogers band. The firm also landed and recorded Jerry Mathers, who is star of the "Leave It to Beaver" TV'er. While on the Coast, Ertegun also signed Vi Redd, femme jazz singer and alto saxist.

Overseas, Miriam Beinstock, vice-president and director of foreign operations, is on a four-week swing around the Continent and will visit the firm's foreign licensees Stops in Spain, France and England are definitely set.

## Dave Hubert Bows New Horizon Label

HOLLYWOOD—Dave Hubert, former head of the Omega label, has formed a new firm, Horizon Records, and has concluded a domestic and foreign distribution deal with Dick Bock's World Pacific firm. Horizon will concentrate in the commercial folk music field, rather than the ethnic type available on other labels, Hubert said. Label kicks off August 15 with a six-LP release plus one single, and will be launched with a two-for-10 special discount program.

Horizon will retain its own label identity, but its wares will be handled through Bock's network of distributors. Hubert will be responsible for all facets of Horizon's product production, including artists, repertoire and packing.

Hubert has recorded a considerable amount of material on location in various folk music night spots here and across the U. S., and plans to bring to the fore established names as well as deserving newcomers in the commercial folk field.

Horizon's first release features albums by Barbara Dane, Katie Lee, Travis Edmonson (of the former Bud and Travis duo), Hoyt Azton, Jim and Art, and Judy Mayham. A single, "Greenback Dollar," by Azton, will be issued as part of the initial release.

## Sign Auld, Newkirk

NEW YORK — Georgie Auld, veteran jazz saxophonist, and Bob Newkirk, vocalist who just completed a four-week stint on ABC's "Breakfast Club," have been signed by Philips Records. Newkirk is currently appearing at the Dunes Hotel, Las Vegas, and his first session is slated for September.

## Bernie Lowe Inks 'Rawhide' Star In 1st Coast Cameo-P'kway Move

HOLLYWOOD — Cameo-Parkway President Bernie Lowe last week signed TV thesp Clint Eastwood, of the "Rawhide" series, to a recording contract as the first step in a projected drive for more Coast-based talent and material. Lowe told BMW he will concentrate for a greater share of the Cameo-Parkway recording attention on Hollywood than in the past.

Lowe said that studies of today's market reveals that more than 25 per cent of today's top sellers emanate from here, and that he is determined that his Cameo-Parkway combine will move in for a share of the Coast-born hits. He told BMW that he will be adding TV and movie people to his labels' artist roster. In addition, he wants his firms to aggressively pursue TV and picture material, including sound tracks.

Lowe is here to record a Bobby Rydell album, while Rydell currently is being filmed in a feature role by Columbia Pictures in "Bye, Bye, Birdie." Lowe said that in addition to signing Eastwood, he plans to make other Hollywood talent acquisitions before he departs for his Philadelphia home base.

Lowe, who heretofore visited the Coast infrequently, intends to make regularly scheduled trips to personally conduct the Cameo-Parkway forays on Hollywood's talent

pool. According to his research, all the major labels have stepped up their recording activities here to where the Coast today commands a far greater share of product origination than ever before. Furthermore, Lowe has been impressed by the increasing share of top sellers that Coast-based independent firms have been getting.

The Lowe labels, currently represented on BMW's Hot 100 with five entries (three of which are in the top 12), have been enjoying their top success with such artists as the Orlons, Chubby Checker, Dee Dee Sharp, Rydell, the Carroll Brothers, among others, and have remained within the forefront of the industry's singles field. Its strength in this realm has spilled over into the package field, riding the current BMW "Top LP's" list with four albums in the first 50.

Lowe feels that greater attention to Hollywood will further expand his firms' share of the total market, and looks upon this as a form of "marketing diversification" destined to pay off in increased sales. He revealed that his company, a publicly held corporation, plans to expand along other levels as well, including the acquisition of other labels as well as publishing entities to add to the already existing Cameo and Parkway music publishing firms.

## International Copyright Group Convenes in Berlin Next Month

WEST BERLIN—The International Copyright Society, representing 22 countries, will hold its 1962 congress in West Berlin from September 15 to 16.

GEMA, West Germany's copyright society and ASCAP counterpart, will be host for the congress.

The Berlin congress, GEMA said, will focus on the reform of composer-author rights in West Germany, as a symbol of the urgent need for the drafting of uniform universal copyright legislation.

GEMA intends using the Berlin

congress to rally world composer-author support behind its demand for drastic reform of German copyright law. A GEMA statement assailed the Bonn government's copyright reform draft law as obsolete.

GEMA is miffed because West Germany's Bundesrat (Upper House) struck from the draft law paragraphs which would compel private citizens to pay royalties for tape recorders and other musical reproduction equipment.

GEMA also is demanding a tightening up of radio and TV royalty rights.

## INDUSTRY BRIEFS

### Colpix to Detroit Distrib

DETROIT — Merchants, large independent distributorship here headed by Harvey Kahn and Marv Jacobs, has taken on the Colpix line for Michigan.

### Dudley Master to Jay-Gee

NEW YORK—Jay-Gee Records has acquired a country and western master in "Under Cover of the Night," by Dave Dudley, which originally appeared on the New Star label. The master is being released on the Jubilee banner.

### Ambassador Names Prost

NEW YORK—Ambassador Record Corporation (formerly Synthetic Plastic Records) last week announced the appointment of Chris Prost to handle sales in Georgia, North and South Carolina and Virginia. Prost will be in charge of the Southeast territory headquartered in Georgia. Pat Keating is covering Missouri, Kansas and Nebraska. This brings the sales staff on the road to a total of 12 men.

The company's annual sales meeting will be held in New York August 4 and 5, at which time

Ira L. Moss, executive vice-president, will disclose the company's extensive expansion program.

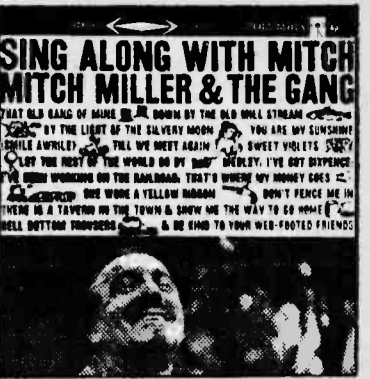
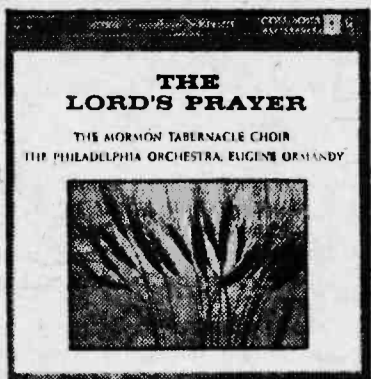
### Switches at Disney

BURBANK, Calif.—The Disneyland and Vista labels of Walt Disney Productions have made a number of distribution changes. In Canada the label has been moved from Sparton Distributors to RCA Victor of Canada under the leadership of Leonard Headley. In the U. S. the lines will be handled by two other Victor distributors, Hamburg Brothers of Pittsburgh, and Walther Brothers in New Orleans. The labels have also been moved to the new S. & L. distrib firm in Detroit.

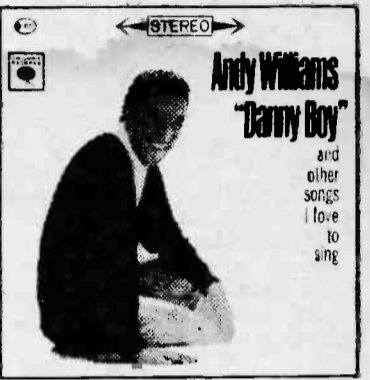
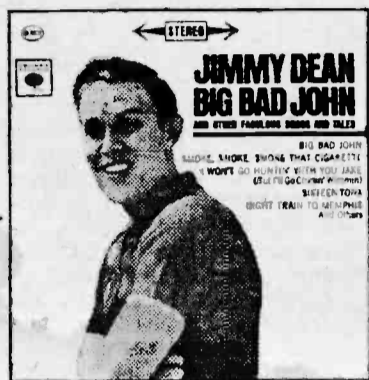
### Julia Handles Flamingo

ELIZABETH, N. J. — National distribution for the newly formed Flamingo label is being handled by Julia Records of this city. The label also has opened a branch office in Baltimore with merger of the firm's branch there with Free-state Record Distributing. The label has expanded its representation in the country field with Smokey Warren, who will act as consultant to a.&r. and artist.

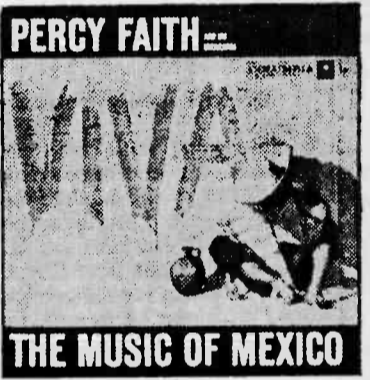
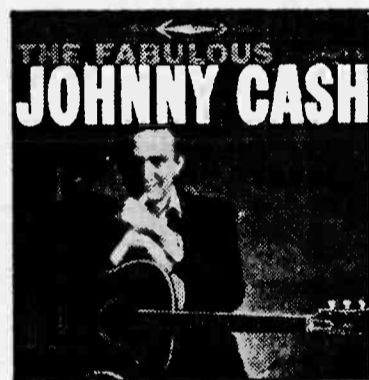
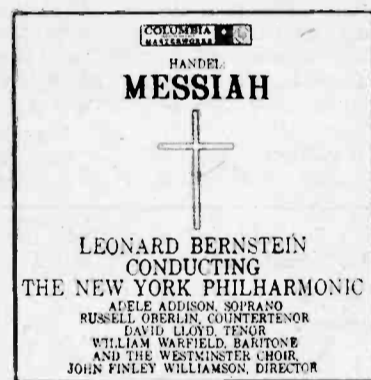
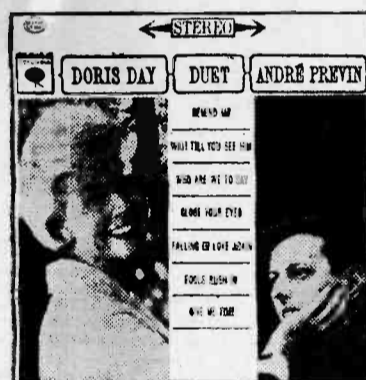




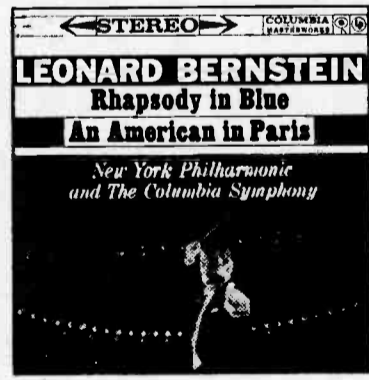
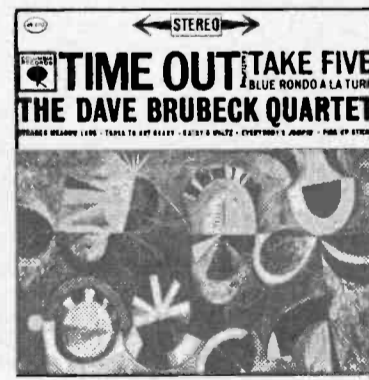
# PUT YOUR STOCK



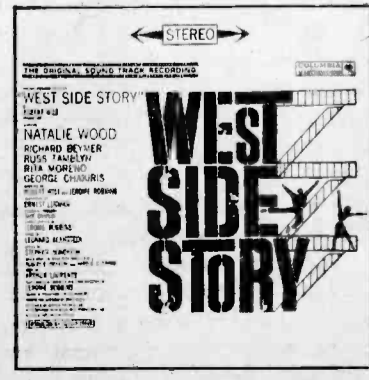
# IN THE WORLD'S



# GREATEST CATALOG



# COLUMBIA RECORDS



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# WEEKLY MARKET ANALYSIS

• Continued from page 1

"There's a Reason," by the Cascades; "Stand Up," by Freddy Hart and "Susie Was a Good Girl."

The Meyer buy of air time for LP product has done much to hypo sales on a score of artists. The distrib air time buys are 30 second spots. The original ones on KYA played selections from the albums with talk over the music. The current ads on KSFO are solid talk. The distrib is also planning to co-op this radio ad time with dealers in the near future.

Celebrities in town were also helping to hypo sales. Lena Horne, Sophia Loren, ("Boccaccio 70"), Mel Torme, and the "Irma La Douce" tour were all generating excitement.

## Radio Battles Enliven Miami Scene

MIAMI—Record Service Company, rack-jobbing arm of Pan American Distributors, was most active here last week. Just a few weeks ago the firm took over virtually all Florida stores of the W. T. Grant chain formerly serviced by the now defunct Miami branch of L. & F. of Atlanta, Record Service, which already services many of the outlets of Kress, Kresge, Murphy and Grandway chains, was busy moving product into the Grant locations.

On the radio front, a battle royal for top ratings between WQAM and WFUN continues. Both stations employ a 24-hour-a-day machine-gun-like brand of programming, of top 40 hits with commercials and musical station breaks barreling out over the air at a frantic pace.

WQAM's latest gambit in the struggle is the offer of a free kit which shows how any station can get to be No. 1 in its market. "Don't get kit No. 1, another station here is already using that," goes the pitch, "be sure to ask for kit No. 2."

The struggle for new record exposure remains as tough as ever. WFUN now has a "dig it or ditch it" feature, in which one new record is selected by listeners for full exposure for a week. The disks that don't make it are never heard from again on the station.

WMBM, Miami Beach r.&b. outlet, has its jocks vote on one new record a week for the full exposure treatment. The famous "Butterball," who once selected his own platters, now depends on the jockey panel on WMBM for the new programming selection.

## Seattle Air Battle Royal Spurs Sales

SEATTLE—This town continues to grow as a significant exposure city for new records. There's some wild and woolly battling going on in this area for air play, and the high rate of exposure for new records is reflected in strong singles sales throughout town and the amount of new product getting action.

Aside from the big national hits, new singles getting action and air play out here are "Devil Woman," by Marty Robbins; both sides of the new Ray Charles c.&w. single (which, as in San Francisco, is selling briskly as its smash predecessor); "Silly Boy," with the Lettermen, and John Loudermilk's "Callin' Ben Casey." Two local records have also caused considerable stir, "Hey Mr. Jones" with Tony and the Statics on Bolo and "Danny" with Nancy Claire on Rona. The latter has been picked up by Warner Bros. Other sides getting good action are "Mr. Songwriter," Connie Stevens; "Poor Little Puppet," Cathy Carroll, and "Surfin' Safari" with the Beach Boys.

A number of singles have been receiving enormous air play in the area. Among them is David Yorke's "Beach Party" which, at press time, had stood off challengers on KOL's King of the Hill show for 16 straight times. The KOL King of the Hill competition pits records against one another. Winners are named by audience response.

## Solid Product Makes Twin Cities Zip

MINNEAPOLIS—Summer business here hasn't been as good in a long time, and now, with the fall album programs on the way, the record industry is really smacking its chops in anticipation of what's ahead.

Two reasons stand out for what is generally conceded to have been an unusually strong summer: (1) Good commercial

## N. Y. GRAND JURY DOESN'T LAUGH AT HA HA DISK

NEW YORK — A New York County Grand Jury has returned a 19-count information against Gilbert Snapper, 34, of Brooklyn, operator of the Ha Ha Record label. Snapper is charged with possessing and selling so-called party records. The allegedly obscene record involved goes under the title "Take Care of Business."

Snapper was arrested Monday (23). Now free on bail, he will face trial in Special Sessions Court September 25.

An investigation by operatives of the office of District Attorney Frank Hogan was sparked last March when parents complained to Hogan that copies of obscene disks were being sold over the counter to minors in the Times Square area and other parts of the city with no questions asked. Investigators then purchased copies themselves. Information from the Grand Jury held that the record in question was particularly offensive and would form the basis of a good test case.

Presentation of evidence to the Grand Jury was handled by Assistant District Attorney Archibald Murray. (The Monday arrest was exclusively predicted in BMW, July 28.)

## NO ONE STOP FOR NANNI

PHILADELPHIA — BMW was in error when it mentioned that Joe Nanni opened his own one-stop in this city. Nanni is presently employed at the I. J. Morgan one-stop here.

product—singles as well as LP. (2) Concentration of promotion—not on a large number of different releases, but on a certain artist or certain type of music.

One dealer in particular—Jack Taylor at Jather—cited the success of programs like "Frank Sinatra Month," "Ferrante and Teichner Month," "Country and Western Month" and "Old Time Album and Singles Month."

In this way distributors are able to sell as complete package of some 240 albums to dealers instead of perhaps 10 or 20. The dealers in turn are more prone to promote the merchandise once they have it on hand. Certainly the assistance they receive in the form of tie-in advertising and point-of-sale display material is a big help.

If anything is a problem, it's the matter of returns. Virtually all distributors noted that they were doing a lot of "exchanging," and chief culprits seem to be the rack jobbers. Many are short of working capital and are holding off buying until the fall programs break. In the meantime, they're keeping their inventory up to date by trading: old for new, slow sellers for hot items.

One of the Twin Cities' leading department stores, the Dayton Company, is opening a chain of Target discount stores, all with record departments. Average discount price for a \$3.98 LP in this city has ranged from \$2.88 to \$3.66.

Good, active radio station promotion is also being credited for a lot of the record industry's success. WDGY and KDWB in the Twin Cities are both very active with pop material.

## ARMY BLACKING OUT ITS 'ROLLING ALONG' SHOW

WASHINGTON—For the first time since 1955, the annual All-Army Entertainment Contest, featuring the winning talent from global contests at Army installations, will not be held, and the Army's "Rolling Along" show will not go on tour.

The blackout of the international showcase for talented young servicemen which brought music, song and dance from the tundra to the tropics and won a "common market" of good will for American servicemen throughout Europe is not due to lack of funds or lack of its acknowledged effectiveness. It is apparently due to an administrative block, a change of mind, somewhere along the echelons.

In Congress, just last week, Rep. Carroll Kearns (R., Pa.) paid high tribute to the U. S. Service bands which have toured Europe and the Far East, where crowds welcomed both the music and the young Americans in the uniforms of the Army, the Air Force, the Navy and the Marines.

**Well Worth the Money**  
"The few dollars that it costs us to send (them) all around the world is well worth the money spent. . . . We can win victories with music because it is the most universal language. Why not use it when we can?" said Representative Kearns.

These bands do yeoman service, but they do not provide what one Special Services spokesman calls the "uniquely American type of variety" that the "Rolling Along" show has offered. The show was an inspiration to servicemen and a promotion of incalculable value abroad, with its universal appeal of singing voices, dancing feet, cheerful miming and youthful exuberance.

Recent showings of the final

"Rolling Along" show, now coming to an end, on German television, with a German-speaking U. S. emcee, conducting informal interviews, won tremendous response from the German nationals, Special Service notes. Such a show is worth a thousand pictures and brochures in winning good will for contemporary American service youth from contemporary global youth—on both sides of the Iron Curtain and the newer Iron Wall.

### Talent Contests Not Abandoned

Army talent contests have not been abandoned at installation and post level, even with the loss of the big showcase which sparked a major inspiration in the service. The Second Army and other branches hold talent contests and tour their area with a show, and some of the installations exchange shows. But all of this promotion is conducted on this side of the water, while a crying need is to bring the good will and good cheer of these young people to other nationalities.

Congressmen who are conducting their annual wailing session over the cost of professional name talent might be interested in looking into this source of free, eager young talent, which Army Operations arm can schedule and transport via fa-

(Continued on page 10)

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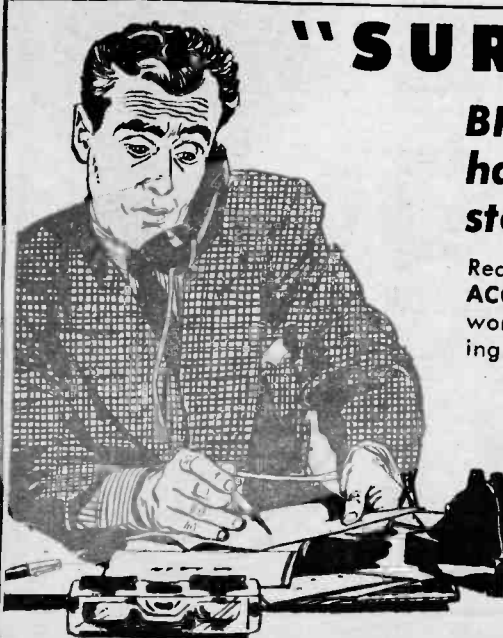
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DON'T MISS NEXT WEEK'S ISSUE →

## Henri Rene Finishes Operetta Package With Dozen Sides

NEW YORK—Henri Rene has just completed one of the largest single assignments in the history of the recording industry—30 sessions for RCA Victor for the Reader's Digest fall package "The Wonderful World of Operetta."

The package, which will be issued in the U. S. in September-October, will contain over a dozen operettas, (on nine LP's) and will be offered to Reader's Digest subscribers.

The operettas, which compose the fourth package offered to Reader's Digest subscribers over the past two years, include "Fledermaus," "A Night in Venice," "Waltz Dream," "Song of Norway," "Porgy and Bess," "Rose Marie," "Showboat," "The Desert Song,"

Continued on page 38



LIBRARY BOARD WORLD WIDE

# HIT AFTER HIT



## PAPA-OOM- MOW-MOW

#55427

The Rivingtons

## SOFTLY AS I LEAVE YOU

#55449

Matt Monro



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)	73
Always You (Col)	111
Paul Anka Sings His Big 15 (ABC)	57
<b>BACK AT THE PEPPERMINT LOUNGE (ROU)</b>	<b>108</b>
Belafonte at Carnegie Hall (RCA)	99
Nat King Cole Sings/George Shearing Plays (Cap)	95
Crying (Monu)	53
Danny Boy & Other Songs I Love to Sing (Col)	118
Dino-Italian Love Songs (Cap)	93
Do the Twist (Atl)	59
Doin' the Twist at the Peppermint Lounge (Rou)	24
<b>DON'T KNOCK THE TWIST (PARK)</b>	<b>29</b>
<b>VINCENT EDWARDS SINGS (DEC)</b>	<b>(18) 11</b>
For Teen Twisters Only (Park)	39
For Twisters Only (Park)	94
Heavenly (Col)	63
Here Comes the Tennessee Ernie Ford Showboat (Cap)	142
Buddy Holly Story (Cor)	64
Hymns (Cap)	125
<b>I LEFT MY HEART IN SAN FRANCISCO (COL)</b>	<b>65</b>
I Remember Tommy (Rep)	107
<b>IT KEEPS RIGHT ON A-HURTIN' (CAD)</b>	<b>98</b>
It's Just My Funny Way of Laughing (Dec)	60
Johnny's Greatest Hits (Col)	43
Jump Up Calypso (RCA)	52
Let's Twist Again (Park)	117
Live It Up (Col)	110
<b>LOVERS WHO WANDER (LAURIE)</b>	<b>30</b>
George Maharis Sings! (Epic)	16
The Midnight Special (RCA)	(25) 19
<b>MILLION SELLERS BY FATS (IMP)</b>	<b>113</b>
Modern Sounds in Country & Western Music (ABC)	(2) 1
Moon River & Other Great Movie Themes (Col)	(13) 13
<b>OLD RIVERS (LIB)</b>	<b>56</b>
Point of No Return (Cap)	(35) 37
<b>POT LUCK (RCA)</b>	<b>(8) 15</b>
<b>ROSES ARE RED (EPIC)</b>	<b>123</b>
Runaround Sue (Laurie)	86
Sinatra & Strings (Rep)	(36) 54
<b>A TOUCH OF VELVET (RCA)</b>	<b>140</b>
Twist (Park)	46
Twist With Bobby Darin (Atco)	112
<b>TWISTIN' THE NIGHT AWAY (RCA)</b>	<b>72</b>
<b>BOBBY VEE MEETS THE CRICKETS (LIB)</b>	<b>109</b>
<b>BOBBY VEE RECORDING SESSION (LIB)</b>	<b>128</b>
Versatile Burl Ives (Dec)	126
Your Twist Party (Park)	33

### Female Vocalists

Joan Baez, Vol. I (Van)	23
Joan Baez, Vol. II (Van)	20
Connie's Greatest Hits (MGM)	129
<b>DINAH '62 (ROU)</b>	<b>40</b>
Do the Twist (MGM)	150
<b>IT'S MASHED POTATO TIME (CAMEO)</b>	<b>49</b>
Judy at Carnegie Hall (Cap)	(14) 18
<b>LOVE LETTERS (ERA)</b>	<b>83</b>
Roaring '20's (WB)	138
<b>SHELLEY (COLP)</b>	<b>114</b>
Sincerely Brenda Lee (Dec)	104

### Duos and Groups

<b>BEST OF THE KINGSTON TRIO (CAP)</b>	<b>(7) 8</b>
College Concert (Cap)	(30) 26
Encore of Golden Hits (Merc)	79
<b>DAVID GUARD &amp; THE WHISKEY HILL SINGERS (CAP)</b>	<b>101</b>
Kingston Trio (Cap)	134
Kingston Trio Close Up (Cap)	97
Mighty Day on Campus (Kapp)	130
<b>ONCE UPON A TIME (CAP)</b>	<b>47</b>
Peter, Paul and Mary (WB)	(27) 4
Sing Out! (RCA)	88
A Song for Young Love (Cap)	(47) 25
<b>THROUGH CHILDREN'S EYES (RCA)</b>	<b>(41) 31</b>
Tonight in Person (RCA)	139
Twist With the Ventures (Dolt)	141

### Choruses

<b>FAMILY SING ALONG WITH MITCH (COL)</b>	<b>(32) 27</b>
Happy Times Sing Along With Mitch (Col)	143
Rhythm Sing Along With Mitch (Col)	149

### Mixed Voices

<b>MURRAY THE "K'S GASSERS FOR SUBMARINE RACE WATCHERS (CHESS)</b>	<b>135</b>
Oldies But Goodies, Vol. I (OS)	50
Oldies But Goodies, Vol. III (OS)	96
<b>OLDIES BUT GOODIES, VOL. IV (OS)</b>	<b>36</b>

## CLASSICAL & SEMI-CLASSICAL LP's

The Magnificent Sound of the Philadelphia Ork.	(24)
My Favorite Chopin (RCA)	137
<b>SUMMER FESTIVAL (RCA)</b>	<b>(42) 105</b>

## INSTRUMENTAL LP's

Title (Label) Top LP Rank (Stereo) Mono

### Mood and Dance

<b>AMERICAN WALTZES (LON)</b>	<b>(19) 35</b>
Beyond the Reef (Dec)	42
<b>CHAPEL BY THE SEA (DOT)</b>	<b>(31) 76</b>
Down Home	148
<b>DRUMMIN' UP A STORM (IMP)</b>	<b>66</b>
Drums Are My Beat (Imp)	132
<b>FOR THE NERO MINDED (RCA)</b>	<b>45</b>
Golden Piano Hits (UA)	133
<b>HATARI! (RCA)</b>	<b>(29) 91</b>
Let There Be Drums (Imp)	71
Maria (Kapp)	61
Moon River (Dot)	(15) 28
New Piano in Town (RCA)	85
Persuasive Percussion, Vol. I (Com)	(50)
<b>POPS ROUNDUP (RCA)</b>	<b>122</b>
Roman Guitar (Com)	(48)
<b>ROMAN GUITAR, VOL. II (COM)</b>	<b>(44)</b>
'S Continental (Col)	(38) 84
So Much in Love (Col)	(43)
Stereo 35/MM (Com)	(10)
Stereo 35/MM, Vol. II (Com)	(46)
Stranger on the Shore (Atco)	(3) 3
<b>THE STRIPPER (MGM)</b>	<b>(5) 9</b>
Tonight (UA)	(22) 136
"Tuff" Sax (Hi)	75
Twistin' 'n' Twangin' (RCA)	82
<b>WORRIED MIND (CAP)</b>	<b>(45) 115</b>
Young and Warm and Wonderful (RCA)	(49)
Young World (Dot)	(20) 44

### Jazz

<b>BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE)</b>	<b>(21) 10</b>
<b>COUNTDOWN TIME IN OUTER SPACE (COL)</b>	<b>(33) 48</b>
<b>PETE FOUNTAIN'S MUSIC FROM DIXIE (CORAL)</b>	<b>(40)</b>
<b>HERBIE MANN AT THE VILLAGE GATE (ATL)</b>	<b>124</b>
Midnight in Moscow (Kapp)	(39) 51
Midnight Special (B-N)	68
Time Further Out (Col)	(26) 58
Time Out (Col)	(17) 22
What'd I Say? (Atl)	67
Nancy Wilson/Cannonball Adderley (Cap)	41

## SHOW MUSIC

### Original Cast

All American (Col)	147
Camelot (Col)	(12) 14
Carnival (MGM)	74
<b>A FUNNY THING HAPPENED THE WAY TO THE FORUM (CAP)</b>	<b>120</b>
How to Succeed in Business Without Really Trying (RCA)	62
<b>I CAN GET IT FOR YOU WHOLESALE (COL)</b>	<b>127</b>
Milk and Honey (RCA)	55
Music Man (Cap)	69
My Fair Lady (Col)	34
No Strings (Cap)	(16) 17
Sound of Music (Col)	(9) 21
South Pacific (Col)	92
West Side Story (Col)	(11) 5

### Sound Track

Blue Hawaii (RCA)	(23) 12
<b>EL CID (MGM)</b>	<b>145</b>
Exodus (RCA)	77
Flower Drum Song (Dec)	78
G.I. Blues (RCA)	119
King & I (Cap)	146
King of Kings (MGM)	144
Oklahoma! (Cap)	(37)
<b>ROME ADVENTURE (WB)</b>	<b>(6) 7</b>
South Pacific (RCA)	81
State Fair (Dot)	(28) 32
West Side Story (Col)	(1) 2

### Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA)	(4) 6
Experiment in Terror (RCA)	106
<b>GOLDEN THEMES FROM MOTION PICTURES (UA)</b>	<b>70</b>
Great Motion Picture Themes (UA)	131
Original Motion Picture Hit Themes (UA)	102
<b>THEME FROM BEN CASEY (CARLTON)</b>	<b>121</b>
<b>WALK ON THE WILD SIDE (CHOREO)</b>	<b>100</b>
West Side Story (UA)	(34) 87

## COMEDY LP's

<b>I'M THE GREATEST COMEDIAN IN THE WORLD (VERVE)</b>	<b>80</b>
Knockers Up (Jub)	38
Moms Mabley at Geneva Conference (Chess)	103
<b>MAD TWISTS ROCK ROCK 'N' ROLL (BIG TOP)</b>	<b>116</b>
Mike Nichols & Elaine May Examine Doctors (Merc)	90
Rusty Warren Bounces Back (Jub)	89

## LATE POP SPOTLIGHTS

### Pop

#### RAY CHARLES' GREATEST HITS



ABC-Paramount ABC 415 (M); ABCS 415 (S)—AB has a winner here. One of diskdom's hottest acts swings through 12 tracks of top singles material. Charles sings and plays on the set which features such potent items as: "Unchain My Heart," "Hit the Road Jack," "Ruby," "Georgia On My Mind" and "One Mint Julip." A perfect companion to Ray's "Country and Western" LP.

### Comedy

#### MOMS MABLEY BREAKS IT UP



Chess LP 1472 — Moms Mabley, the vet comedienne, should have another winner with this sassy and witty new album. As usual Moms shows off her knowledge of world affairs, and affairs of the heart, on this live presentation recorded at the Tivoli Theater in Chicago where Moms starred last spring. Routines include "Jackie K. and Jackie M." and "Old Men-Young Men."

### Pop

#### FLORRAINE DARLIN



**LONG AS THE ROSE IS RED (Lyle, ASCAP) (2:37)**—Here's the answer song to the smash "Roses Are Red," and a strong side it is. The thrush shows real promise and she does a winning job with this new lyric to the "Roses Are Red" melody. Watch it. It can move. Flip is "I Don't Know" (Pageant, BMI) (2:08). Epic 9529

### Band

#### SOUSA'S GREATEST MARCHES



Henry Mancini, Warner Bros. W 1465 (M); WS 1465 (S)—The Mancini name and the standard marching fare offered here might, once again, pull sales for this album. The set contains march music of the most traditional type, conducted and arranged by the leader, and everything is done to the most exacting standards. There are no liberties taken with the march melodies at all.

## Juke Box Play Ups Houston Oldie

HOUSTON — Once again this year the record business in this city has been influenced by a specific juke box location. The spot is Garner State Park, a popular teenage recreation area, where many of the city's kids go to dance and socialize during summer vacation. The impact Garner State Park has on the city's record trade, once the kids get back to town, is imposing. The teeners go all out for their Garner State Park favorites and they flood deejays and dealers with requests for the tunes that dominate the park juke box. This is evident because the juke box contains a large supply of old records . . . sides that have been out

of circulation in some cases for one, two and three years.

One of the current best sellers here is a perfect example of this out-of-the-past action. "Something Precious," with Skeeter Davis, made little dent with the teen pop audience hereabouts when it was initially released on Victor a year and a half ago. But, since, the disk has been getting strong play on the Garner State Park juke scene, radio stations and dealers have been inundated with requests for the disk. Copies of the side are pretty hard to come by in the area, too.

Becky Lancaster, of the Music Box One-Stop, says that she was only able to get 300 copies of the side and isn't sure where her next supply is going to come from.

## Army Blacks Out 'Rolling Along'

Continued from page 8

cilities already established — and without fees.

The Department of the Army never loses sight of the need for good will and good understanding of its functions. Both at home and abroad, the Armed Forces Radio and TV services feature service music and beam to over 800 commercial stations on this side of the water, in addition to Army installations here and abroad. Overseas, some millions of "eavesdropper" listeners from the Adriatic to the Baltic can tune in on the network.

The Army's Special Services spokesmen point out that while this is of prime importance, it still does not bring the live and breathing presence to audiences at home and abroad, as the "Rolling Along" show did. Nor is it quite as representative of the grass-roots democracy of talent and opportunity in the services.

Proposals to set up some other type of grass-roots opportunities for competitive talent in the services, and bring this music to the attention of U. S. and overseas listeners, are believed to be under discussion by the Department of the Army. Such a program would at least partially fill the vacuum left by the ending of the all-Army entertainment contest and the show, where each contestant vied for the honor of representing the whole service and the whole country.

It is said in some areas of the department that some of the higher up feel the "Rolling Along" show has "accomplished its purpose." But as every militarist knows, in this era of skirmish and cold war, nothing stays accomplished. Few would argue that there has been any more successful infiltration into the hearts of other nationals than that of the young musicians, singers, choruses and fledgling comic talents of the U. S. Army in live performance.

## Buckley Launches Own Record Label

NASHVILLE — Louis Buckley, veteran coin machine operator, owner of Buckley's Discount Records and operator of Record Department of Harvey's, Nashville's largest department store, has launched his own disk label here known as Buckley Records.

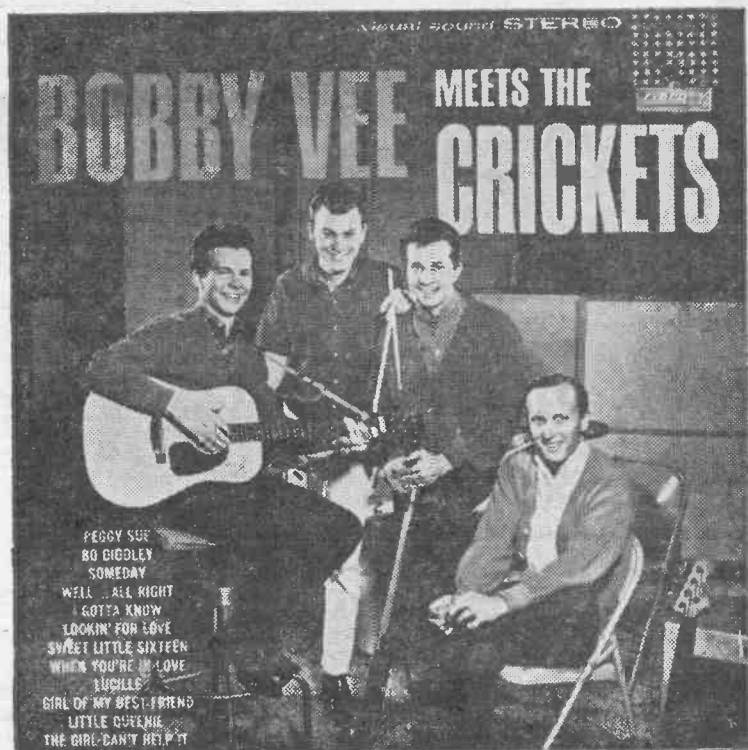
Firm's initial release is "She Wears My Ring" b.w. "Whatcha Gonna Do About Me," recorded by a new c.&w. singer, Jimmy Sweeney. "She Wears My Ring" was written by Boudleaux and Felice Bryant, and is published by Acuff-Rose.

( ) Positions in Parenthesis Indicate relative strength of stereo LP's

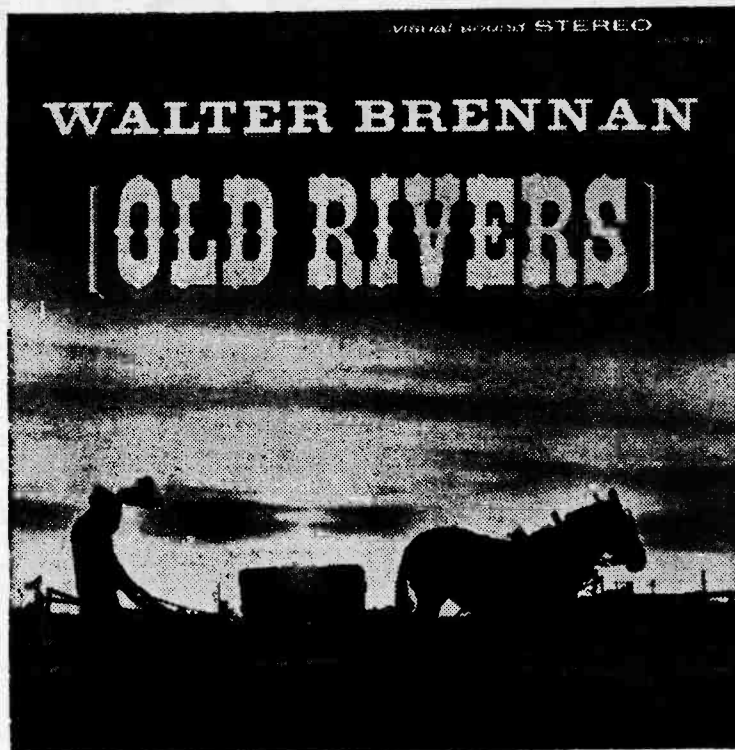


# CHART AFTER CHART

*Add up sale after sale with four big chart action LP's*



**BOBBY VEE MEETS THE CRICKETS** LRP-3228/LST-7228



**OLD RIVERS** Walter Brennan LRP-3233/LST-7233



**A BOBBY VEE RECORDING SESSION** LRP-3232/LST-7232



**MASHED POTATOES AND GRAVY** The Ventures **Dolton**  
BLP-2016/BST-8016



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# FOLK TALENT & TUNES

By BILL SACHS

Boobejaan, who has made a name for himself in Europe with his c.&w. warbling, is reported making definite inroads in the Midwest with his new Palette Records release, "I'm Crying in My Beer" b-w "A Bar With No Beer," with best deejay response generating in Cleveland and Detroit. Deejays missed in the mailing, may obtain a copy by writing to Irwin Robinson, Palette Records, 1733 Broadway, New York 19. . . Tall Paul Charon has joined Bill Monroe and His Blue Grass Boys as a regular. . . Dock and Chickie Williams, regulars on "World's Original Jamboree," WWVA, Wheeling, W. Va., and their Border Riders band, hopped to Nashville recently for a two-day session for Wheeling Records at Don Pierce's Star-day Studios. The Williams group was augmented by the Dottie West Singers, Junior Husky, Willie Ackerman and Pete Drake and the Williams show comedian, Smokey Pleacher.

Jimmy Dean appears at Harry and Eleanor Smythe's Buck Lake Ranch near Angola, Ind., Sunday, August 19, with Joe Taylor and His Red Birds providing the backup. Last Sunday (29), Taylor and his eight-piece western combo played in support of Yogi Bear and Huckleberry Hound at Buck Lake Ranch. . . Hank Locklin has cast his lot on bookings and personal management with the Wil-Helm Agency, Nashville. . . Kathy Dee, Carlton recording artists, set for appearances in Lancaster, Pa., August 4, and Drums, Pa., August 5. . . Betty Luther, Arkansas chick, set for an early release on Toppa Records with "I'm Going Down Wolverton Mountain." . . Toppa Records is reported scouting for a distributor in Germany. . . Roy Acuff's new Hickory release couples "Wabash Cannonball" with "The Old-Age Pension Check," culled from his 'All-Time Greatest Hits' LP.

Another new single on Hickory is Stoney Cooper and Wilma Lee's "Philadelphia Lawyer," taken from their LP, "Family Favorites." Flip is "Trouble Ahead," a new ditty. . . Hubert Long, of Hubert Long Talent, Nashville, is building next door to the Bradley Studios (now Columbia Records Studios) in Nashville, and will rent the premises to Capitol Records. Building should be ready for occupancy by September 1, Long says. This will put Capitol, RCA Victor, Columbia

and Decca all within a one-block radius in Music City, U. S. A.

Jim Reeves was featured on Harvey's Record Department portion of "Grand Ole Opry" on WSM, Nashville, July 21, promoting his RCA Victor album, "The Intimate Jim Reeves." The album was promoted for sale by mail order and across the counter. With each sale went an autographed photo of Jim plus his latest single, "I'm Gonna Change Everything" b.w. "Pride Goes Before a Fall." . . Gary Williams posts that he recently played his way to Nashville, where he plans to remain rooted for awhile. . . Johnny Cash and the Tennessee Three, accompanied by Cash's personal manager, Saul Hoff, and June Carter, of "Grand Ole Opry" fame, embark on a tour of the Far East for USO October 24.

Roger Miller, c.&w. singer and exclusive writer for Tree Publishing, Nashville, clicked it off so handily on his recent appearance as guest of Jimmy Dean on the "Tonight" TV show, that he has been invited to return to the show in August and September. The success of his "Tonight" showing has also netted his other television appearances, including a shot on the popular day-time show, "Play Your Hunch," August 7. Roger spent last week in Nashville for recording sessions and then departed on an extended tour to work clubs, TV shows and record hops. Roger is the writer of "Think I'll Pick Up My Heart and Go Home," which has been recorded by Dottie West, Atlantic's first c.&w. artist. Release was made last week. . . George Kent, who kicked up a flurry with his "Little Wheels" b.w. "Lonesome Is My Middle Name" on the Dial label, was in Nashville last week scouting material for his next session slated for next week.

Advance bookings for Leon McAuliff and His Cimarron Boys stack up as follows: Riverside, Phoenix, Ariz., August 2; Gila Bend (Ariz.) Air Force Base, 3; Cimarron Ballroom, Tulsa, Okla., 8; Decatur, Ark., 9; Forbes Air Force Base, Topeka, Kan., 10; Cimarron Ballroom, Tulsa, Okla., 11; Top o' Texas Rodeo, Pampa, Tex., 22-25, and a tour for the Dave Brumitt Agency, Atlanta, 30-September 9. McAuliff and his lads are set for the Golden Nugget, Las Vegas, for the September 13-19 period. . . The Carlisles play San Antonio August 3-5, and fol-

## NASHVILLE NOTES

Owen Bradley has moved his Decca offices into new quarters at 803 Sixteenth Avenue, South, just across the street from the Bradley Studios which he formerly owned before selling to Columbia Records. . . Randy Wood's calling of a general distributor sales meeting for Dot Records here recently was the first such meeting for a major record label. Wood indicated other such meetings will be held in Nashville in the future. Following the Dot meeting Randy and his wife Lois and their three children vacationed at the home of Randy's parents, Mr. and Mrs. C. I. Wood, of Morrison, Tenn.

Practically every headliner in the Nashville music industry has appeared recently with former Tennessee Governor Frank Clement, as Clement has sought re-election to the governor's office. Stars, including Eddy Arnold, Ray Price, Webb Pierce, the Wilburn Brothers, Kitty Wells, Carl Smith, Eddie Hill, Grandpa Jones, Ernest Tubb, Ferlin Husky and Hank Snow, have donated their services to the country-music-conscious Clement in gratitude for his recognition of the local music industry during his six years in the governor's office. Jim Denny, prexy of Jim Denny Artists Bureau here, in co-operation with Hubert Long, the Wil-Helm Agency, Hal Smith and the Acuff-Rose agency, setting up talent for the Clement campaign.

PAT TWITTY

## COUNTRY MUSIC WEEK GETS OK

NASHVILLE — The week of November 4 to 10 will be proclaimed National Country Music Week. The resolution, requesting President Kennedy to proclaim the special week, was passed by the U. S. Senate last week, according to word received from Sen. Estes Kefauver (D. Tenn.) by Mrs. Jo Walker, secretary of the Country Music Association here. Country Music Week will occur during the annual WSM national country music festival here November 7 through 10.

low with a stand at Knobnoster, Mo., August 7. . . Lonzo and Oscar show their wares at Owensboro, Ky., August 4, and Manassos, Va., August 5. . . The Willis Brothers are routed for Springfield, Ill., August 11; Newark, Ohio, 12; Trenton, Tenn., 16, and the Flame Room, Minneapolis, 20-26.

Hank Snow, following a 20-day tour through New England in August, returns to the Flame Club, Minneapolis, early in September for another week's stand. In November, Hank and his lads launch a six-week trek that will take them through Texas, Arizona, California, the Pacific Northwest and Western Canada. . . The Phillips Sisters are sporting their first release on the Dominion label, "Candle and a Glass of Wine" b.w. "If You Should Leave Her." . . Promoter Dick Schuler reports that his recent show at the Edmond Town Hall Gym, Newtown, Conn., featuring the Osborne Brothers and Jimmy Brown, drew a near-capacity crowd and that he is planning another show in the area soon. Furnishing the music on Schuler's recent show were Irv Williams and the Town & Country Boys.

The first live c.&w. show in the area in several years is scheduled for Norwich, Conn., August 3, with Jimmy Martin and His Sunny Mountain Boys, with Lois Johnson, the features. Also on the bill will be Randy Hawkins and Fred Pike, local boys who have done considerable radio and TV work in the area. Emsee chores will be handled by Clarence Kneeland, deejay at WICH, Norwich. Show is being sponsored by the local Lions Club, with proceeds going to the organization's Blind & Eye Research Fund. . . Ellis and Millie Rand, for years favorite c.&w. entertainers in the New England sector, are slated to start a series of live shows soon on Station WICH. . . Buddy Killen, vice-president of Tree Publishing, Nashville, and his new bride and former secretary, Sue Wambles, spent last week on a belated honeymoon trip.

Rocky and Hal, country music entertainers, are still playing nitery, show bar and dance lounge engagements in the Pacific Northwest. . . Bill Reid, formerly of the team of Bill and Mary Reid, head on Columbia, has just had his first release on the new "M" Records label. Deejay samples of the platter, "Your Street" b.w. "Back on '44," are available by writing to "M" Records, 11 Main Street, Drawer 979, Salem, Va. . . El Rader, of Country Music Services, Cincinnati, reports that his new c.&w. monthly, Country Capers, got off to a good start, with the first issue carrying some 24 stations on a co-op advertising deal. Second issue is due out this week. Rader says he is currently prepping a country and gospel music yearbook

(Continued on page 42)

## BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	By special survey for week ending 8/4	Weeks on Chart
Week	Week	TITLE, ARTIST, LABEL & NUMBER	Chart
1	1	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	14
2	2	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	11
3	3	SHE THINKS I STILL CARE, George Jones, United Artists 424	17
4	5	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363	13
5	4	THE COMEBACK, Faron Young, Capitol 4754	8
6	6	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	6
7	9	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	7
8	13	IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425	4
9	12	SUCCESS, Loretta Lynn, Decca 31384	5
10	14	TAKE TIME, Webb Pierce, Decca 31380	10
11	15	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377	10
12	8	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	7
13	17	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955	8
14	19	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	7
15	7	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	12
16	10	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026	7
17	20	LEONA, Stonewall Jackson, Columbia 42426	3
18	28	MAMA SANG A SONG, Bill Anderson, Decca 31404	2
19	18	TOUCH ME, Willie Nelson, Liberty 55439	11
20	21	OPEN PIT MINE, George Jones, United Artists 462	3
21	11	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	6
22	16	CHARLIE'S SHOES, Billy Walker, Columbia 42287	23
23	22	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	6
24	26	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	2
25	25	WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368	8
26	—	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	1
27	—	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	1
28	23	YOU TAKE THE FUTURE, Hank Snow, RCA Victor 8009	6
29	—	DEVIL WOMAN, Marty Robbins, Columbia 42486	1
30	24	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721	11

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Country music has returned to the night scene in the Houston area, with Station KWBA, Baytown, Tex., now serving a four-hour block from 6-10 each night. Show is titled "Country Music Jamboree" and jocks are Bob Wolfe and Jerry Lee, who welcome anything in the way of c.&w. releases and promo tapes. . . Jay Drennan has bought into KCEY, Turlock, Calif., which spots a 12-hour block of country each day. They also welcome releases—oldies and newies.

Mike Hoyer, of KMA, Shenandoah, Ia., invites brother deejays to write him for a copy of Dave Dudley's new platter, "Under Cover of the Night" b.w. "Please Let Me Prove." Put your request on your station letterhead. . . "If it weren't for the publishing firms," writes Tom Matteson, manager of KNOG Radio, Nogales, Ariz., "we

wouldn't be able to program c.&w. music. We get real good co-operation from RCA Victor and Mercury, but we get nothing from Capitol and Decca. Recently, on my 'T-N-T Show' (6 to 9 a.m.), I played the Don Gibson, Ray Charles and Tab Hunter recordings of 'I Can't Stop Loving You.' I played them back to back each morning for a week and asked tater-diggin' buddies to call in their preferences. The vote was: Don Gibson, 120; Ray Charles, 80, and Tab Hunter, 20. As a result, we are bombing all but the Gibson disk."

Deejays needing a copy of Warren Smith's "160 Pounds of Hurt" b.w. Book of Broken Hearts; Wade Ray's "It's My Way" b.w. "Little Ole Lovemaker"; Webb Pierce's "Crazy Wild Desire" b.w. "Take Time"; Johnny and Jonie Mosby's "I'd Fight the World"; Al Dexter's "I Won't Be Number

(Continued on page 41)



# A NEW BIG ALBUM FROM THE NO. 1 SINGLE

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## AHAB THE ARAB

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SATURDAY NIGHT AT THE MOVIES \* A HERMIT NAMED DAVE \* FURTHER MORE  
JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTING  
PLEASANT TASTING GREEN AND PURPLE PILLS \* THE ROCKIN' BOPPIN' WALTZ  
JULIUS PLAYED THE TRUMPET \* PFC RHYTHM AND BLUES JONES \* POPEYE  
AND OLIVE OIL \* THE ROCK AND ROLL SHOW \* SCRATCH MY BACK (I Love It)

ray stevens / 1,837 HUMOR  
\* with The Merry Melody Singers seconds of



STEREO 60732

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# RAY STEVENS' LAUGH SENSATION





BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

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

This Week	Last Week	Song	Artist
1	1	MIDNIGHT IN MOSCOW—	*Stirlyna Brandy (Tonodisc)—Tyler Music-Novel
2	2	MULTIPLICATION—Bobby Darin (Atco); Los Salvajes (Columbia)—Adaris Music-Fermata	
3	3	PALOMA—*Los Andarlegos (Tonodisc); Roberto Yanes (Columbia)—Korn	
4	4	THE NIGHT I CRIED—Brian Hyland (Ariel)—Pogo Music-Fermata	
5	5	EL POETA LLORO—*Los Fernandos (Odeon)—Korn	
6	6	NATA PER ME—Adriano Celentano (Microfon); Los Santos (Music Hall); Tony Vilar (Columbia)—Ricordi Fortissimo	
7	8	HIT THE ROAD JACK—Ray Charles (Ariel)—Tangerine Music-Fermata	
8	7	LOVE LAND—Paul Anka (Ariel)—Spanka-Fermata	
9	9	LUZ Y SOMBRAS—Javier Solis (Orfeo)—Edami	
10	—	USTED Y YO—Los 3 Sudamericanos (Columbia)—Edami	

AUSTRALIA

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

This Week	Last Week	Song	Artist
1	1	DO YOU WANT TO DANCE?—	Cliff Richard (Columbia)—Chappell
2	—	SPEEDY GONZALES—	Pat Boone (London)—No Publisher
3	3	I CAN'T STOP LOVING YOU—	Ray Charles (Festival)—Acuff-Rose
4	2	WOLVERTON MOUNTAIN—	Claude King (Coronet)—Chappell
5	4	SOUTHERN RORA—*The Joye Boys (Festival)—Essex	
6	7	DARDANELLA—*Ray Price Quartet (Coronet)—Alberts	
7	—	COME OUTSIDE—Mike Sarne (Parlophone)—Southern Music	
8	5	WEST OF THE WALL—	Toni Fisher (London)—Belinda
9	6	I'LL NEVER DANCE AGAIN—	Bobby Rydell (Columbia)—Tucan
10	9	THE MAN WHO SHOT LIBERTY VALANCE—	Gene Pitney (United Artists)—Chappell
11	10	I'VE BEEN EVERYWHERE—	*Lucky Starr (Festival)—Johnny Devlin Music
12	11	HAVE YOU EVERY BEEN TO SEE KINGS CROSS?—	Frankie Davidson (W. & G.)—Womera Music
13	8	THAT HAPPY FEELING—	Bert Kaempfert (Polydor)—Alberts
14	12	MOON RIVER—Henry Mancini (RCA)—Chappell	
15	13	RONDO—*Warren Carr (Leedon)—Victoria	

AUSTRIA

This Week	Last Week	Song	Artist
1	2	HEISSER SAND—Mina (Polydor)—H. Schneider	
2	3	WEINE KLEINE TRAENE UM MICH, BELLA MARIA—	Carlos Otero (Polydor)—H. Schneider
3	1	AUF MEINER RANCH BIN ICH KOENIG—Peter Hinnen (Ariola)—Weltmusik	
4	10	TU MIR NICHT WEH—	Connie Francis (MGM)—Gerig
5	6	GOOD LUCK CHARM—	Elvis Presley (RCA)—Aberbach, Wien
6	9	SEI NICHT TRAUERIG, GELIEBTE MAMA—	Carmela Corren (Ariola)
7	7	TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Wien-Melodie	
8	5	HAWAII TATTOO—The Waikikis (Telefunken)—Weltmusik	
9	—	LASS DIE LIEBE AUS DEM SPIEL—Anita Lindblom (Fontana)—H. Schneider	
10	—	AUF WIEDERSEHEN, MARLENE—Bob Moore (London); Roberto Delgado (Polydor)—Acuff-Rose	

BRITAIN

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

This Week	Last Week	Song	Artist
1	1	I REMEMBER YOU—*Frank Ifield (Columbia)—Chappell	
2	2	I CAN'T STOP LOVING YOU—	Ray Charles (HMV)—Acuff-Rose
3	6	SPEEDY GONZALES—	Pat Boone (London)—Budd Music/Macmelodies
4	3	PICTURE OF YOU—*Joe Brown (Piccadilly)—Michael Reine	

This Week	Last Week	Song	Artist
5	4	COME OUTSIDE—*Mike Sarne (Parlophone)—R.S.A. Music	
6	9	DON'T EVER CHANGE—	Crickets (Liberty)—Aldon
7	7	ENGLISH COUNTRY GARDEN—	Jimmie Rodgers (Columbia)—Planetary-Kahl
8	8	HERE COME THAT FEELING—	Brenda Lee (Brunswick)—K.P.M.
9	10	OUR FAVOURITE MELODIES—	*Craig Douglas (Columbia)—Rosevelt
10	5	GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda Music	
11	20	RIGHT SAID FRED—	*Bernard Cribbins (Parlophone)—Noel Gay
12	19	LITTLE MISS LONELY—	Helen Shapiro (Columbia)—Lorna Music
13	11	AIN'T THAT FUNNY—	*Jimmy Justice (Pye)—Essex Music
14	25	LET THERE BE LOVE—	Nat King Cole/George Shearing (Capitol)—Chappell
15	17	STRANGER ON THE SHORE—	*Acker Bilk (Columbia)—Sherwin
16	—	THINGS—Bobby Darin (London)—Burton	
17	16	YA YA TWIST—*Petula Clark (Pye)—Essex Music	
17	13	YES, MY DARLING DAUGHTER—	Eydie Gorme (CBS)—Chappell
19	12	GINNY COME LATELY—	Brian Hyland (HMV)—Spanka Music
20	18	THE GREEN LEAVES OF SUMMER—*Kenny Ball (Pye)—Robbins	
21	25	I'M JUST A BABY—*Louise Cordet (Decca)—Francis, Day & Hunter	
22	15	I'M LOOKING OUT THE WINDOW—	Cliff Richard (Columbia)—Chappell
23	21	SHARING YOU—Bobby Vee (Liberty)—Aldon	
24	29	CINDY'S BIRTHDAY—	*Shane Fenton (Parlophone)—Feldman
25	30	AL DI LA—Emilio Pericoli (Warner Bros.)—Blossom Music	
26	22	PALISADES PARK—Freddie Cannon (Stateside)—Feldman	
27	23	FOLLOW THAT DREAM (EP)—	Elvis Presley (RCA)—Seventeen Savile Row
28	—	ONCE UPON A DREAM—	*Billy Fury (Decca)—Filmusic
29	—	ADIOS AMIGO—Jim Reeves (RCA)—142 Music	
30	—	BREAKING UP IS HARD TO DO—Neil Sedaka (RCA)—Aldon	

DENMARK

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

This Week	Last Week	Song	Artist
1	1	LA NOVIA—*Poul Bundgard (Polyphon)—Multitone	
2	3	HAWAII TATTOO—The Waikiki's (Palette)—Winckler	
3	2	THE YOUNG ONES—	Cliff Richard (Columbia)—Decapo
4	5	WALK ON BY—*Grethe Sonck (Sonet); *Cliffers (Philips)—Winckler	
5	4	A LITTLE BITTY TEAR—	Burl Ives (Decca); *Helle Wilke (Triola)—Mork
6	7	GOOD LUCK CHARM—	Elvis Presley (RCA)—Winckler
7	6	TOY BALLOONS—*Jorgen Ingmann (Metronome)—Winckler	
8	10	I CAN'T STOP LOVING YOU—	Ray Charles (ABC-Paramount)—Mork
9	8	SCHWARZE ROSE ROSE-MARIE—Peter Kraus (Polydor)—Winckler	
10	—	GINNY COME LATELY—	Brian Hyland (Karussell)

EIRE

(Courtesy Dublin Evening Mail)

This Week	Last Week	Song	Artist
1	2	I CAN'T STOP LOVING YOU—	Ray Charles (HMV)—Acuff-Rose
2	1	PICTURE OF YOU—Joe Brown (Piccadilly)—Michael Reine	
3	5	FOLLOW THAT DREAM (EP)—	Elvis Presley (RCA)—17 Savile Row
4	3	COME OUTSIDE—Mike Sarne (Parlophone)—R.S.A.	
5	7	HERE COMES THAT FEELING—	Brenda Lee (Brunswick)—K.P.M.
6	—	SPEEDY GONZALES—	Pat Boone (London)—Keith Prowse
7	9	A LITTLE LOVE, A LITTLE KISS—Karl Denver (Decca)—Chappell	
8	—	YA YA TWIST—Petula Clark (Pye)—Essex	
9	4	GINNY COME LATELY—	Brian Hyland (HMV)—Spanka
10	—	ENGLISH COUNTRY GARDEN—	Jimmie Rodgers (Columbia)—Planetary-Kahl

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)  
\*Denotes local origin

This Week	Last Week	Song	Artist
1	2	CLAIRE DE LUNE A MAUBEUGE—Bourvil (Patha)—Modern	
2	1	SHOUT—Joey Dee and the Starlites (Roulette)—Bens	
3	5	HEY MAE/WHEN THE COUSINS COME TWISTIN' IN—*The Cousins (Palette)—World Music	
4	—	PETIT GONZALES—Danyel Gerard (Polydor)—Caravelle	
5	8	UN MEXICAIN—Marcel Amont (Polydor)	
6	7	ESPERANZA—Nino de Murcia (Festival)—French Music	
7	—	RETIENS LA NUIT—	Johnny Hallyday (Philips)—French Music
8	4	YA YA—Joey Dee and the Starlites (Roulette)—Southern	
9	—	DO YOU WANT TO DANCE—	Cliff Richard (Columbia)—Mellin
10	—	STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)—Spanka	

GERMANY

(Courtesy Automaten-Markt)

This Week	Last Week	Song	Artist
1	3	PARADISO—Connie Francis (MGM)—Franco; TU MIR NICHT WEH—Connie Francis (MGM)—Gerig	
2	2	ICH SCHAU DEN WEISSEN WOLKEN NACH/EINMAL WEHT DER SUDWIND WIEDER—Nana Mouskouri (Fontana)—Schaeffers	
3	5	LADY SUNSHINE AND MR. MOON—Conny (Columbia)—Gerig	
4	1	HEISSER SAND—Mina (Polydor)—Gerig	
5	4	SCHLAFST DU SHON?/SCHAU MIR NOCHMAL IN DIE AUGEN—Gerhard Wendland (Philips)—Melodie der Welt	
6	8	GOOD LUCK CHARM—	Elvis Presley (RCA)—Aberbach
7	6	AUF WIEDERSEHN MARLENE—Bob Moore (London)—R. M. Siegel	
8	7	AUF MEINER RANCH BIN ICH KOING—Peter Hinnen (Ariola)—R. M. Siegel	
9	10	CATERINA—Willy Hara (Philips); Perry Como (RCA)—Seith	
10	13	QUANDO, QUANDO, QUANDO—Caterina Valente & Silvo Francesco (Decca)—Budde	
11	—	EIN DUTZEND ANDERE MANNER—Gerd Botcher (Decca)	
12	20	WEINE KEINE TRANE UN MICH—Carlos Otero (Polydor)—Seith	
13	9	BLAUES BOOT DER SEHN-SUCHT GOLDEN GLANTZ DAS MEER (Rio Nights)—	Blue Diamonds—Capriccio
14	16	TAG FUR TAG BEKOMME ICH DREI ROSEN—Heidi Brühl (Philips)—Spanka	
15	11	ALO AHE/UND DAS WEITE MEER—Freddy (Polydor)—Esplanade	
16	12	GEH NICHT VORBEI—	Rex Gildo (Electrola)—Francis, Day & Hunter
17	17	WANN KOMMT DER TAG—	Carmela Corren (Ariola)—Arnie
18	—	SWEETY—Peter Kraus (Polydor)	
19	—	GINNY COME LATELY—	Brian Hyland (Philips)—Pogo
20	14	NO MORE (La Paloma)—Elvis Presley (RCA)—Aberbach; SENTIMENTAL ME—	Elvis Presley (RCA)—Francis, Day & Hunter

HOLLAND

(Courtesy Platencleuws, Amersfoort)

This Week	Last Week	Song	Artist
1	1	GOOD LUCK CHARM—	Elvis Presley (RCA)—Belinda
2	2	DO YOU WANT TO DANCE—	Cliff Richard (Columbia)
3	3	ZWEI KLEINE ITALIENER—	Conny Froboess (HMV)—Portengen
4	3	GINNY COME LATELY—	Brian Hyland (Artone)—Portengen
5	4	WONDERFUL LAND—	The Shadows (Columbia)—Melodia
6	6	THE YOUNG ONES—	Cliff Richard (Columbia)—Basart
7	7	HEISSER SAND—Mina (Polydor)—	Benelux Music
8	8	TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux Music	
9	10	I CAN'T STOP LOVING YOU—	Ray Charles (ABC-Paramount)—Int. Muziek
10	9	NORMAN—Sue Thompson (Funckler)—Int. Muziek	

HONG KONG

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

This Week	Last Week	Song	Artist
1	1	SPEEDY GONZALES—Pat Boone (Dot)	
2	—	THEME FROM DR. KILDARE—	Richard Chamberlain (MGM)
3	4	SECOND HAND LOVE—	Connie Francis (MGM)
4	3	I'M ON MY WAY—	The Highwaymen (UA)
5	2	I NEVER KNEW YOUR NAME—	Paul Anka (RCA)
6	10	TEACH ME TO TWIST—	Bobby Rydell-Chubby Checker (Cameo)
7	—	I CAN'T STOP LOVING YOU—	Ray Charles (ABC-Paramount)
8	—	IT KEEPS RIGHT ON A-HURTIN'—Johnny Tillotson (Cadence)	
9	9	DRUMMIN' UP A STORM—	Sandy Nelson (Imperial)
10	5	SHARING YOU—Bobby Vee (Liberty)	

HUNGARY

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

This Week	Last Week	Song	Artist
1	—	TWIST—*Thomas Balassa—No Publisher	
2	7	EGYEDUL A TOPARTON—	*Lehel Nemeth—Editio Musica
3	1	24,000 Mille Baci—Club Combo—	National Music Orgazazione—Editio Musica
4	3	ALOM JODLI—*Laszlo Czlok—	Editio Musica
5	2	SZIA—*Maria Toldi—Editio Musica	
6	5	LES ENFANTS DU PEREE (Never on Sunday)—Nicole Felix—	Estem Music
7	4	MICSO NAGYSZERU DOLOG—	*Janos Koos—Editio Musica
8	8	OH SERENELLA—*Lehel Nemeth—	Editio Musica
9	6	JO AZ ALMOODOZAS (Sail Along Sil'ry Moon)—*Erzsi Kovacs—	Francis-Day
10	10	VALAKI KELL—*Honai Hollos—	Editio Musica

ITALY

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

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

JAPAN

(Courtesy Utamatic, Tokyo)  
\*Denotes local origin

This Week	Last Week	Song	Artist
1	1	OUSHO—*Murata Hideo (Columbia)	
2	—	WAKAI FUTARI—*Kitahara Kenji (Columbia)	
3	2	TOO MANY RULES—	Connie Francis (MGM)
4	3	LIMBO ROCK—The Champs (London)	
5	5	PRETTY LITTLE BABY—	Nakao Nie (Victor)
6	4	WASURENAISA—*Kitahara Kenji (Columbia)	
7	7	AKASHIYA NO AMEGA YAMUTOKI—	*Nishida Sachiko (Polydor)
8	6	YUNOMACHI BLEGY—	Komadori Shimai (Columbia)
9	8	GARASU NO JOHNNY—	*Ai George (Teichiku)
10	—	ONE MORE CHANCE—	Teddy Randazzo (ABC-Paramount); Katsumi Shigeru (Toshiba)

MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week	Last Week	Song	Artist
1	2	EL GRAN TOMAS (Norman)—	*Mayte (RCA)—Brambila

This Week	Last Week	Song	Artist
2	1	TRIANGULO—*Los 3 Reyes (RCA)—Grever	
3	5	VAGAR ENTRE SOMBRAS—	*Amalia Mendoza (RCA); Alvaro Zarmeno (Orfeon)—Emmi
4	7	EL LOCO—*Javier Solis (Columbia)—Pham	
5	5	ULTIMOS DIAS—*Los dos Oros (Columbia)—Brambila	
6	6	EDI, EDI (Steady Eddy)—	*Angelica Maria (Musart)—Emmi
7	8	ADIOS MUNDO CRUEL (Good-bye Cruel World)—*Enrique Guzman (Columbia)—	Publication Pending
8	9	NENA BAILAMOS TWIST—	*Rebeldes del Rock (Orfeon)—Brambila
9	4	CUANDO VOLVERAS (Ginny Come Lately)—*Paco Canedo (RCA)—Brambla	
10	10	GREEN EYES (Aquellos ojos verdes)—Ray Conniff (Columbia)—Pham	

NEW ZEALAND

This Week	Last Week	Song	Artist
1	1	I CAN'T STOP LOVING YOU—	Ray Charles (ABC-Paramount)—Acuff-Rose
2	4	THE YOUNG ONES—	Cliff Richard (Columbia)—Allen
3	2	LOVERS WHO WANDER—Dion (HMV)—Falcon	
4	6	GINNY COME LATELY—	Brian Hyland (ABC-Paramount)—Albert
5			



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# 1

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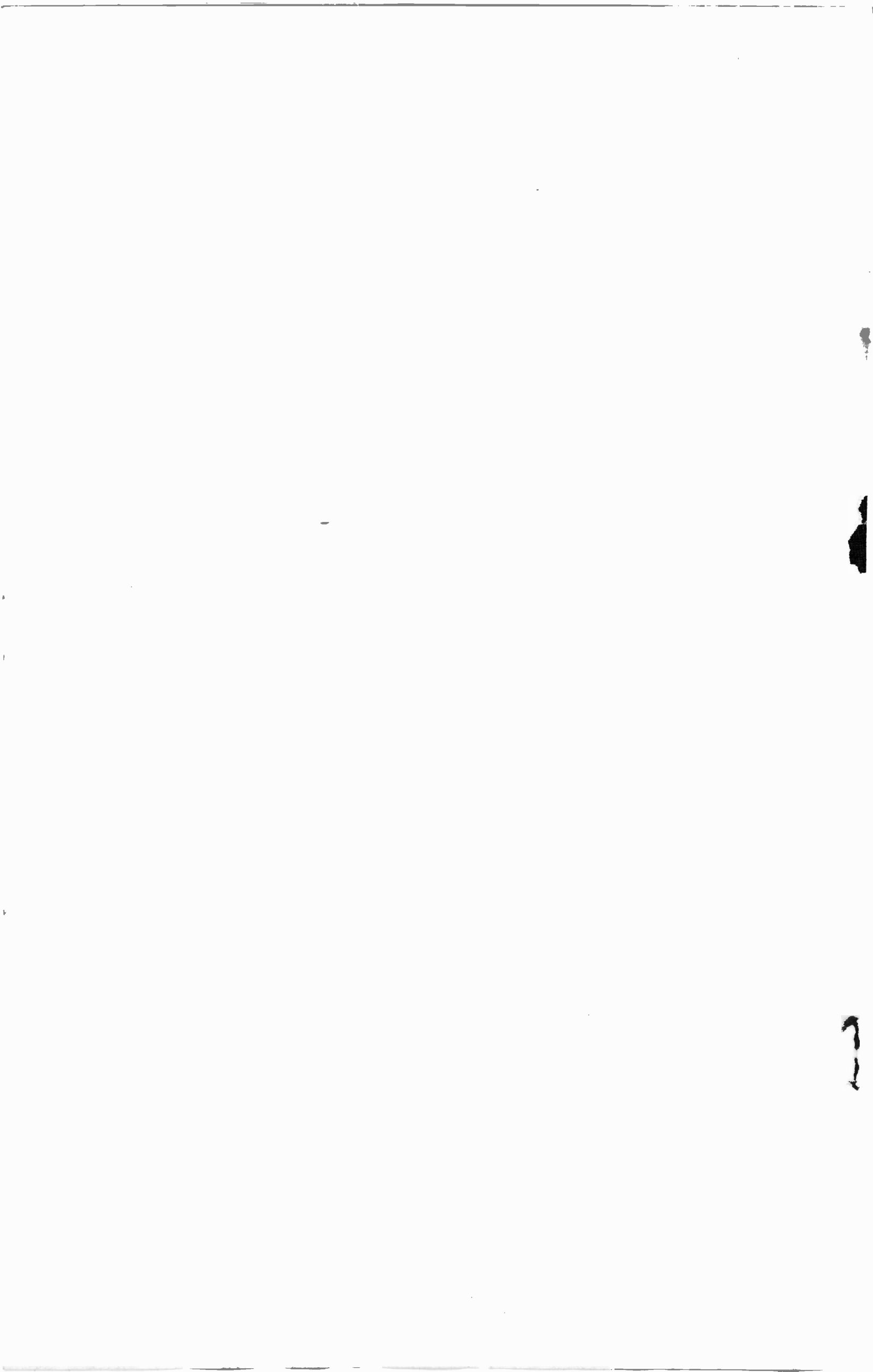
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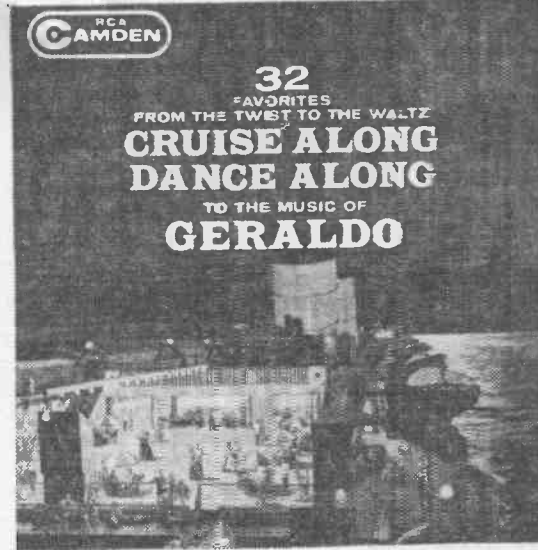
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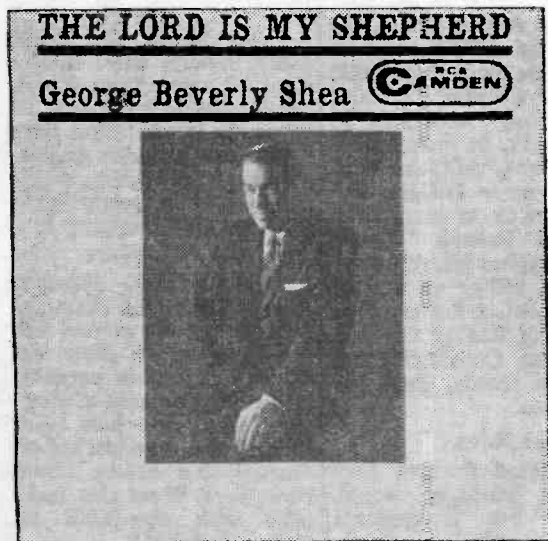


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# Presley Rates Tops On British Charts

By **DON WEDGE**

LONDON—Elvis Presley again showed up as the outstanding artist on the British singles charts in the first half of 1962. But eight of the Top Ten placings during the period were occupied by British artists.

Cliff Richard again took second place to Presley. Chubby Checker, largely through the success of his "Let's Twist Again" hit, was third. He was followed by seven local artists—Acker Bilk, Karl Denver, Kenny Ball, Billy Fury, the Shadows, Eden Kane, Helen Shapiro and Danny Williams.

Presley collected 805 points, Richard 671 and Checker 614. The table was compiled by Derek Johnson of "New Musical Express," based on the individual weekly charts published by that paper and **BMW**. 30 points were allocated for No. 1 position, 29 for second

place and down to one point for No. 30.

### Early Lead

Checker's points were all collected in the first part of the period. He has not added to his total since early in May. Most of Acker Bilk's ratings were also based on one record, "Stranger on the Shore," which nears two million sales on a world basis. Bilk was the only artist to appear on the chart every week during the survey.

The Shadows, who finished No. 7 during the period, headed the charts for nine weeks with "Wonderful Land." In addition to being a potent attraction in themselves, they figure on all Cliff Richard's records and accompany him on stage. The singer and the group amassed together more than 1,000 points.

Top girl singer was Britain's Helen Shapiro, although she dropped from No. 3 in 1961 to No. 10 in the first half of 1962. Nearest American girl to Shapiro was Brenda Lee (21) place with 226 points, followed by Kitty Lester (23) with 202. Connie Francis did not repeat her outstanding successes of recent years, dropping from No. 15 last year to No. 80 in this survey, collecting only five points.

### Males Dominate

It has mainly been a period for male singers and groups. The outstanding Americans were: Del Shannon (12) with 296 points, Sam Cooke (16) with 257 points, Roy Orbison (17) with 254 points, Bruce Channel (18) with 253 points, Bobby Vee (19) with 215 points and Neil Sedaka (20) with 233 points.

Apart from the established success of the Shadows and the hits of the trad leaders—Bilk and Ball, the only group to show in the top bracket was B. Bumble and the Stingers at 15th with 266 points.

## ARGENTINA

### SADAIC Execs On European Tour

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

Santiago Adamini, president of the Argentine Society of Authors and Composers (SADAIC), with the manager of the same organization, Emilio Fuster, toured Europe for 37 days after attending the Copyright Congress held in Rome.

### Awards

At the Nogaró Hotel awards for the first International Record Festival held in Mar del Plata last summer were presented. Attending were the City Hall Committee for Tourism and the Folklore Art Institute. The festival features national and foreign labels and catalogs. It has been announced that a second festival will be held in the same city at the beginning of 1963.

The second volume of Jazz Percusivo on stereo LP's has been announced by Microfon under an audio fidelity license. The same label released the following new volumes: "Brasil Bossa Nova" by Juca Mestre and "Port Said" by Mohamed El Bakar. . . . From the Italian label Durium, Microfon issued two new LP's by Aurelio Fierro and Fausto Papeti.

Columbia released on the Orfeo series an LP recorded in Brazil by the Serenata Tropical ork.

A 33-r.p.m. single "Rebel-Rouser" and "Ring of Fire" by Duane Eddy, issued by Producciones Fermata for Jamie, has been received well. The same record company has just released the "Tiger Twist" (Twist del tigre), recorded by A. Sciascia, and the first Dee Dee Sharp record "Gravy" (Salsa) backed with "Baby Cakes" (Pastelitos) for Cameo.

### More Disk Shorts

People are already asking for "Breaking Up Is Hard to Do" by Neil Sedaka. The Sedaka LP with Spanish lyrics, which includes two Fermata songs of South American origin, will soon be released.

### Strike Settled

The musicians' strike has ended. Price for a two-hour recording is \$850 in Argentine paper currency.

## MANTOVANI-LED ORCHESTRA 1ST TO TOUR JAPAN

LONDON—Mantovani makes history next year when he takes a 45-man British orchestra to Japan for a tour. It will last three weeks and involve 16 concerts and a color TV spec. In addition, he is being asked to form a Japanese "Mantovani Orchestra" led by Ryoji Ogata, a leading figure in Japanese light music.

It begins on May 20 in Tokyo. On the journey Mantovani may also play concerts in Turkey, Hong Kong and Australia. He returns to the United States on September 26 this year to begin another concert tour.

bourne via import copies being played on the radio. This prompted London Records to release the Imperial disk August 2.

Deejay exposure of the ABC-Paramount single, "Sheila," by Tommy Roe, has created a demand in the record stores. . . . Johnny Devlin, who has been out of the charts for some time due mainly to business commitments, has put down two sides for Festival, "Staying Out Late" b-w "Angel of Love," which have been scheduled for release in August. Festival has struck pay dirt with the local album release featuring diminutive Judy Stone, who won a TV award as last year's outstanding female vocalist. This week they released the album by the new, grown up Miss Stone entitled, "I'll Step Down."

EMI is rush-releasing a single by Sydney vocalist, Frank Ifield, who migrated to England three years ago. Imported copies of the English disk are receiving considerable air exposure which has encouraged the local company to release the single, "I'll Remember You."

### Talent and Trade

After a sojourn in the States, under contract to the Pat Boone organization, Johnny Rebb has just signed a recording contract with the Australian Record Company for release on the Coronet label.

## AUSTRALIA

### New EMI Gen. Mgr.: Ken East

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

A surprise shuffle took place at EMI, Sydney, when Ken East, Australian record sales manager, was appointed to the position of assistant general sales manager for all company products. These include records, radio, television and appliances. However, East will still devote much time to the record side of the business. At the same time EMI stated that Len Parry, who held the position of N.S.W. record sales supervisor, was appointed to N.S.W. record sales manager.

### Industry Briefs

Bill Smith, managing director of A.R.C., and newly appointed a.&r. manager, Sven Libek, were at the Columbia Convention in Miami. Libek went to Los Angeles to spend time with the Columbia a.&r. division there. . . . EMI, Sydney, stated that "His Master's Voice," New Zealand, acquired distribution rights for Warner Bros. label.

The Slim Whitman single, "I Forget More Than You'll Ever Know," is creating a lot of interest in Mel-

## AUSTRIA

### U. S. Tunes Sung in German Lift Sales

By **FRED ZILLER**  
Mollwaldenplatz 1  
Vienna 4

Summer sales in the Austrian market have taken a firm 6 per cent rise over the same period in 1961. At least partially responsible for this climb are the records of American tunes done in the German language. "Dear One" sung by Michael Holm (Telefunken), "Mein Reklame Boy" (When I'm With You) by Peggy Brown and the Kurt Wilden ork, "Dass muss Amore Sein" (Ring-A-Ding) by Silvo Francesco (Decca) and Perry Como's "Catarina" have all scored. German language versions of "Catarina" by Willy Haga (Philips), Lou Van Burg and Silvo Francesco (Decca) are solid entries in addition to the Como disk.

Among the album best sellers are "Ebbtide" by Earl Grant (Brunswick), Eartha Kitt's "Bad But Beautiful" (MGM) and Bill Doggett's "People Danced 'Til 4 A.M." (WB).

### Hot Wax

Italian-American singer Johnny

Dorelli arrived in Vienna to make his first recordings in German language. Producer Gerhard Mendelson picked special numbers for him. Dorelli also stars in a new music pic, "Thousand Stars for You." Ex-G.I. Gus Backus, German teen-age idol Peter Kraus, Mina from Italy and Swedish star Lil Babs appear. The Scharfenberger-Feltz team wrote both music and lyrics for this film. Producer is Gerhard Mendelson.

### Changes

Former managing director of the Philips Record Department, Walter Reichsfeld, has been appointed as co-ordinator of the European market. New executive here is Wolfgang Arming. Arming just returned from a tour through Germany, Holland, Belgium and Switzerland. . . . Eldon Walli, now supervising the Columbia exhibit at the Salzburg Festivals, will leave the Columbia firm by August 31. New rep for Austria is Jean Claude Reymond. New manager of the Vienna office is Ernst Schmickl.

### Visitors

Willem Langerberg from Baarn, Holland, will visit Vienna August 14 for a special meeting with director-general Gerrit Hanneman of Philips, DGG director-general Walter Betcke, DGG deputy chief Kurt Kinkele and Austrian rep of DGG, Gerhard Gebhardt. Main points of this meeting will be the future co-operation of both firms on the Austrian market and immediate action on Austrian sales, distribution and retail trades.

## BELGIUM

### Hammer Does Own Madrid Picture

By **JAN TORFS**

Stuivenbergvaart, 37-Mechelen

Jack Hammer is visiting Madrid and Barcelona where he is producing a film titled "El Torero Negro." Hammer wrote the script and is playing the title role.

### Disk News

Peter Blum was officially appointed by Eddie Barclay as a.&r. man in Paris to handle most of the recordings of Dalida and Charles Aznavour.

According to Anvers Radio, the distributor of the ABC-Paramount label in Belgium, more than 8,000 copies of Ray Charles' "I Can't Stop Loving You" were sold in Belgium last week. In order to fill the heavy demand, ABC in Brussels asked Artone in Holland and Teldec in Germany to press disks for them. Pat Boone's "Speedy Gonzales" is another hit. Although this one is not selling as well as the Charles record, still more than 2,000 copies are leaving the factory every week. Considering the slowness of the season, these are outstanding sales.

### Twist News

Discobel released the new Joey Dee and the Starlitters record, called "Money" b-w "Everytime I Think About You." Immediately the record climbed to the first place in the best seller list at Discobel. More, it is very interesting to notice the first five of this list include: "Money" and "Shout" by Dee, "My Real Name" by Fats Domino, and "Ya Ya" and "Mashed Potatoes" by Dee.

It is remarkable that among the first five, there are four Joey Dee records and only one by Fats Domino, which proves that the Twist is not yet dead in Belgium.

## BRITAIN

### Britons Remember 'I Remember You'

By **DON WEDGE**

News Editor, New Musical Express

Britain's hit of the summer seems to be "I Remember You" recorded by Frank Ifield for EMI-Columbia. In its first three weeks, sales exceeded 400,000. This included 102,500 copies ordered in one day (July 17) when the disk reached No. 1, but the fact was not generally known. The previous day, sales were 63,000, a very high figure for the time of year. Disk sales usually slump during the vacation period.

Vee Jay has acquired U. S. rights to the record. It is an American song, written by Johnny Mercer and Victor Schertzinger for the 1942 Fred Astaire-Ginger Rogers movie, "The Fleet's In." The American publisher is Paramount Music and it is handled by Chappell here.

### Disk News

Capitol has issued a Frank Sinatra album as a rush-release under the title "London by Night." It was a package of previously available LP tracks and the second Sinatra LP issued in July. The other is "Point of No Return," made with Axel Stordahl. Sinatra first recorded the "London by Night" title song in 1950. It was also one of the tunes on the set he cut here this June for his forthcoming Reprise album "Great Songs From Great Britain."

### Disk News

Sales of Acker Bilk recordings of "Stranger on the Shore" throughout the world now exceed two million copies counting the single and the album from which it stems, according to Denis Preston, the British indie producer responsible for the disk.

At least three versions of "Roses Are Red" will be competing on the British market. Bobby Vinton's U. S. chart-topping waxing goes to Columbia here through EMI's deal with CBS for the Epic catalog. Philips, the U. S. firm's affiliate for the main CBS label, has a rival version by Ronnie Carroll. Pye's cover is by David Macbeth, and a Decca disk is anticipated.

### Showbiz

Essex Music, the British publisher, reports more than 40 versions of songs from the Anthony Newley-Leslie Bricusse musical "Stop the World" when the score is released in America August 1. The American production, with Newley starring, is to get under way in Philadelphia September 1.

### Visitors

Stanley West, European co-ordinator for CBS Records, visited London for the second time since his appointment. Now the Paris-based West's main purpose was to prepare for the visit of Ray Coniff, who was due here August 2 through 8 on the last leg of a continental tour before returning to New York. West also had routine talks with the CBS affiliates, Philips and EMI.

Also visiting London were Bobby Weiss, Warner Bros. international chief. . . . Conductor Dave Stevens, after completing recordings in Germany for Cameo. . . . U. S. publisher Norman Petty flew out to Hamburg and Paris between stays here. . . . George Scheck, on the way from the French Riviera where Connie Francis was filming to New York. . . . George Alexander, an executive of EMI's international a.&r. department at the Hayes



headquarters left for a visit to the U. S.

#### Record Business

Factory holidays mean few if any releases on most labels in the coming weeks. There seems to be more staggering of product to maintain production than in previous years. Pye has contracted out its pressing to maintain supplies. Decca keeps only its smaller plant operative. Oriole released its first singles from the U. S. Time group: Billy May's version of the "Advice and Consent" film theme and Bertha Tillman's "Oh My Angel."

Pye acquired "Bongo Stomp" by Little Joey and the Flips from Joy. The firm also completed a long-term deal with Kapp to release Jimmy Justice disks in the U. S. . . . Decca waxed Jimmy Savile, one of the d.j.'s presenting the group's sponsored shows on Radio Luxembourg. He made a cover of "Ahab the Arab," current U. S. chart entry for Ray Stevens.

## EIRE

### 'Allegro 2-3-4' Boosts 'Em Up

By KEN STEWART  
Dublin Evening Mail

The new Telefis Eireann weekly non-stop musical program, "Allegro 2-3-4," is proving to be quite valuable as far as exploitation of a new songs is concerned. Featured on the show are Mark Dwayne, Sandra Kirk and the Viscounts Quintet. Dwayne's latest disk, "Little Bitty Heart," released through Solomon and Peres on the British Oriole label, is getting wide publicity. It could prove to be a good seller, as country music is becoming increasingly popular here.

#### Disk News

In spite of the fact that Petula Clark's "Ya Ya Twist" is sung entirely in French, Pye managed to move it into the Irish chart. Sales of the label's EP of four previously issued Michael O'Duffy sides, entitled "A Crock of Gold," are mounting steadily.

More than ever before, Irish collectors appear to be paying greater attention to LP's. Though for the most part there is no difference in price between stereo and monaural records, comparatively few buyers have stereo equipment. . . . Irish Record Factors issued "The Music Man" movie sound-track LP on Warner Bros. The film will open shortly at the Adelphi, Dublin. The group also marketed the track of "West Side Story," which is coming to the Savoy. . . . Among the current best selling albums are "Blue Hawaii" and "Pot Luck," Elvis Presley, RCA; "Sinatra and Strings," Frank Sinatra, Reprise, and "The Young Ones," Cliff Richard, Columbia.

## GERMANY

### Philips Kicks Off Mercury Series

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

The Philips label began the Mercury program in Germany with a series of Perfect Presence Sound series of records. The price of the LP's are about \$6 each. Artists include Xavier Cugat, Clebanoff Strings Quincy Jones and David Carroll.

#### Changes

Klaus Paulus, former Munich rep of Ariola, is now sales manager of the German Vogue. . . . Wilfried Jung, former Frankfurt rep of Electrola, is now sales manager of the firm.

#### Back Home

Former British, now German,

singer Maureen Rene returned from a successful trip through Poland. . . . Caterina Valente returned from the States to record with Werner Muller and Ted Heath and their orks for Decca and RCA labels.

#### German Versions

Caterina Valente sings "Johnny, Komm Wieder," the German version of "Johnny Get Angry" on Decca. . . . "Isabella" is the German title for the U. S. hit "Young World," sung by Detlef Engel, backed by Werner Muller and his ork on Telefunken. . . . Ralf Bendix sings the German lyrics "Auf Gluhendem Pflaster" of the theme from "Walk on the Wild Side." This recorded version will be featured also on the sound track of the German version of this pic.

Norman Walkin and Jesse Gonzales' "Happy Jose" has 10 records on the German market now: Jack Ross on London, Vico Torriani on Decca, Jack Collier on Electrola, the Mexicanos on Carina, the Music Makers on Tempo, Rudiger Piesker on Polydor, Willy Schoben on Artone, Perry on Metro-nome, William Greihs on Philips, and Roberto Seto on Vogue. . . . "Bitte, Spiel Nicht Mit Mir" is the German title of "All for the Love of a Girl," sung by Heidi Bruhl on Philips.

## HOLLAND

### Columbia Firm Not Handling Epic, CBS

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

The July 21 column announced that Columbia-Holland would exclusively release the Epic and CBS lines in Holland. This statement came as a result of a misunderstanding of available reports. My apologies to the record firms involved.

#### Disk Shorts

A rush-release here is Bobby Vinton's "Roses Are Red" which appears on Bovema's Columbia label. . . . Artone just released the Padre Twins' record of "Roses Are Red." . . . Another Dutch talent, Ben Steneker, has much success with his version of "Lonely River Rhine" released on CNR label. Master has already been sold to Denmark, Germany and Belgium.

Jimmy Justice will visit Holland in the near future. . . . Current top seller on Warner Bros. label is "That's Old Fashioned" from The Everly Brothers and "Al Di La" with Emilio Pericoli. . . . Bob Moore's recording of "Auf Wieder-sehn Marlene," a hit in Germany, was released on the London label in Holland. The melody was also released on Philips in a march version, sung by the Air Force Choir Hilversum, with orchestra conducted by Jack Bulterman. . . . Three original American movie sound tracks on LP were presented by London ("State Fair"), Brunswick ("Flower Drum Song") and Decca ("The Road to Hong Kong").

## ITALY

### Tie Fashions to New Recordings

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

An unusual promotion tied RCA Italiana's entire current series of disks with the semi-annual Rome fashion and boutique shows.

Each costume in man and woman fashion fields was given the title of a record and, during its showing the recording was played. It was the first time that music was used

during a major fashion parade. RCA provided 39 different numbers for the event which drew an attendance of 500 international press and buyers.

Instead of the usual two directors, the orchestras of the 10th Naples Song Festival this year had nine different directors for the 20 tunes. . . . CGD has come along with a most unusual 45 in "Sonnofis" which is guaranteed to put babies to sleep. Initial music is followed by heartbeats which simulate the fetal sound to which infants become accustomed before their entry into the world. The reverse side is for the adults in the family—Johnny Dorelli singing "Come Out of Heaven."

Zurich's Sixth Festival of Italian Song will take place September 29 and will once again be carried on the Eurovision network.

#### 'Rinaldo' in TV

RAI-TV paid \$64,000 for the rights to the hit musical, "Rinaldo in Campo," which Domenico Modugno, composer and star, and Delia Scala have just taped over a 10-day period at the Teatro Sestina. The Pietro Garinelli-Sandro Giovannini musical will be aired during the forthcoming Christmas season.

## MEXICO

### Form Industry Association

By OTTO MAYER-SERRA  
Apartado 8688, Mexico City

A Mexican Association of the Phonographic Industry was formed. Elected to the executive board were Jose Bustillos, assistant general manager of Columbia, as president; Juan Campo, vice-president of Musart Records, as secretary, and Heinz Klinckwort, president of Peerless Records, as treasurer. The new association will be affiliated to the Latin American Federation of Phonographic Producers and will attend its second Congress in Lima, scheduled for October.

#### Disk News

Belart Records recorded an LP of military marches and songs from the revolution, performed by the Military Band of the Presidential General Staff. . . . Publisher Rogelio Brambila signed a contract of representation with Travis Music and its associates.

Juke box owners, music composers and performers of Mexico are jubilant. After years of squabbling between the Society of Authors and Composers and the juke box industry over the payment of royalties for public performance of records played in juke boxes, the Secretary of Education put an end to the controversy. On July 19 an amendment to the Federal Law of Author's Rights was issued which introduces a new system of payment.

The record companies are obliged to add to the wholesale price of singles 8.8 cents (in the case of 78's, 5.2 cents) and to retain this royalty for payment to authors and performers. An additional 1.2 cent will go to the record company for the administration of the royalty. The wholesale price of singles will thus increase from 52 cents to 62 cents. On this occasion, the government took a revolutionary step. For the first time the performer will participate in the royalties of his recordings (about 15 per cent; the rest fall to the author and composer).

The record companies expect a temporary decline of the singles market as a result of the increased price. On the other hand, juke box owners predict that a possible decrease of sales to the public will be compensated by greater purchases for coin machines once the industry is free of legal harassment.

AUGUST 4, 1962

BILLBOARD MUSIC WEEK 21

## NEW ZEALAND

### Philips Kicks Off Mercury Series

By FRED GEBBIE  
Box 5051 Auckland

Keith Richardson, the popular disk jockey from Napier, was threatened with dismissal unless he stops helping local talent get on records. As reported earlier in BMW (April 28), Richardson has been helping Pacific Records to produce disks of local talent. His Top 40 show is one of the hottest programs beamed from a New Zealand radio station, and programming is his own responsibility.

The broadcasting corporation brass heard of his actions in the record business, and threatened him with dismissal unless he leaves record producing alone. Since he has never received a penny for his work with Pacific, and since his record producing was done on his own time, Richardson bucked, and so did his fans and the local press. Result, he is still broadcasting and still producing for Pacific. But many of his supporters feel that the mater is not yet finished and could cost Keith his show.

N. Z.-born jazz musician Derek Heine is back in the country after a long sojourn in the States. While here he will organize a big band.

## NORWAY

### RCA Gets Disks Straight From U. S.

By ESPEN ERIKSEN  
Verdens Gang, Oslo

RCA of Norway is importing LP's directly from the U. S. A. on titles where Teldec (Telefunken-Decca of Germany) does not find it profitable to press in Europe.

Among the first records, which have not necessarily been imported to other European countries, are Duane Eddy, "Twistin' 'n' Twangin'"; Don Gibson, "Girls, Guitars and Gibson," and Jim Reeves, "The Sound of Velvet."

Gibson and Reeves are more popular in Norway than in any other European country, according to sales manager John Johanson of RCA.

The direct import means that the "dog" on the RCA Victor label will have to be replaced since another diskery, HMV, carries the trade-mark.

#### Souvenirs

RCA this week also issued a Tourist Record LP No. 3 in a series. The first one, "Holiday in Norway," came two years ago and featured Norwegian pop music. The second one, "Norway in Song and Music," came last year and featured more serious music. This year's record, "Souvenirs From Norway," is strictly instrumental, featuring the music of the Oslo Philharmonic Orchestra and the

Norwegian folk dance trio of Henry Haagenrud. This record is one of the first stereophonic records to be produced in Norway.

#### New Records

Young Norwegian songstress Grynnet Molvig, who went straight to the top of the Norwegian charts with the tune "Det var du som sa nei" on RCA, is back with a recording of the Danish tune "Jeg snakker med meg selv" (I talk to myself) c/w the Swedish song "Hit men ikke lenger" (Here, but not closer). . . . RCA has two records on the Norwegian Top 10: Elvis Presley's "Good Luck Charm" and Jim Reeves' "Adios Amigo." Norway is the only country in Europe where "Adios Amigo" reached the charts.

## PHILIPPINES

### Aussie Golden Boy On Far East Tour

By LUIS MA. TRINIDAD  
264 Escolta, Manila

Australia's "Golden Boy," Tony Brady, is currently on a record promotion tour throughout the Federation of Singapore and Malaya (his first tour of the Far East) through August 5. He is expected to make a personal-appearance tour in Manila late in August.

Singapore is the springboard of a world record promotion tour for Brady which includes Malaya, Bangkok, Hong Kong, Manila, Tokyo, Korea, India, Cairo, Beirut, London and the Continent, then on to the United States, where he will record and be screen tested by Columbia Films.

His manager, John Holberton, is in Manila to make final arrangements for this tour. Manuel P. Villar, of Filipinas Record Corporation, played host to the visiting Aussie in a conference held at the Mareco Recording Studios.

Tony's latest single on Leedon label (which has no licensee in this territory) is "A Promise of Things to Come."

## COMMON MARKET

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THE  
DOVELLS



"HULLY  
GULLY  
BABY"

PARKWAY 845

DONNIE  
ELBERT



"BABY  
CAKES"

PARKWAY 844

THE BIG ONES ARE



12 DANCIN' PARTY 25 I'LL NEVER DANCE AGAIN

4 MORE "CHART BUSTERS"

JO ANN  
CAMPBELL



(I'M THE GIRL FROM)

"WOLVERTON  
MOUNTAIN"

B/W

"SLOPPY JOE"

CAMEO 223

THE  
CARROLL  
BROTHERS



"SWEET  
GEORGIA  
BROWN"

CAMEO 221

ON CAMEO / PARKWAY



**WHOOOPS!!! HERE'S TWO MORE**

**RAY  
RUSH**



**"SO  
WHAT"**

**PARKWAY 846**

**TONY  
YOUNG  
AND THE HIPPIES**



**"THE  
MASH"**

**CAMEO 224**

**THE BIG ONES ARE ON CAMEO/PARKWAY**



**MUSIC AS WRITTEN**

**COMPOSER'S SEMINAR FOR MUSICAL THEATER . . .**

The American Society of Composers, Authors and Publishers (ASCAP) is sponsoring an eight-week seminar for young composers and lyricists interested in writing for the musical theater. The seminar starts September 10.

The sessions will be held Mondays at Judson Hall in New York City and will be led by prominent figures in various branches of musical writing and producing. Arthur Schwartz and Howard Dietz will conduct the composing and lyric-writing session; Abe Burrows will speak on book writing and directing and Goddard Lieberson (recordings), Sid Ramin (arranging and conducting) and Irving Brown of Chappell (publishing) will discuss their aspects of the craft. There will no charge for admission. Ticket requests should be directed to Richard Frohlich at ASCAP.

**ANKA COMPOSER OF 'LONGEST DAY' THEME . . .**

Paul Anka has written the title theme for the forthcoming picture about D Day, "The Longest Day." Anka, who also appears in the film, wrote and recorded the martial air on spec, and mailed the master to producer Darryl Zanuck for approval. It will be played behind all titles in the film and will be officially introduced at the picture's world premiere in Paris September 25.

**ROGER W. KAHN DIES AT 54 . . .**

Songwriter Roger W. Kahn died at the age of 54 last week in Columbia Presbyterian Medical Center, New York City. He was son of financier Otto H. Kahn and a former band leader. At the time of his death he was director of service production support for the Grumman Aircraft Engineering Corporation, but he is probably best remembered in the music industry as the writer of such evergreens as "Crazy Rhythm," "Imagination" and "Nobody Loves Me." He wrote scores for such Broadway shows as "America," "Here's Howe" and "Vogues of 1924." He is survived by his widow, Edith; a daughter, Virginia; a son, Peter, and a sister and a brother.

**BIG 3 GRAB TELESTAR TUNE . . .**

The Big 3 Music Corporation (Robbins, Feist and Miller) has acquired U. S. rights to "La Chansonette," performed by Yves Montand on the recent Telestar inaugural. Montand has already recorded the tune on Philips. "La Chansonette" will also be featured in the forthcoming MGM film production, "The Friendliest Girls in the World."

**NANCY SINATRA ON TOUR . . .**

Nancy Sinatra is on a deejay promotion tour that will take her through cities in the Midwest and East. Her itinerary reads: Philadelphia (30), Pittsburgh (31), Cleveland (August 1), Detroit (2) and Chicago (3).

**CHLOE SAYS 'WHERE ARE YOU?' . . .**

Thrush Chloe Grilli is trying to find the whereabouts of guitarist Jimmy Rollins and lyricist Jimmy Blakely, who penned an inspiration tune with her about six years ago. It seems that the Singing Sergeants of the Bolling Air Force Base in Washington are now preparing the tune—called "When a Cowboy Learns to Pray"—to include it in their concerts, and she wanted her fellow composers to know about it. Miss Grilli is now appearing at the Hotel Graymore in Portland, Me.

**New York**

Former fight champ Sugar Ray Robinson, who has had a variety of careers in show business from hoofing to acting, has cut an LP as singer for the Continental label. He is backed by a band which includes a number of jazz stars under the direction of Jack Hansen. . . . Lionel Hampton named a musical advisor to WOOK-TV in Washington. The band leader is also involved in a syndicated jazz show.

Highwaymen made their Chi night club debut at the Living Room recently. . . . Concert and opera singers will be presented on the recently begun Internos Records, Inc. . . . Ridgeway Music is sole owner of the copyright on "You Belong to Me," by the Duprees on Co-Ed. . . . Eleanor Steber headlines at the World's Fair of Music in Chi. . . . The Danny Heilichers of Columbia Midwest, Minneapolis, have had their fourth child—a daughter. . . . Johnny's Preston's manager, Bill Hall, and his wife have a new daughter, Stephanie. Congrats to both families.

Bob Schwartz, of Laurie, back from a jaunt to the Coast. . . . King Records has leased the master of Red Bailey's "Open the Window" and "Pretty Juke Box," which originally appeared on Big Heap Records. . . . "Young at Heart" is published by Cherio Music. . . . Tempo V recording artist Mac Miller off to Ottawa and Winnipeg for personals. . . . Mae West has been signed by Plaza for more recordings. . . . Paul Francis Webster has written the lyrics to the "Mutiny on the Bounty" theme by Bronislau Kaper. . . . Roland Kirk has signed a personal management contract with Gerry Purcell.

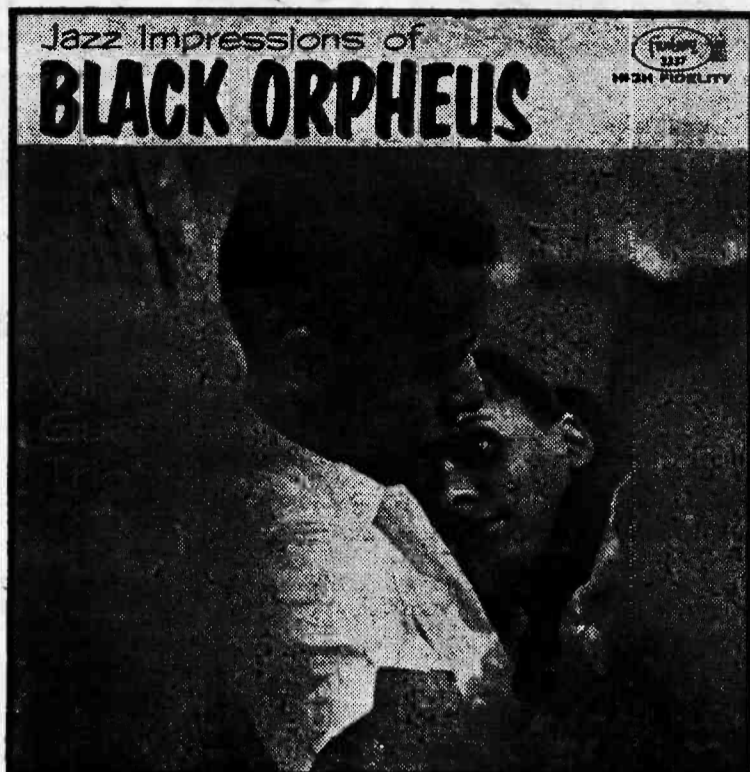
Top album sellers Johnny Mathis and Henry Mancini grossed \$59,598.76 during a five-day stand at the Seattle World's Fair Opera House July 3-7. . . . Century Records is in the market for talent, instrumental and vocal. . . . Fore-Site Music is the publisher of "Squealin' Parrot (Twist)." . . . Doc Pomus became the father of a boy, Geoffrey John, who weighed in at nine pounds 11. . . . B-Atlas label has been merged with Topic Records. Vince Vallis is a.&r. director of B-Atlas, while Bob Minut is topper at Topic. . . . Adam Wade in Copa, N. Y. . . . Tony Bennett on Steve Allen TV-er for a week starting July 30.

Mike Hoffman of Cadet Distributing, died June 28. . . . Duane Eddy on an eight-week Eastern tour. . . . James Myers has sold a Rocket Tones single to the Operator label. . . . The All Disc Records pressing plant, Roselle, N. J., has signed as an

Continued on page 38

**A GREAT ALBUM**

**AND ITS BREAKING FOR A HIT!**



FANTASY 3337 MONO  
\$3.98

FANTASY 8889 STEREO  
\$4.98

Vince Guaraldi Trio

**THANKS FOR KICKING IT OFF TO**

**THE TRADES:**

- BILLBOARD MUSIC WEEK
- THE CASH BOX
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**FOR "HIT" PICKS**

**THE DISC JOCKEYS:**

TOMMY BEE	KBCA	LOS ANGELES
ROGER CARROLL	KMPC	LOS ANGELES
AL COLLINS	KSFO	SAN FRANCISCO
PAUL COMPTON	KHJ	LOS ANGELES
FRANK EVANS	KRHM	LOS ANGELES
PAT HENRY	KJAZ	SAN FRANCISCO
JIMMY LYONS	KFRC	SAN FRANCISCO
JOHNNY MAGNUS	KGFJ	LOS ANGELES
SLEEPY STEIN	KNOB	LOS ANGELES
DICK WHITTINGHILL	KMPC	LOS ANGELES

**OPERATORS:** The single from the album "Samba de Orpheus/Cast Your Fate to the Wind" (Fantasy 563) is heading for the charts.

(A BILLBOARD PICK 7-21-62)

**FANTASY RECORDS**

888 TREAT AVE.

SAN FRANCISCO, CALIF.



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

Strongest sales potential of all records reviewed this week.

# ALBUM REVIEWS

**Pop**

**A YOUNG MAN'S FANCY**



**Johnny Crawford. Del Fi DFLP 1223**—Young TV star Johnny Crawford proves he's not a one-shot singer on this most attractive new album. It contains both new tunes and standards and the youngster shows off a nice style with each. The newies are his current hit "Your Nose Is Gonna Grow," "Cindy's Birthday," "Sittin' and a Watchin' plus "Mr. Blue," "Little White Cloud" and "Young at Heart." Most attractive teen wax.

**PARADE OF HITS**



**Various Artists. MGM E 4078 (M); SE 4078 (S)** Here's a strong entry for the current market, offering a collection of good recent singles from MGM neatly packaged and using a colorfully designed cover, listing the titles. Included are such as Richard Chamberlain's "Dr. Kildare Theme," Sue Lyon's "Lolita Ya Ya," "The Stripper," with David Rose. Sheb Wooley's "That's My Pa," and numerous others by Jaye P. Morgan, Conway Twitty, the Wanderers and LeRoy Holmes to mention a few.

**SENTIMENTALLY YOURS**



**Patsy Cline. Decca DL 4282 (M); DL 74282 (S)**—Real heart songs and some great ones here by Patsy Cline, with many in the weeper groove of some of her biggest recent hits. With tasteful strings and voices and with the familiar rhythm guitar sound, she sings such sentimental favorites as "Heartaches," "You Were Only Fooling," "I Can't Help It," "You Made Me Love You," and her recent hit, "She's Got You." Powerful wax here with plenty of strong programming material.

**1,837 SECONDS OF HUMOR**



**Ray Stevens. Mercury MG 20732 (M); SR 60732 (S)**—Stevens, who is the writer of an earlier hit tune, "Sergeant Preston of the Yukon," has a lot of talent packed into his bones, as these humorous selections quickly show. They were all written by Stevens as was his current smash, "Ahab the Arab," and they're all just about as full of laugh potential. Another one of his hit tunes of awhile back, "Jeremia Peabody's Pills," is here, along with "Pop-eye and Olive Oil," "PFC Rhythm and Blues Jones," "The Rockin' Waltz," etc. Mighty clever material delivered with much effect.

**RECORDED LIVE! KENNY BALL AND HIS JAZZMEN**



**Kapp KL 1294**—Another outing by England's biggest trad attraction, and the first live performance LP released here. The boys choose a number of items closely identified with the Dixie field—"Alexander's Ragtime Band" and "Basin Street," for example, plus the interesting recent single, "I Shall Not Be Moved." The crowd shouts and claps at the proper moments and the band responds in a way that should please all the fans.

**THAT HAPPY FEELING**



**Bert Kaempfert and his Ork. Decca DL 4305 (M); DL 74305 (S)**—As if the Bert Kaempfert name weren't enough, the cover shows the cutest gal you've seen in a long time giving her guy a big hug, and its worth the price of admission. The album title "That Happy Feeling," couldn't have been gotten across better. The selections—all beautifully done—do a fine job of setting mood, too. Kaempfert, who penned his previous hit, "Afrikaan Beat," wrote five of the tunes here. Among the best are: "A Swingin' Safari," "Take Me," "Happy Trumpeter" and "Tootie Flutie." Other fine sides: "Wimoweh," "Sunday in Madrid" and "Black Beauty."

**EARL GRANT AT BASIN STREET EAST**



**Decca DL 4299 (M); DL 74299 (S)**—Great in-person performance from Grant here. The singer-organist trots out some of his best material for the B.S.E. audience and disk listener alike. It's a well-paced set that swings, in high style, and has its lush moments, touches of comedy and soulful sound. A big band accompanies the lad during his singing and playing chores. Among the instrumental winners is "Sweet Sixteen Bar," while "Fever," "Learnin' the Blues" and "Too Close for Comfort" are some of the better vocal tracks.

**THE NEW ORLEANS SCENE**



**Pete Fountain and Al Hirt. Coral CRL 57419 (M); CRL 757419 (S)**—Two of the Dixie-type dynamos are teamed on four of the eight tracks of this LP. The material comes out of the Decca catalog and it's swinging, punching Dixie at its most rhythmic. The tracks, which feature Hirt, also contain other Dixie practitioners Jack Delaney and Roy Zimmerman; while the tracks which feature Fountain alone have him playing along with his usual rhythm section: Stan Wrightsman, Jack Sperling and Morty Corb.

**THE HANK WILLIAMS SONG BOOK**



**Connie Stevens. Warner Bros. W. 1460 (M); WS. 1460 (S)**—Connie Stevens has a hot one here. The young lass, who has been strong on singles for some time, scores on just about every track here. The material, naturally, is top flight, coming from the pen of the late Hank Williams. The tunes are some of the best ever produced in the c&w field: "Cold, Cold Heart," "Your Cheatin' Heart," "You Win Again," and "I Can't Help It." Superb arrangements by Bunny Bodkin that mix the country and the pop, share the spotlight on the LP. Solid wax that can score.

**OH YOU KID!**



**Dorothy Provine. Warner Bros. W 1466 (M); WS 1466 (S)**—Dorothy Provine has celebrated the "Roarin' 20's" in two other Warner Bros. albums and here she is with a selection of 24—count them, 24—songs, all taken from the "Gay 90's" era. She's backed by the very appealing piano work of Joe (Fingers) Carr. Very cute picture of Dorothy on a two-seater bike on the cover adds plus appeal. Sides include "I Don't Care," "Ida," "Cuddle Up a Little Closer," "Ta-Ra-Ra-Boom-De-A," and "Alice Blue Gown."

**TWELVE GREAT SONGS OF ALL TIMES**



**Clebanoff and his Ork. Mercury MG 20720 (M); SR 60720 (S)**—A dozen great old standards are given the full Clebanoff treatment with the accent very much on the lush string arrangements. Every one of the titles is over 25 years old, and include "Stardust," "Begin the Beguine," "Lazy River," "Night and Day," "Melancholy Baby" and seven others. Should join Clebanoff's previous efforts as a best seller.

**Jazz**

**CANNONBALL ADDERLEY GREATEST HITS**



**Riverside RLP 9416 (S)**—The label here has packaged some of the most potent Adderley material in one album. There are seven tracks in all, which feature the alto saxist and his cornet-playing brother Nat. "African Waltz," "This Here," "Work Song" and "Sack o' Woe" were top sellers for Adderley in LP and singles form. This compilation of hot material should go well with some action expected on the top front through the "Waltz" side.

*Continued on page 32*

**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**

**EARL GRANT AT BASIN STREET EAST**—(Decca DL 4299; DL 74299) "Fever" (BMI) (5:55)

**THAT HAPPY FEELING**—Bert Kaempfert & His Ork (Decca DL 4305; DL 74305) "A Swingin' Safari"

**1,837 SECONDS OF HUMOR**—Ray Stevens (Mercury MG; SR 60732) "PFC Rhythm & Blues Jones" (BMI) (2:08); "The Rock and Roll Show" (BMI) (4:22)

**RECORDED LIVE!**—Kenny Ball & His Jazzmen (Kapp KL 1294) "Saturday Night Function" (ASCAP) (5:34); "Whistlin' Cow Blues" (ASCAP) (3:54)

**GIFT OF LOVE**—Jack Jones (Kapp KL 1292) "I Wish You Love" (Leeds, ASCAP) (4:04); "In Other Words" (Dymor, ASCAP) (2:23)

**SENTIMENTALLY YOURS**—Patsy Cline (Decca DL 4282; DL 74282) "Strange" (BMI); "You Were Only Fooling" (ASCAP) (1:54)

**A YOUNG MAN'S FANCY**—Johnny Crawford (Del Fi DFLP 1223) "Something Special" (2:20); "Debbie" (2:17)

**HANK WILLIAMS SONG BOOK**—Connie Stevens (Warner Bros. W 1460; WS 1460) "Cold, Cold Heart"

**THE NEW ORLEANS SCENE**—Pete Fountain & Al Hirt (Coral CRL 574; CRL 757419); "It's a Long Way to Tipperary" (ASCAP) (2:57)

**JAZZ**

**JAZZ MISSION TO MOSCOW**—Benny Goodman (Colpix CP 433; SCP 433); "Mission to Moscow" (Regent, BMI) (4:20)

**COUNTRY & WESTERN**

**THE HIT PARADE OF AMERICAN COUNTRY MUSIC**—Various Artists (Starday SLP 184) "Let Him Know"—George Jones (Starday, BMI)

**★ ★ ★ ★ STRONG SALES POTENTIAL**

**★ ★ ★ ★ MEMORIES OF MARIA**  
**Jerry Byrd. Monument M 4008 (M); SM 14008 (S)**—Steel guitarist Byrd does a fine job on this LP. The album is composed of instrumentals, mostly in the drama-ballad groove, that showcase the instrumentalist in lush production numbers. Strings and horn are the order of the day with vocal chorus in some spots. The title tune, "Last Date," "Golden Earrings" and "Ebbtide" are among the better tracks.

*Continued on page 32*



**GEORGE MAHARIS**

"Love Me As I Love You" 5-9522

#85—Cash Box Top 100



**TONY ORLANDO**

"At the Edge of Tears" c/w "Chills" 5-9519

Billboard Spotlight Single  
 Cash Box Pick

**LOTS OF ACTION ON**



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

# SINGLES REVIEWS

**Pop**

**PAUL ANKA**



**EVERY NIGHT (WITHOUT YOU)** (Spanka, BMI) (2:20)  
**—THERE YOU GO** (Spanka, BMI) (2:25)—Two sock vocals by Anka here. The first is a dramatic tune that swings with a Latin touch and with Ray Ellis arrangement that features organ and chorus. The flip is a weeper-ballad against strong triplets. **RCA Victor 8068**

**JOHNNY TILLOTSON**



**SEND ME THE PILLOW YOU DREAM ON** (Four Star, BMI) (2:50)—**WHAT'LL I DO** (Irvin Berlin, ASCAP) (2:37)—Two sides bound to bring wide exposure for the lad. The first is a strong pleader tune in the country vein, handled in wide style by the singer against strings and chorus. Flip is the old standard that should garner play on other than Top 40 stations. Both can draw strong action. **Cadence 1424**

**BOBBY BLAND**



**YIELD NOT TO TEMPTATION** (Don, BMI) (2:32)—**HOW DOES A CHEATIN' WOMAN FEEL** (Lion, BMI) (2:27)—The "blue" lad has a two-sided hit here. The first is a power-packed side that builds in a gospel groove, to a high point of excitement. The flip is touched with a deep quality of sadness in a slow but imposing rhythm. **Duke 352**

**PETER, PAUL AND MARY**



**IF I HAD A HAMMER** (Ludlow, BMI) (1:58)—**GONE WITH THE RAINBOW** (Peppamar, ASCAP)—The folk-oriented threesome has another strong single which had been plucked from their most recent LP. The top side is a rousing reading of the folk tune which whirls along on strong vocal and roaring guitar work. The second side is a soft lullaby-like tune that's crooned in fetching fashion. **Warner Bros. 529**

**SHIRLEY AND LEE**



**DON'T STOP NOW** (Travis, BMI) (1:55)—Here's a fine rockin' tune done neatly by the pair to a solid, New Orleans-type backing. Great strut rhythm here shows off Shirley and Lee's fine earthy quality. Flip is "A Little Thing" (Travis, BMI) (2:03). **Imperial 5868**

**JACKIE DeSHANNON**



**JUST LIKE IN THE MOVIES** (Metric, BMI) (2:25)—A first-rate ballad is sung with much heart by Jackie DeShannon over a sparkling ork arrangement. Could go far with the teens. Flip is "Guess Who" (Michele, BMI) (2:24). **Liberty 55484**

**PEGGY LEE**



**TELL ALL THE WORLD ABOUT YOU** (Progressive, BMI) (2:31) **AMAZING** (Leeds, ASCAP) (2:35)—Here are two of the best sides by Peggy this year and both could turn out to be strong. First is the bright Ray Charles ditty sung by Peggy with sparkle over swinging support. "Amazing" is a warm ballad by Norman Gimbel, sung movingly by the lass. **Capitol 4812**

**RICK NELSON**



**TEEN AGE IDOL** (Nelson, ASCAP) (2:25)—**I'VE GOT MY EYES ON YOU** (Four Star, BMI) (2:04)—Here's another potential two-sider for Nelson. First up is a ballad with an intensely personal touch, about the thoughts and feelings of a big record star. The flip is a funky, rhythm item, turned out in solid, rocking fashion. Either can go. **Imperial 5864**

**THE FOUR SEASONS**



**SHERRY** (Bobob, ASCAP) (2:07)—The Four Seasons, a rocking teen-style group, come through with a wild performance of a rhythmic effort here, supported neatly by a femme chorus and a pounding band beat. For the youthful set. Flip is "I've Cried Before" (Bobob, ASCAP) (2:21). **Vee Jay 2570**

**Country & Western**

**JIM REEVES**



**PRIDE GOES BEFORE A FALL** (Tuckahoe, BMI) (2:38) **I'M GONNA CHANGE EVERYTHING** (Tuckahoe, BMI) (1:58)—Reeves' velvet pipes are in fine form again on these two sides. First up is a soft, mellow ballad effort with a fine teaming of voices and instruments behind Reeves' vocal. Flip is a smart piece of material, done more uptempo style. Either can move. **RCA Victor 8080**

## SPECIAL MERIT SINGLES

**Pop Disk Jockey Programming**

**BILLY DANIELS**

★★★★ **WHAT KIND OF FOOL AM I** (Ludlow, BMI) (2:30) London 9546

**FRANK IFIELD**

★★★★ **I REMEMBER YOU** (ASCAP) Vee Jay 457

**CATERINA VALENTE AND SILVIO FRANCESCO**

★★★★ **CORPORATION** (Mark, BMI) (2:05) London 10011

★★★★  
**STRONG SALES POTENTIAL**

**ANTHONY NEWLEY**

★★★★ **What Kind of Fool Am I**—LONDON 9546—Here's a very listenable ballad from the forthcoming Newley show, "Stop the World." The lad sings it with feeling against a strong ork background. (Ludlow, BMI) (2:30)

★★★★ **Gonna Build a Mountain**—Bright item here from the forthcoming Newley show "Stop the World." Side swings in quick-stepping, show tune style and the lad is backed by big band with vocal chorus using children's voices. (Ludlow, BMI) (2:40)

**BILLY DANIELS**

★★★★ **Gonna Build a Mountain**—JUBILEE 5437—Daniels gives the tune from the forthcoming legit musical "Stop the World" his highly distinctive treatment. The side has an easy swing with a smart Cy Oliver kind of big band backing. (Ludlow, BMI) (2:30)

★★★★ **What Kind of Fool**—Here's a tune from the forthcoming show "Stop the World." It's handed a lush production treatment with strings and it builds. Side should score with better programming stations. (Ludlow, BMI) (2:45)

**STRING-A-LONGS**

★★★★ **My Blue Heaven**—DOT 16379—

The instrumental group gives the standard a highly individual reading. Side sports some fine guitar work and an appealing medium tempo. Watch it. (Feist, ASCAP) (2:15)

★★★★ **Spinnin' My Wheels**—This side has an easy swing to it. The group moves right along on some guitar work that has that unique zither sound. The instrumental has much to recommend it. (Dundee, BMI) (2:03)

**HARLAN HOWARD**

★★★★ **I Ain't Got Nobody**—CAPITOL 4813—Harlan Howard sings the fine oldie in neat soft-shoe style over a most attractive backing from the combo with nifty work by piano and chorus. Side is handled with much taste and it has a chance. (Vogel, ASCAP) (2:27)

★★★★ **Ramblin' Son-of-a-Gun**—A first-rate country tune, penned by Howard (who is one of today's top country writers), receives a happy performance from the chanter over lively backing by the combo. Ork work again features bright piano. (Pamper, BMI) (2:05)

**JIMMY CLANTON**

★★★★ **Venus in Blue Jeans**—ACE 8001—The chanter tackles the attractive teen tune penned by Howard Greenfield and Neil

Sedaka, with gusto over a strong support by ork and chorus. A strong hunk of material that could turn into a smash for the singer. (Aldon, BMI)

★★★★ **Highway Bound**—Interesting teen weeper receives a nice treatment from the lad over a listenable arrangement by the ork. Flip has more power. (Ace, BMI)

**THE LIMELITERS**

★★★★ **The Riddle Song**—RCA VICTOR 8069—Here's the familiar "I Give My Love a Cherry," once done by Johnny Mathis as "The Twelfth of Never," and here done with a children's chorus. The pretty side is from the boys' recent album, "Through Children's Eyes." (Amadeo, ASCAP) (2:23)

★★★★ **I Had a Mule**—Another breezy effort, and again keyed strongly to the kiddie field. A fine sing-a-long for the youngsters. Also from "Through Children's Eyes," album. (Melody Trails, BMI) (2:29)

**LARRY FINEGAN**

★★★★ **Oh Lonesome Me**—OLD TOWN 1123—Don Gibson's big country hit, which already has many versions, gets a good rockin' reading here with a solid rhythm backing that could bring the tune back. Finegan could move with this. (Acuff-Rose, BMI)

★★★★ **Knock on Wood**—Finegan has here a cute rockin' novelty item that could help him score. Good performance and an effective backing. Can get spins. (Maureen, BMI)

**THE PLAINSMEN**

★★★★ **Glory Land**—MERCURY 71999—The Plainsmen tell the story of Glory Land—filled with all the good things in life—in fine folk fashion. Song has a haunting quality. (Gil, BMI) (2:59)

★★★★ **House of Blue Lovers**—Good country feeling here as the lads tell the story about a house for all of life's losers. Organ gives bouncy backing along with chorus. (TNT-Gland, BMI) (2:00)

**ANITA BRYANT**

★★★★ **Moonlight Melody**—COLUMBIA 42515—Here's a side the better music programming stations should go for. The tune is an easy, simple melody that is handled in style by the lass (Leeds, ASCAP) (2:35)

★★★★ **I'm Not A Child Anymore**—This ballad has a Latin touch. The gal sings the lyric smartly against strings and choral voicing. (Pambill, ASCAP) (2:00)

**CARL PERKINS**

★★★★ **Hambone**—COLUMBIA 42514—The country star has an easy swinger in this old p.d. melody. The lyric is a rewrite of the old lyric, but the swing is as compelling as ever. Good wax for Perkins. (Cedarwood, BMI) (2:21)

★★★ **Sister Twister**—(Obie, BMI) (2:49)

**JOHNNY MATHIS**

★★★★ **I'll Never Be Lonely Again**—COLUMBIA 42509—Here's a soft, easy, lyrical ballad that's handled in touching Mathis style. The backing is composed of smart fem vocal chorus. Great soft music programming side. (Alamo, ASCAP) (3:08)

(Continued on page 34)



**ADAM WADE**

"I'm Climbin' (the Wall)"  
 5-9521

Billboard Spotlight Single  
 Cash Box Pick



**FLORRAINE DARLIN**

"Long as the Rose Is Red"  
 5-9529

The answer record to Bobby  
 Vinton's "Roses Are Red"





**ARTISTS' BIOGRAPHIES**

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



**BARBARA LYNN**  
(Jamie)

**PERSONAL MANAGERS:** Huey P. Meaux and Lester Sill. **BOOKING OFFICE:** Continental Booking and Cliff Aronson. **AGE:** 20. **HOME TOWN:** Beaumont, Tex. **EDUCATION:** High school. **HOBBY:** Football enthusiast. **BACKGROUND:** A rocky romance in real life lead the versatile Miss Lynn to write and record her initial disk hit for Jamie Records, "You'll Lose a Good Thing." The single was recorded in New Orleans

under the supervision of her personal manager, Huey P. Meaux. With a hot platter to plug, Barbara Lynn is currently on a personal appearance tour through the South. She recently completed a recording session for Jamie, waxing her forthcoming album and some new singles. Several of the songs cut were her own compositions. In addition to Miss Lynn's vocal and songwriting talents, she is an accomplished musician, playing a left-handed guitar.

**LATEST SINGLE:** "You'll Lose a Good Thing" moves into the No. 13 slot on the Hot 100 this week making a strong bid for Top 10 honors.

**TOMMY ROE**  
(ABC-Paramount)



**REAL NAME** Thomas David Roe. **AGE:** 19. **HOME TOWN:** Atlanta. **EDUCATION:** High school. **BACKGROUND:** Young Tommy Roe became a full-time member of show business immediately upon his graduation from high school in Atlanta. He formed his own band three years ago and has traveled throughout the Southwest on personal appearance tours. The ambitious and versatile new record artist is also a songwriter and guitarist.

**LATEST SINGLE:** Tommy Roe's debut disk for ABC-Paramount, tagged "Sheila," is scoring well on the Hot 100 and zooms into the No. 43 spot this week as a Star Performer.

**PROGRAMMING PANEL**

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

**THE QUESTION:**

**How accurate are listener-telephone polls ("Battle of the Sounds," etc.) in predicting the potential of new releases? (Submitted by Alan Kaltman, Teaneck, N. J.)**

**THE ANSWERS:**

**JOE KOLSKY**

Diamond Records, New York

Where the listener-telephone polls are taken in quantity (several hundred calls) I believe the results can be indicative of the potential "hit" possibilities of a new record release. However, where the opinion of a panel of three or four listeners is used,



I believe the second, third or fourth panelists might be influenced by the opinion of the first panelist when asked his or her opinion.

**JERRY MARTIN**

KCII, Washington, Ia.

I'd say that listener polls and "Battle of the Sounds," and similar devices are about 50 per cent accurate. I don't use quite this method, but I believe that if a deejay does use this that he should steer away from artists and exploit the new, good



disks. I would pair two unknowns to every one name artist. To me this is the only fair way to check out how a record will go over with the people.

**SOL HANDWERGER**

MGM Records, New York

In many cases listener-telephone polls can act as a possible barometer in predicting potential of new releases. Disk jockeys who use such polls on their shows are assuming they are reaching a buying audience at home — housewives and teenagers. However, in some cases disk jockeys should beware of special "hypes" engineered by artists' fan clubs. Such "hypes" can readily be recognized by form postal cards and letters and even by the type of telephone conversation. In my personal experience, there have only been a few disks recognized as potential hits through telephone-listener polls. In view of the possibilities of inaccuracy and pressure, it is doubtful whether such polls can be true barometer.

His subject will be "The Station Image: Its Competitive Importance and How It Is Developed."

Gordon B. McLendon, president of the McLendon Corporation, Dallas — "How to Measure the Effectiveness of Your Station in the Community."

Edward Hynes, president, Trendex, Inc., New York City — "Sharpening the Appeal of Your Station for the Advertiser."

Thomas A. Wright Jr., vice-president, Roche, Rickert & Cleary,

(Continued on page 30)

**VOX JOX**

By JUNE BUNDY

**DEPT. OF CLARIFICATION:** In answer to those puzzled "Does-she-or-doesn't-she?" queries from the trade, I would like to put the record straight. As of May 25, I resigned from Billboard Music Week as a full-time staffer, but I am still writing "Vox Jox" and handling the Programming Panel as a free-lance correspondent. Thanks for your kind inquiries.

**"TRIBUTE" PROGRAMMING:** "Tribute" shows are the big trend in programming this season, starting with a flock of salutes to Irving Berlin on his 74th birthday in May and continuing on into celebrations in June of Richard Rodgers' 60th birthday. . . . Bill Randle, WCBS, New York, came up with a new gimmick for Rodgers' birthday on a remote show (Randle's first) from Freedomland. The program was devoted to works written by Rodgers when he was in his teens. The medley include the all-time Rodgers-Hart hit, "Manhattan," from "Garrick Gaities."

Station KITY-FM, San Antonio, also paid tribute to Rodgers on his birthday—playing Rodgers' compositions exclusively for half of the day. In a letter to Rodgers, E. D. Isaacs, KITY program director, noted: "We are featuring the popular selections from a different play (musical) each half hour. These plays will be heard chronologically, along with other compositions that bear your name." . . . The 25th anniversary of the death of George Gershwin, July 11, was observed by NBC's "Today" show. The full two-hour program was devoted to the performance of Gershwin music and a discussion of his career.

**THIS 'N' THAT:** Bruce Parsons, who recently returned from a tour of Europe's jazz centers, has joined WTID, Newport News, Va., and is hosting "Jazz on a Sunday Afternoon" from 2 to 5 p.m. In a move to create the flavor of a live jazz concert, Parsons is dubbing in applause and other crowd reactions. His programming covers "all phases of jazz from the soul delivery to New Orleans Dixie and the traditional level." . . . Station CHUM, Toronto, celebrated five years of pop music programming with a 72-hour "Memory Music Marathon" on June 30, July 1 and 2. The outlet featured only top hits of the past five years.

**JOCKS SWIM "CHANNEL":** Arch Yancey and Chuck Addams, KNUZ, Houston, celebrated July 4 in a unique way. The jocks doubled up to spend the Fourth swimming under water the full width of the English Channel in a large Houston pool—a 22-mile swim. They donned skin-diving garb at 8 a.m. on the Fourth and swam in relays in a set pattern until 3:10 a.m. the next day, surfacing only to change air-supply tanks. They averaged 58 minutes to the mile over a period of 19 hours and 10 minutes. Several thousand people watched the marathon promotion stunt.

**CHANGE OF THEME:** Bill Dawes, program director of WCPO, Cincinnati, for the past 13 years, has been upped to station director, responsible for the entire operation of the Scripps-Howard outlet. In addition to being program director, Dawes emceed a top-rated morning show on WCPO. Buddy MacGregor was recently inked by Dawes to take over the morning spot. He also succeeded Dawes as program director. . . . Bob Collins, ex-KAPE, San Antonio, has joined KITE, same city, as music director and 12-4 p.m. deejay.

**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 5, 1957

1. Teddy Bear, E. Presley, RCA Victor
2. Love Letters in the Sand, P. Boone, Dot
3. Bye Bye Love, Everly Brothers, Cadence
4. Searchin', Coasters, Atco
5. Short, Fat Fannie, L. Williams, Specialty
6. Tammy, D. Reynolds, Coral
7. So Rare, J. Dorsey, Fraternity
8. Send for Me, Nat King Cole, Capitol
9. I'm Gonna Sit Right Down, B. Williams, Coral
10. Whispering Bells, Del Vikings, Dot

**POP—10 Years Ago**  
August 2, 1952

1. Auf Wiederseh'n Sweetheart, V. Lynn, London
2. Botch A Me, R. Clooney, Columbia
3. Half as Much, R. Clooney, Columbia
4. Delicado, P. Faith-S. Freeman, Columbia
5. Here in My Heart, A. Martino, BBS
6. Walkin' My Baby Back Home, J. Ray, Columbia
7. Blue Tango, L. Anderson, Decca
8. Kiss of Fire, G. Gibbs, Mercury
9. Maybe, P. Como-E. Fisher, RCA Victor
10. I'm Yours, E. Fisher-H. Winterhalter, RCA Victor

**RHYTHM & BLUES—5 Years Ago—August 5, 1957**

- Searchin', Coasters, Atco  
Send for Me, N. Cole, Capitol  
Short, Fat Fannie, L. Williams, Specialty  
Teddy Bear, E. Presley, RCA Victor  
Stardust, Billy Ward, Liberty

- To the Aisle, Five Satins, Ember  
So Rare, J. Dorsey, Fraternity  
Jonny, Jonny, Little Richard, Specialty  
Long Lonely Nights, C. McPhatter, Atlantic  
C. C. Rider, C. White, Atlantic

**Fair Cards Talks On Programming**

CHICAGO — Business sessions and clinic programs aimed at radio and television program directors will be among those scheduled for the World's Fair of Music and Sound to be held at the city's plush lakefront exhibition center, McCormick Place, August 31-September 9.

The sessions will feature roundtable discussions of current programming problems as well as speeches by key industry figures. Among these are Gordon McLendon, president, McLendon Corporation; Howard Bell, vice-president, National Association of Broadcasters; Edward Hynes, president, Trendex Corporation; William A. Gavin, programming consultant, and a number of TV and radio station officials.

The clinics and business meetings are part of the broad Business Conference Sessions covering all aspects of the music and sound industry.

Program directors are slated to

**A Correction**

The photo and biography appearing in Artists' Biographies last week were not of the group identified as The Jamies (Epic). The pictured group is known as J's with Jamie (Columbia). Information about The Jamies will appear soon.

meet with retailers of records, hi-fi components, radios, televisions, phonographs and musical instruments for the opening general session on September 5.

The session is entitled "Opportunities and Challenges for the Record and Sound Industry." It is a 9:30-till-noon session.

The first person-to-person clinic scheduled for the program directors will be held from 2 to 4:30 p.m., September 5. Topics up for debate include:

"Programming the Automated Station—Its Problems and Prospects." Jack S. Sampson, vice-president and general manager, KOMA, Oklahoma City.

"Successful Selection, Development and Use of Personalities." Larry Haeg, general manager, WCCO, Minneapolis.

"How to Handle the Special Problems Related to FM Stereo Programming." Marshall M. Carpenter Jr., president and general manager, WDTM, Detroit.

**Discussion Periods**

On Thursday, September 6, from 9:30 until noon, radio program directors will attend a conference session followed by discussion periods. Speakers for these sessions are: Howard Bell, vice-president and assistant to the president of the National Association of Broadcasters, Washington.



from London, England...  
to Broadway, New York...  
this fall...

a great new musical

# STOP THE WORLD - I WANT TO GET OFF

A DAVID MERRICK PRODUCTION

starring **ANTHONY NEWLEY**



*Emotional renderings by the star of the show*

**ANTHONY NEWLEY**

What Kind Of Fool Am I b/w

Gonna Build A Mountain 45-9546

*LONDON*  
RECORDS

*A swinging version by the star of "Oliver"*

**GEORGIA BROWN**

Gonna Build A Mountain 45-9551

*LONDON*  
RECORDS

*A sophisticated piano rendition*

**BURT FARBER**

Once In A Lifetime b/w

What Kind Of Fool Am I

45-8652

*Plsted*  
RECORDS

*A teenage natural*

**THE CORDIALS**

Once In A Lifetime b/w

What Kind Of Fool Am I 45-8653

*Plsted*  
RECORDS

*Lush instrumental... automatic air play*

**MANTOVANI**

What Kind Of Fool Am I b/w

Someone Nice Likes You 45-9552

*LONDON*  
RECORDS

*An artistic, melodic piano interpretation*

**RONNIE ALDRICH**

Once In A Lifetime b/w

What Kind Of Fool Am I 45-9553

*LONDON*  
RECORDS

*An exciting rockin' spiritual type vocal*

**ROBIN WILSON**

Gonna Build A Mountain

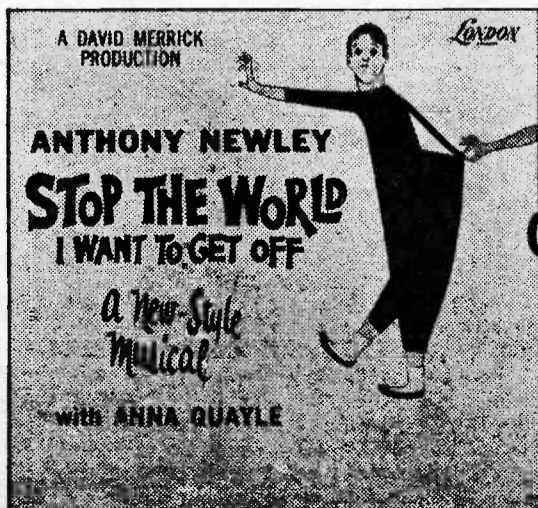
45-000

*TARHEEL*  
RECORDS

**Here  
are the  
hit  
singles...**

\*Release date for public performance and sale—August 1, 1962

**The original  
Broadway  
Cast  
LP**



Coming soon on

*LONDON*  
RECORDS



# Dirty Stuff on Radio Won't Wash, FCC Says, Denying Lic. Renewal

WASHINGTON—Broadcasting stations will have to watch that double entendre, spoken or sung, if they want to avoid the fate of AM Station WDKD, Kingstree, S. C., whose license renewal was denied by the Federal Communications Commission last week. An initial decision looking toward this penalty for bad taste on the part of the station was handed down by

a Commission hearing examiner last December.

The FCC says that owner-manager E. G. Robinson Jr. knew full well that his employee, Charlie Walker, was broadcasting material which was "coarse, vulgar, suggestive and of indecent, double meaning." Robinson's denials only made matters worse, when the FCC decided that they were "purposeful

misrepresentations and false statements."

Robinson's fate is a warning to other station managers and owners to exercise the "appropriate degree of control and supervision over programming expected of a licensee," if he is to be considered a fit applicant for control of a station.

## First Turndown

The Commission action was believed to be its first refusal to renew a broadcast license on grounds of obscenity.

The station's owner, E. G. Robinson Jr., was given until September 25 to wind up the station's affairs.

Station WDKD was Kingstree's only radio outlet, servicing an area roughly within a 35-mile radius of the city.

Walker, whose "rural were jokes with hidden meanings" (so described by a Commission examiner), was discharged last year. He had been on the air four hours a day, handling numerous recorded music shows.

In addition to criticism of Walker, the FCC examiner called attention to other aspects of the station's programming. He cited these figures:

Only 17 per cent of the 14½-hour broadcast day was devoted to material other than musical records and spot commercials. As many as 420 spots were presented in one broadcast day.

## Fair Cards Talks

• Continued from page 28

Inc., Chicago—"The National Advertiser."

James E. Schwenck, senior vice-president, Roche, Rickert & Cleary, Inc., Chicago—"The Local Advertiser."

## Clinics

On Thursday afternoon from 2 to 4:30 p.m. another round of person-to-person clinics will cover the following areas:

"Making News a Vital Part of Programming," Thad M. Sandstrom, general manager of WIBW-TV, AM and FM, Topeka, Kan., chairman, and Lee Hanna, news director, WNEW, New York City, speaker.

"How the Programmer and Sales Can Co-Operate to Build Station Billings," Lawrence C. Christopher, senior editor of Broadcasting magazine, Chicago, chairman.

"How to Choose a Music Pattern for Your Station," William A. Gavin of San Francisco, chairman. The final session will be held Friday morning, September 7.

Scheduled to speak are: Leon Schlosser, director of programs, WBBM, Chicago—"How to Know When Your Programming Needs Overhauling."

George Skinner, director of radio programming services, The Katz Agency, Inc., New York City—"Case Studies of Why Two Stations Changed Format."

William McCormick, president and general manager, WNAC, Boston—"Story on Change from Top 40 to Soft Music."

Representatives of station KMO in St. Louis—"The Change From Music to Personality Programming."

## DAYTON JOCKEY MAKES BIG CITY

NEW YORK—Bob Holliday, disk jockey at Station WING, Dayton, Ohio, won a free weekend in New York, first prize in Cadence Records' Guess the Two Sides of My Record Contest. The Johnny Tillotson single was "Send Me the Pillow You Dream On" b.w. "What'll I Do?" Cadence spokesmen said over 500 answers were received. Holliday's entry was the earliest received of 15 correct replies.

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	1	ROSES ARE RED, Bobby Vinton, Epic 9509.....	9
2	2	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330.....	14
3	3	THE STRIPPER, David Rose and His Ork, MGM 13064.....	13
4	5	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075.....	10
5	4	WOLVERTON MOUNTAIN, Claude King, Columbia 42352.....	11
6	7	HEART IN HAND, Brenda Lee, Decca 31407.....	5
7	6	AL DI LA', Emilio Pericoli, Warner Bros. 5259.....	12
8	—	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345.....	2
9	12	ROUTE 66 THEME, Nelson Riddle, Capitol 4741.....	10
10	8	JOHNNY LOVES ME, Shelley Fabares, Colpix 636.....	9
11	9	SNAP YOUR FINGERS, Joe Henderson, Todd 1072.....	12
12	10	HAVE A GOOD TIME, Sue Thompson, Hickory 1174.....	8
13	13	STEEL MEN, Jimmy Dean, Columbia 42483.....	7
14	18	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405.....	3
15	17	A SWINGIN' SAFARI, Billy Vaughn, Dof 16374.....	3
16	11	BUT NOT FOR ME, Ketty Lester, Era 3080.....	7
17	15	NEVER IN A MILLION YEARS, Linda Scott, Congress 103.....	8
18	—	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041.....	1
19	—	A TASTE OF HONEY, Martin Denny, Liberty 55470.....	4
20	14	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217.....	21

## RADIO-TV BRIEFS

### WTFM Wants Telstar

NEW YORK—WTFM has applied to become the first FM stereo station to utilize the Telstar satellite for an America-to-Europe stereocast.

The project, as proposed to Frederick R. Kappel, American Telephone and Telegraph board chairman by David H. Polinger, WTFM general manager, would permit the station to transmit FM stereo broadcasts simultaneously to a number of European cities as well as the present New York metropolitan broadcasting audience.

### Drilling Heads C. C. Corp.

NEW YORK—Joseph C. Drilling has been named president of Crowell-Collier Broadcasting Corporation and will join the company August 13, headquartered in Los Angeles. Crowell-Collier, a division of the publishing house of the same name, operates stations in Los Angeles, San Francisco and Minneapolis.

Drilling is a 21-year broadcasting veteran and was previously with WJW-TV, Cleveland; before that with KJEO-TV, Fresno, Calif., and the McLatchy Broadcasting Company.

### Big Push on at WGN

CHICAGO—Station WGN, using the slogan, "Chicago Sounds Marvelous on WGN Radio—720" last week began an extensive audience promotion campaign. Station claims it is the most comprehensive promo ever staged in Chicago.

The station is posting 300 billboards in Chicago as well as such

cities as New York, Cincinnati, Minneapolis, St. Louis and Detroit. The program also calls for a schedule of newspaper display ads.

### Butler WLW-C Service Director

COLUMBUS, Ohio—Morris W. Butler has been appointed special broadcast services director at WLW-C, Columbus, succeeding Bud Gillis, who resigned to become executive secretary of the Ohio Educational Television Network Commission.

### Mutual Re-Elects Hurleigh

ST. PAUL—Robert R. Hurleigh was re-elected president of Mutual Broadcasting System, a post he has held since 1959. Mutual also elected Stephen J. McCormick and Philip D'Antoni to its board of directors.

Herbert P. Buetow, president of Minnesota Mining and Manufacturing Company, Mutual's parent firm, also announced the creation of an executive committee for the radio network and the election of John J. Verstraete Jr., Minnesota Mining's director of communications, as its chairman.

### Joe Longstreth on WLW, Cincy

CINCINNATI—Joe Longstreth, author, literary agent, musician, actor and gourmet, featured on his own show on WLW-D, Dayton, Ohio, the last two years, launched WLW-Radio here, Monday (23). Show, covering a wide variety of topics, runs 1:35-2 p.m., Monday through Friday.

## DUKE'S BOBBY BLAND

has his biggest HIT . . .

DESTINED FOR THE TOP OF THE CHARTS

# YIELD NOT TO TEMPTATION

DUKE 352

—Take a ride with **JUNIOR**—

GET ON HIS

## "DRIVING WHEEL"



DLP-76

PLUS his latest single  
"SWEETER AS THE DAYS GO BY"

DUKE 351

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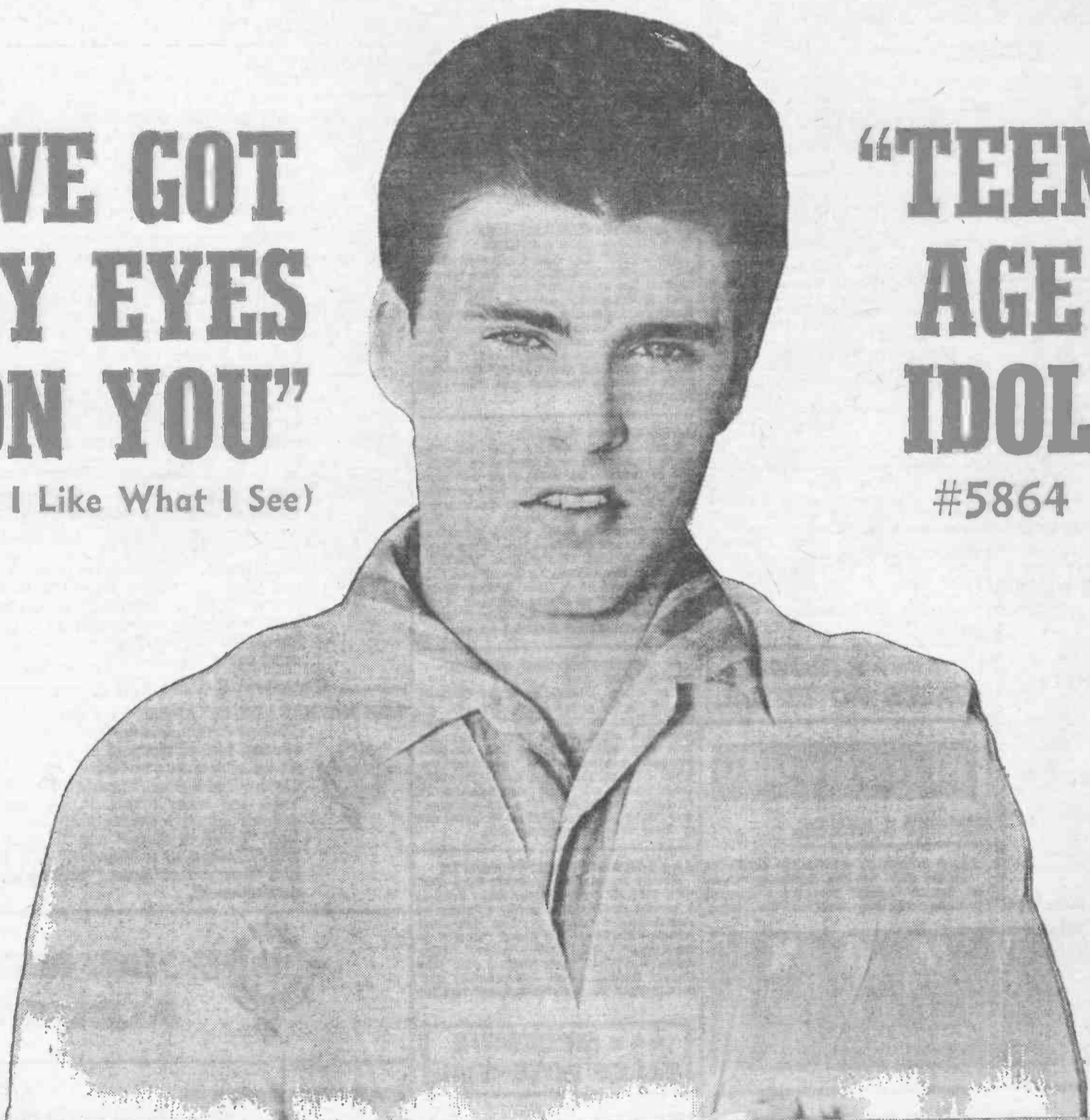


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ON YOU"**

(And I Like What I See)



**"TEEN  
AGE  
IDOL"**

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## ● Reviews of New Albums

● Continued from page 26

### ★★★★ YOUR FAVORITE SINGING GROUPS

Various Artists. Hull 1002—This set is aimed squarely at the teens and these oldies but goodies should interest the 12 to 18-year-olds who dig the rock Artists include the Monotones, the Elegants, the Desires, the Avons, the Beltones, the Pastels, the Sparks, the Legends, the Miller Sisters and the Carousels. Many of the tunes were semi-hits, and some were hits. Set has good potential.

### ★★★★ HONOLULU HONKY TONK

Frankie Carle, His Piano and Ork. RCA Victor LPM 2540 (M); LSP 2540 (S)—The combination of Honky Tonk and Hawaiian songs may seem unusual but under Carle's touch it jells neatly and turns into a listenable combination. Carle takes such tunes as "My Little Grass Shack," "On the Beach at Waikiki," "Lovely Hula Hands" and "My Isle of Golden Dreams" and turns them into happy honky tonk tunes. Unusual enough set—with an attractive cover—to appeal to many.

### ★★★★ HUGO WINTERHALTER GOES CONTINENTAL

RCA Victor LPM 2482 (M); LSP 2482 (S)—Bright, cheery performance of a flock of European-based tunes could help this album grab a lot of air-play and over-the-counter sales. The lush and winning Winterhalter arrangements add a lot of sparkle to such tunes as "Volare," "Wonderland by Night," "Oh My Papa," "Never on Sunday" and "Anna." One of Winterhalter's best this past year and a set that could be a steady seller.

### ★★★★ GIFT OF LOVE

Jack Jones. Kapp KL 1292—Standards are the diet here for Jack Jones' smart, crooning style and he does his selections to a listenably scored ork background under the alternating batons of Chuck Sagle and Glenn Osser. "I See Your Face Before Me," "Time After Time," "In Other Words," "Too Late Now" are among the better and more satisfying samples. Like all material by this artist, this new album is a likely candidate for major airplay.

### ★★★★ JACKIE WILSON AT THE COPA

Brunswick BL 754108 — Here's the live waxing of Jackie Wilson at the Copa, showing off his exciting style and powerful pipes on an unusual collection of tunes, from pop to r.&b., from standards to swingers by Ray Charles. He sells them in his usual driving style, aided by smart arrangements, and a femme group on the gospel kick. Best sides are his medley of favorites called "I Love Them All," plus "To Be Loved" and "Lonely Teardrops." Good, exciting wax that should appeal to his many followers.

### ★★★★ THE VERY BEST OF EYDIE GORME

United Artists UAL 3189 (M); UAS 6189 (S)

(S) — The fine, sensitive voice of Eydie Gorme is combined here with a mood-type chorus, some very appealing ork backing by Joe Guercio. Selections include some of the best "late-hours" standards, like "You'll Never Know" and "I'll Never Smile Again," along with some exciting up-tempo sides like "Granada" and "Frenesi." Cover shot is good, too. It's really some of the very best of Eydie Gorme, and lots of spins should follow.

### ★★★★ THE VERY BEST OF STEVE LAWRENCE

United Artists UAL 3190 (M); UAS 6190 (S)—Steve Lawrence has had a number of good albums, some alone and some with his wife, Eydie Gorme. He goes it alone here and does a fine, sensitive job. Joe Guercio's ork provides some very classy backing. It all adds up to a very appealing package that should go over well with his many fans. Selections include some of his single hits plus songs he's known for doing in personal appearances: "Portrait of My Love," "When You're in Love," "While There's Still Time," etc.

### ★★★★ THE McGUIRE SISTERS SING SONGS EVERYBODY KNOWS

Coral CRL 57415 (M); CRL 757415 (S)—The selections here are all fine, old standards and they do them with a wonderful sense of harmony. Great "remember-when" music. Dick Jacobs' ork backs them nicely. Sides include "You're Driving Me Crazy," "I Really Don't Want to Know," "Old Devil Moon" and "If Love Is Good to Me," among others.

### ★★★★ STRONG SALES POTENTIAL

### JAZZ LP'S

### ★★★★ SOMETHIN' SPECIAL

Les McCann and Richard (Groove) Holmes. Pacific Jazz PJ 51—A very swinging package from the West Coast. The album features pianist Les McCann and organist Groove Holmes in six tracks, five of which are sizzling swingers. Also featured is a tenor saxist working here under the musical nom-de-plume of Joe Splink. Some fine guitar work is also contributed by Joe Pass One of the leading up-tempo tracks is "Me and Groove" while the lovely "I Thought I Knew You" is also a winner.

### ★★★★ NICE AND EASY

Johnny Lyle Quintet. Jazzland JLP 967—The vibrant is caught in a standard combo organization here. The lad has some first-rate jazz men as allies on this date Bobby Timmons is on piano and Johnny Griffin is the tenor saxist. The rhythm section has a good feeling and there are an abundance of swinging solos. "Nice and Easy" and "That's All" are standout tracks.

### ★★★★ STRONG SALES POTENTIAL

### SPECIALTY LP'S

### COUNTRY & WESTERN

★★★★ BASHFUL BROTHER OSWALD  
Starday SLP 192—Big, fun-loving "Bashful Brother Oswald" has been a featured performer with Roy Acuff and the Smokey

Mountain Boys on the Grand Ole Opry for some 25 years. Here's his first album for Starday. He's backed with such name country performers as Cowboy Copas on open-string Martin guitar, Howdy Forrester on fiddle, Jimmy Riddle, harmonica, and Junior Husky, bass. Sides include "Mountain Dew," "Southern Moon," "I Like Mountain Music."

### ★★★★ LIVE IT UP AND LAUGH IT UP

Johnny Bond and his Friends. Starday SLP 187—Johnny Bond, along with Cowboy Copas, Archie Campbell, Justin Tubbs, Cathy Copas and others, has a lot of fun here as he sings and tells stories on this lively recording. Set was recorded with a large audience at the Starday Sound Studios in Nashville last March. Included on the set are "Oklahoma Hills," "Ten Little Bottles," "Alabam" (sung by Copas), "Down Yonder" and "San Antonio Rose." Good wax.

### ★★★★ MY FAVORITES OF HANK WILLIAMS

George Jones. United Artists. UAL 3220 (M); UAS 6220 (S)—Some of the great songs penned by Hank Williams as well as tunes that he made famous are sung attractively here by George Jones over good backing by the band. The songs include "Your Cheating Heart," "Take These Chains From My Heart," "A House Without Love," "You Win Again," "Mansion on the Hill" and "Lonesome Whistle." The singer sells the material with authority and feeling. Good wax here for country and pop maris.

### COMEDY

### ★★★★ SEVEN CHARACTERS IN SEARCH OF EDDIE LAWRENCE

Coral CRL 57411 (M); CRL 757411 (S)—The Old Philosopher is back again, with a brace of new "philosopher" and other sketches, authored by Lawrence himself. Possibly the most topical item here is "The Philosopher Twist," but there are other funny ones, too, including "Lawyer's Philosopher," and the "Deejay Philosopher Returns." These are by far the best of the sketches, which also include such titles as "Pay the Rent," "Uncle Ned's Amateurs," etc.

### SACRED

### ★★★★ ARTHUR SMITH AND THE CROSSROADS QUARTET

Starday SLP 186—The Crossroads Quartet, with Arthur Smith, has been singing together for eight years and its performance is beautifully polished. This album features a series of gospel songs—all about Jesus Christ. Tommy Faile's fine bass voice comes through excellently on "The Fourth Man," "Wake Up Lazarus" and "I Love to Sing the Songs About Jesus." Other fine sides: "In the Garden" and "The Old Rugged Cross."

### ★★★★ GOSPEL SPECIAL

Lewis Family. Starday SLP 193—The Lewis Family has been featured on WJBF-TV in Augusta for eight years and regularly tours the Southlands. Wallace plays guitar and composes much of the material; Little Roy picks the 5-string banjo, Talmadge plays the fiddle, (Pop) plays bass and sings, and the three gals, Polly, Janis and Maggie sing. Of the sides, "Ain't No Room in This Church for Liars" and "My Lord's Gonna Move This Wicked Race," can be traced to Negro spirituals. Little Roy sings "Honey in the Rock." Other sides are traditional Southern hymns.

### ★★★★ BRIGHTEN THE CORNER WHERE YOU ARE

The White Sisters. Word W 3170—A female singing group comparable with any first-class group sound, the White Sisters' pop-styled approach to sacred music has won them wide audiences both for their personal appearances and their three previous LP's on the Word label. Especially bright here are their performances of "Brighten the Corner," "I'm Going Higher" and "Sailing Home." Geared for mass sale to those who buy religious disks.

### ★★★★ HOMECOMING IN HEAVEN

George Jones. United Artists UAL 3219 (M); UAS 6219 (S)—George Jones turns in a moving reading of a strong collection of sacred tunes on this new album. The songs include "He Made Me Free," "Beacon in the Night," "Peace in the Valley," "Wandering Soul" and "He's Good to Me." The chanter handles them with sincerity over good support by the combo. Good wax for

### ★★★ MODERATE SALES POTENTIAL

### JAZZ

★★★★ A TASTE OF HONEY  
Jesse Powell Quintet. Kapp KL 1301

★★★★ CHICAGO: THE LIVING LEGENDS

Junie C. Cobb and His New Hometown Band. Riverside RLP 9415

### FOLK

★★★★ HAWAIIAN CHANT, HULA AND MUSIC  
Kaulaheonamiku Klonu. Folkways FW 8750

### SPOKEN WORD

★★★★ CALL OF FREEDOM  
Various Artists. Folkways FC 7566

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

● Continued from page 26

### THELONIOUS MONK'S GREATEST HITS



Riverside RLP 9421 (S)—Some of the most preferred tracks from the Monk catalog are collected on this one LP on Riverside. The album spotlights the composer-pianist throughout with a variety of groups. Among the supporting players are top instrumentalists like John Coltrane, Sonny Rollins, Gerry Mulligan and Coleman Hawkins. Top Monk material like "Off Minor," "Brilliant Corners" and "Round Midnight" are some of the fine tracks included. There are six in all.

### JAZZ MISSION TO MOSCOW



Colpix CP 433 (M); SCP 433 (S)—This should be a big one for the label. The set comes hard on the heels of wide press coverage and controversy. The band is composed of musicians that toured Russia with Benny Goodman, and top flight men they are too. The album showcases the first-class soloists playing arrangements by Al Cohn that are touched with excitement and humor. Zoot Sims, Phil Woods, Willie Dennis, Markie Markowitz, Gene Allen and Eddie Costa all come in for kudos. The tunes out of the B. G. book, are refreshingly charted by Cohn: "Midnight in Moscow," "Mission to Moscow," "Let's Dance" and "Russian Lullaby" are top tracks.

### "BIRD" SYMBOLS



Charlie Parker PLP 407—Here's a collector's item. Great Charlie Parker performances (some say his greatest) originally recorded and released on the West Coast by Dial Records are packaged beautifully in double-fold album. The tracks cover a variety of artists playing with Parker; Miles Davis and Erroll Garner are only two. "Embraceable You," "A Night in Tunisia," "Ornithology," and "Cool Blues" are only a few of the historic tracks.

### Comedy

### THE BUTTON-DOWN MIND ON TV



Bob Newhart. Warner Bros. W 1467 (M); WS 1467 (S)—This is one of the best and funniest Bob Newhart recordings in a long time, since his first in fact. He has two routines "Introducing Tobacco to Civilization" and "Defusing a Bomb," that will be talked about for months to come. And another routine, "A Friend With a Dog," is no slouch either. In all of them, in his own zany way, Newhart stands things on their heads and makes life very funny indeed. This should be a hot seller to the millions of Newhart followers.

### Low Priced Pop

### ACCENT ON STRINGS



Clebanoff and his Ork. Mercury MGD 16 (M); SRD 16 (S)—A Clebanoff sampler that should win new friends for the conductor and his highly successful series of LP's for Mercury. These excerpts from his albums include some real gems that feature refreshing orchestration as well as heavy emphasis on strings, and also make use of arresting sounds and instrumentation to add zing and lightness. Should be an outstanding seller, with the mono listing at 99 cents.

### Country & Western

### THE HIT PARADE OF AMERICAN COUNTRY MUSIC (2-12")



Various Artists. Starday SLP 184—Thirty eight of the top country hits of the past decade are sung on this two-LP set by such names as George Jones, Cowboy Copas, Buck Owens, Red Sovine, Frankie Miller, Moon Mullican, Justin Tubbs and many others. It adds up to a hit parade of country music, including such recent items as "Walk On By," "I Fall to Pieces" and "Last Date," to older efforts like "Chained to a Memory," "I'll Sail My Ship Alone" and "Bouquet of Roses." Solid wax, well packaged and well recorded.

## SPECIAL MERIT ALBUMS

### Jazz

### CALIFORNIA CONCERTS



Gerry Mulligan. Pacific Jazz PJ 50—Here's a winning set for the collector. It contains some of Mulligan's most swinging material, recorded at concerts, played by a number of his small groups. All but one of the tracks are re-issues and they feature Zoot Simms, Bobby Brookmeyer and Jon Eardly as soloists along with Mulligan. "Red Door," "Little Girl Blue" and "Blues Going Up" are all first-rate efforts.

### FIRST TIME OUT



Clare Fischer. Pacific Jazz PJ 52—Clare Fischer, best known for his arranging talents, shows off a highly individual and imposing ability at the keyboard here. He combines an acute musical ear, with much knowledge and an intrinsic warmth. The soloist has swing and tenderness and projects them in a quiet but compelling way. Gary Peacock is a superior bassist and Gene Stone a solid drummer.

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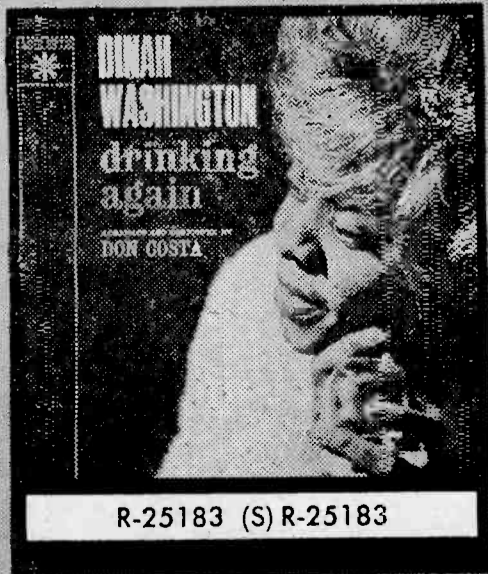
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c/w

WING DING

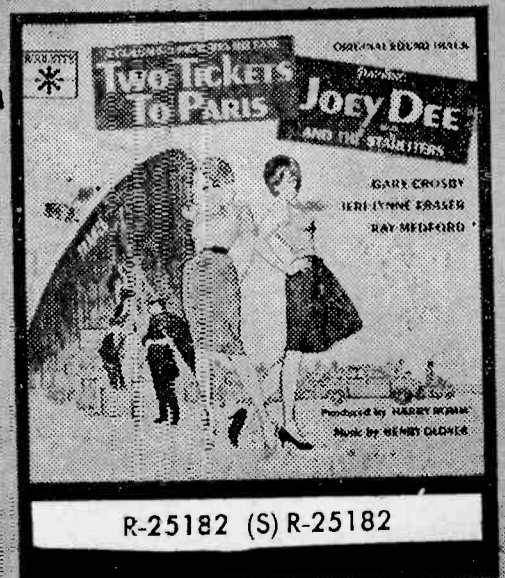
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**TWO TICKETS  
TO PARIS**



R-25182 (S) R-25182

 **ROULETTE**



● **Reviews of New Singles**

● Continued from page 27

★★★ That's The Way It Is—(Elm Drive, ASCAP) (2:49)

★★★ Smart Boy—(Tree, BMI) (2:20)

**MIKE CLIFFORD**

★★★★ She's Just Another Girl—UNITED

ARTISTS 489—The lad makes his debut on the label with a lovely ballad here. Clifford is lushly backed by strings in a date written and produced by Leiber-Stoller. (Trio, BMI) (2:26)

★★★ Close to Cathy—(Arch, ASCAP) (2:40)

**THE PROFILES**

★★★★ That Watusi Wobble — GOLDIE 1103—Here's a title that combines two dance titles and the boys pound out the rhythmic message in shout style, with a big, blaring band backing. Good bit of excitement here that could generate some play. (Armada, BMI) (2:12)

★★★ Take a Giant Step (Walk On)—(Armada, BMI) (2:30)

**FRANK IFIELD**

★★★★ I Remember You—VEE JAY 457—The oldie is handed a most unusual reading by the singer over a country-styled backing. It has a nice lilt and a chance to happen via the singer's gimmicky and catchy reading. Watch it. (ASCAP)

★★★ I Listen to My Heart—(ASCAP)

**GARY PAXTON**

★★★★ Alley Oop Was a Two-Dab Man—LIBERTY 55485—Paxton does another version of the "Alley Oop" hit of some time ago. The side has a cute sound that might score with pre-teens. It features infectious rhythm with vocal chorus. (Garpax, BMI) (2:56)

★★★ Stop Twistin' Baby—(Garpax, BMI) (2:06)

**JOHNNY LOREN**

★★★★ Snake Bracelet, Painted Eyes, and a Cleopatra Wig — PHILIPS 40044 — Fine Nile sound as the lad sings a story about his gal who ears all the nonsense mentioned in the title. Great teen sound with just enough novelty appeal to attract attention. (Marna, BMI) (2:13)

★★★ Dream of Home (And My Love)—(Merrimac, BMI) (1:52)

**TERRY NOLAND**

★★★★ Long Gone Baby—APT 25065—Sweeping arrangement sparks this unusual country-pop tune about a gal who is long gone but she is still the only one he wants. This interesting disk has a sound (Dundee, BMI) (2:23)

★★★ There Goes a Girl—(Dundee, BMI) (2:54)

**MEL HENKE AND HIS ORK**

★★★★ 77 Sunset "Strip" — WARNER BROS 5295—Here's a "Stripper-type" version of "77 Sunset Strip" that could grab a lot of air exposure. The band hands it a rousing instrumental performance that moves. (M. Witmark & Sons, ASCAP) (2:22)

★★★ Oliver's Twist — (Henke - Stern, ASCAP) (2:15)

**CHUCK SEDACCA**

★★★★ Busy—SMASH 1773—A cute teen item, dealing with the cat's futile attempt to reach his gal on the phone. The line's always busy and the deep-toned bass vocal gimmick emulates the busy single. Has a chance. (Arkay, BMI) (1:57)

★★★ I Don't Wanna Know—(Arkay, BMI) (2:27)

**THE HOLLY TWINS**

★★★★ Potato Chips — RENDEZVOUS 180—Here's a cute novelty sung by the twosome. It's all about a boy who eats potato chips in the movies. Might score with the teens. (Mardon, BMI) (2:25)

★★★ Okefenokee—(Mardon, BMI) (2:03)

**THE PIPS**

★★★★ Darling—FURY 1067—A chorus of guys tells the story about "Darling—let me tell you how I love you." The chicks answer back in appealing fashion. Good beat and some listenable organ work. (Fast, BMI) (2:44)

★★★ Linda—(Fast, BMI) (2:28)

**MARILYN BRITTON**

★★★★ Big Mr. Heartbreaker—VEE JAY 2486—This is a side with an insinuating beat, and its nicely sung by the lass against strong rhythm and good piano work. Infectious quality of the beat could very well score with teens. (Tree, BMI) (2:02)

**THE DUKE EARL**

★★★★ You Left Me—VEE JAY 2560—The Duke has another ballad here. He handles the weeper type lyric well against strong backing which features strings, guitars and tympani. Can grab plays. (Conrad-Karian, BMI) (2:10)

★★★ I'll Follow You — (Cromwell, ASCAP) (2:27)

**DEL RICHARDSON**

★★★★ The Boys Night Out—MGM 3088—Here's the new movie title theme done by the lad in fine, happy fashion. The tune is appealing and is done to classy ork backing. Beat is good for Twisting. (Miller, ASCAP) (2:18)

★★★ Come Sta—(Robbins, ASCAP) (2:44)

**THE APPLEJACKS**

★★★★ Anytime—CAMEO 222—This is a bright side that should make happy tavern juke box programming. It's the old standard done in sing along style with saxes and banjos in accompaniment. (Hill and Range, BMI) (2:05)

★★★ Struttin' in the Summertime—(Kalmann, ASCAP) (2:08)

**JOHNNY (BIRD) PARKER**

★★★★ Beach Time U.S.A.—WELLS 199—This is the beach theme again, this time done to a Bo Diddley type beat. Side swings with good rhythm vocal by the lad and fine sax blowing. (Instant, BMI) (2:07)

★★★ For Goodness Sake—(Instant, BMI) (2:00)

**IVORY JOE HUNTER**

★★★★ Somebody's Stealing My Love—VEE JAY 2482—Ivory Joe sings a blues ballad here with conviction. He adds a touch of gospel to the tune and is adequately backed by horns, piano and rhythm. (St. Louis, BMI) (2:38)

★★★ You Only Want Me When You Need Me—(Roosevelt, BMI) (2:20)

**JERRY MCGEE**

★★★★ Solitude—REPRISE 20098—This pretty new tune—not the Ellington "Solitude" is played in a warm, Floyd Cramer style by McGee and the ork. It has a chance for much exposure. (South Mountain, BMI) (2:48)

★★★ Jam Up—(South Mountain, BMI) (1:51)

**DAVE KENNEDY AND THE AMBASSADORS**

★★★★ That's Where Lonesome Lives—CUCA 1093—The lad tells a sad story about himself here. His girl has left him and he's lonesome as can be. Chorus joins him in his misery. (2:17)

★★★ Little Red Rented Rowboat—(2:00)

**McKINLEY MITCHELL**

★★★★ I'm So Glad—ONE-DERFUL 4810—The chanter shouts out the news that his baby's comin' home on this emotional dinking which also features good combo and fem group support. Pounding vocal could help this take off. (Vapac, BMI) (2:18)

★★★ All of a Sudden—(Vapac, BMI) (2:30)

**BILL BRYAN AND THE GOLD TONES**

★★★★ Rocking Chair — PIKE 5913—Here's a bright upbeat ditty with touches of "Bo Diddley." The lead spouts out the message with answering phrases from the group. Has a sound which could create some interest. (Flowers, BMI) (2:17)

★★★ Wasted Words—(Flowers, BMI) (2:14)

**MARIE GLADNESS**

★★★★ Cops and Robbers—ABNER 7004—A lot of wild singing by some gals and maybe guys brings Marie on with a story of her guy who's a bad guy and a good guy, too. Fine r.&b. sound, and Marie sings with a lot of feeling. Some fancy fiddles, too. (Conrad, BMI) (2:10)

★★★ I'm Anxious—(Conrad-Irving, BMI) (2:05)

**SONNY JAMES**

★★★★ A Mile and a Quarter—DOT 16381—This is a song-story about three men who break out of Alcatraz. The tune has topical quality for it comes hard on the news stories about the recent break from the Rock. Fine country-type side here has good singing from the boy who is backed by vocal chorus and country-type combo (Lo-Ja, BMI) (2:29)

**BILLBOARD MUSIC WEEK HOT R & B SIDES**

This Last Week By special survey for week ending 8/4 Week Week TITLE, ARTIST, LABEL & NUMBER Weeks on Chart

1	5	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220.....	7
2	3	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036.....	7
3	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330.....	12
4	2	TWIST AND SHOUT, Isley Brothers, Wand 124.....	8
5	7	ROSES ARE RED, Bobby Vinton, Epic 9509.....	6
6	6	THE WAN-WATUSI, Orions, Cameo 218.....	7
7	4	I NEED YOUR LOVING, Don Gardner & Dee Dee Ford, Fire 508.....	9
8	12	PARTY LIGHTS, Claudine Clark, Chancellor 1113.....	4
9	10	HAVING A PARTY, Sam Cooke, RCA Victor 8036.....	7
10	8	SNAP YOUR FINGERS, Joe Henderson, Todd 1072.....	12
11	13	GRAVY, Dee Dee Sharp, Cameo 219.....	7
12	11	AHAB THE ARAB, Ray Stevens, Mercury 71966.....	4
13	9	ANY DAY NOW, Chuck Jackson, Wand 122.....	13
14	14	THE STRIPPER, David Rose & Ork, MGM 13064.....	4
15	16	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147.....	9
16	17	PLAYBOY, Marvelettes, Tamla 54060.....	11
17	19	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255.....	10
18	28	SHOUT AND SHIMMY, James Brown & the Famous Flames, King 5657.....	2
19	23	NIGHT TRAIN, James Brown, King 5614.....	16
20	—	LOCO-MOTION, Little Eva, Dimension 1000.....	1
21	27	LOOKIN' FOR A LOVE, The Valentinos, Sar 132.....	2
22	22	I DON'T LOVE YOU NO MORE, Jimmy Norman, Little Star 113.....	4
23	—	I JUST CAN'T HELP IT, Jackie Wilson, Brunswick 55229.....	1
24	—	MONEY, Jennell Hawkins, Amazon 708.....	1
25	21	DON'T PLAY THAT SONG, Ben E. King, Atco 6222.....	13
26	15	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418.....	11
27	20	WELCOME HOME BABY, Shirelles, Scepter 1234.....	3
28	18	BOOM BOOM, John Lee Hooker, Vee Jay 438.....	7
29	—	RINKY DINK, Dave (Baby) Cortez, Chess 1829.....	1
30	—	STOP THE WEDDING, Etta James, Argo 5418.....	1

★★★ Just One More Lie—(Marson, BMI) (2:20)

**BOBBY BARNETT**

★★★★ Last of the Angels — REPRISE 20009—Attractive country weeper is sung with warmth and feeling by the singer, aided nicely by the chorus and ork support backing. Good side for the market. (Tree, BMI) (2:10)

★★★★ Crazy Little Lover—Bright novelty effort is sung with feeling by the chanter over good pop-country support. Could grab coins in the field. (Tree, BMI) (1:58)

**GEORGIE RIDDLE**

★★★★ Let Me Go—UNITED ARTISTS 394—This is a weeper that's sung with good feeling by the lad. It's a quick-stepping tune that features excellent vocal backed by country fiddles and guitar work. Good country side. (Glad, BMI) (2:26)

★★★★ Little Heartbreaker You — The lyric here works in a bit of "One Little Indian" idea with some fine country-type switching around. The side is spiritedly sung by the lad with strong backing by country instrumentation. (Glad, BMI) (1:55)

**BOB JENNINGS**

★★★★ I Know Three's a Crowd—UNITED ARTISTS 446—A soft-slow, pleading weeper. The lad's lost the lass and he sings this country ballad in convincing style. The backing features some fine piano work and a vocal chorus. (Four Star, BMI) (2:20)

★★★ Are You Forgetting?—(Tree, BMI) (2:07)

**★★★ MODERATE SALES POTENTIAL**

**GARY CHARGE**

★★★★ Peaches and Cream (Daywin, BMI) —★★★★ I'm All Grown Up Now (Law, BMI) BLUE DIAMOND 3215

**RICKI ANDERS**

★★★★ Crazy Little Lover (Kalmann, ASCAP) (1:51) —★★★★ Dancin' Party (Kalmann, ASCAP) (2:23). TWIN HITS 2019

**GEORGE TUCKER**

★★★★ I Remember Moonlight Beach (Hill & Range, BMI) —★★★★ Moonlight Beach (Hill & Range, BMI). JUBILEE 5430

**BERT CONVOY**

★★★★ Nee-No-Nah-Nee (Cornell, BMI) (2:25) —★★★★ Renata (Maxwell, BMI). MOONGLOW 212

**FIVE DU-TONES**

★★★★ The Flea (Vapac, BMI) (2:31) —★★★★ Please Change Your Mind (Vapac, BMI) (2:35). ONE-DERFUL 4811

**CAMMY COLLINS**

★★★★ Johnny Get Angry (Tod, BMI) (2:33) —★★★★ Sealed With a Kiss (Post, ASCAP) (2:34)

**BENNY SPELLMAN**

★★★★ Every Now and Then (Mint, BMI) —★★★★ I'm in Love (Mint, BMI) (3:00). MINT 652

**JOE SCOTT**

★★★★ The King Bee (Lion, BMI) (2:22) —

(Continued on page 36)

**Hits-A-Poppin'!**

**"DANCING SHADOWS" THE CORSAIRS**

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**"YOU CAN'T JUDGE A BOOK BY THE COVER"**

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Chess #1820

**"RINKY DINK"**

DAVE (Baby) CORTEZ

Chess #1829

**"STOP THE WEDDING"**

ETTA JAMES

Argo #5418

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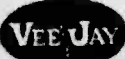
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## the Contours

GORDY #7005

TAMLA/MOTOWN RECORDS



● **Reviews of New Singles**

● *Continued from page 34*

★★★ Pickin' Heavy (Lion, BMI) (2:22) PEACOCK 1913

JOE FRANK AND THE KNIGHTS  
★★★ Carol (Singing River, BMI) (2:22)  
—★★★ Be My Love (Singing River, BMI) (2:05). CENTURY LIMITED 511

THE FOUR COINS  
★★★ Wish You Were Here (Florence, ASCAP) (2:43)—★★★ One Red Rose (Leeds, ASCAP) (2:28). JUBILEE 5429

BRUCE CHAMBERLAIN  
★★★ Don't Push Your Luck (Great American, BMI) (1:35)—★★★ No Love Have I (Great American, BMI) (1:41). HIT 668

RICKI ANDERS  
★★★ The Wah-Watusi (Kalmann, ASCAP) (2:20)—★★★ Speedy Gonzales (Budd, ASCAP) (2:34). TWIN HITS 2018

PAUL STEFEN AND THE ROYAL LANCERS  
★★★ Say Mama (1:28) — ★★★ I Fought the Law (2:05) CITATION 5003

PETE REEVES  
★★★ Wolverton Mountain (Painted Desert, BMI) (2:46) — ★★★ Limbo Rock (Twist, BMI) (1:45) TWIN HITS 2016

VERSATILE FOUR  
★★★ Never Say (Pakyan, BMI) (2:12)—★★★ Every Other Night (Vanno, ASCAP) (2:05). UNITED ARTISTS 476

THE HARMONY BROTHERS  
★★★ Lock on the Old Back Door (Lycor, BMI) (1:44)—★★★ Remember Me (I'm the One Who Loves You) (Hill & Range, BMI) (2:21). BOBBIN 138

THE DOWNBEATS  
★★★ Ballad of Paladin (Time, BMI) (1:46) — ★★★ Little Diane (Disco, ASCAP) (2:19). TWIN HITS 2020

ORBEY WILSON  
★★★ Hey There Mountain (Aldon, BMI) (2:35) — ★★★ Say It Again (Cedarwood, BMI) (1:57). LIBERTY 55483

SUNDAY SMITH AND EDDY STAPLETON  
★★★ Hot Toddy (ASCAP) (1:40)—★★★ Queen Everyday (Amphora, BMI) (2:20). DECORA AMPHORA 1025

SAMMY MARSHALL  
★★★ Little Girl (Biggs, BMI) (2:10)—★★★ Square Dance Shuffle (Biggs, BMI) (2:29). SHOW 2244

AL (TNT) BRAGGS  
★★★ You're Something Else (Don-Kan-soma, BMI) (2:22) — ★★★ Easy Rock (Lion, BMI) (2:35). PEACOCK 1918

JIMMY LEWIS  
★★★ Goodby Sorrow (Cupid, BMI) (2:10) — ★★★ Teen-Age Sister (Cupid, BMI) (2:30). CYCLONE 123

THE CONTOURS  
★★★ Do You Love Me? (Jobete, BMI) (2:49)—★★★ Move, Mr. Man (Jobete, BMI) (2:15). GORDY 7005

THE CAL-CONS  
★★★ Daddy Cool (Brown-Green, BMI) (2:47) — ★★★ Mash Potato Party (Brown-Green, BMI) (2:13). ALLRITE 621

JAMES YANCEY  
★★★ I Need Some One (E & M, BMI) (2:15) — ★★★ Uncle Bum (E & M, BMI) (2:30). ZONE 1500

CLAUDE McLIN  
★★★ You Are Nobody Until Somebody Loves You (Southern, ASCAP) (3:00)—★★★ More Than You Know (Miller, ASCAP) (2:55) ALLEGRO 1464

JAY EPAE  
★★★ Hokey Pokey Jolly Gully (Emarcy, ASCAP) (2:46) — ★★★ The Jungle Speaks (Emarcy, ASCAP) (2:46). MERCURY 71973

EARL THOMAS  
★★★ Evergreen Love (Jimmie Davis, BMI) (2:43)—★★★ Blue Daylight (Jimmie Davis, BMI) (2:40) PHILIPS 40045

LITTLE MAXINE  
★★★ If Only You Could Know (Tulip Time, BMI)—★★★ How Long? (Tulip Time, BMI). TULIP 8897

THE IVY LEAGUE TRIO  
★★★ Deep Blue Sea (Northern, ASCAP) (2:45)—★★★ Winkin' Blinkin' and Nod (Ryersoo, BMI) (3:00)

RONNIE THOMPSON  
★★★ If by Chance (RSVP-Davijo, BMI) (2:40) — ★★★ Cold Hearted (RSVP-Davijo, BMI) (2:30). SOOZEE 113

JIMMY POWELL  
★★★ Dance Her by Me (LeBill, BMI) (2:30)—★★★ When Will You Say I Love You (Brakebury, BMI) (2:20). LONDON 9545

MARCY JO  
★★★ I'm a Dreamer Aren't We All—

JOHNNY SOUTHERN  
★★★ I Will Get By (Hara, BMI) (1:50)  
★★★ In the Middle of a Lonely, Lonely Night (Rumbalero, BMI) (1:50). LIBERTY 55482

DUB DICKERSON  
★★★ Name Your Price (FNT, BMI) (2:23)—★★★ Its About to Get Me Down (English-Big World, BMI) (2:20). SIMS 127

BILLY JONES  
★★★ Teen-Agers Dream (Cana, BMI) (2:04)—★★★ The More I See of You (Alison, ASCAP) (1:58). CARELEN 7

RUDY MARTIN  
★★★ Our Last Dance (Taui, Lord, BMI) (1:58)—★★★ Tambourines and Big Bass Drum (Carsey-Minute, BMI) (2:08). CRY-STALETTE 751

RUSS RAYMOND  
★★★ Playing the Role (Worthwhile, BMI) (2:50)—★★★ Chosen Few (Worthwhile, BMI) (2:38). AMY 855

MIKE AND THE RAVENS  
★★★ I've Taken All I Can (TeePee, ASCAP)—★★★ Mr. Heartbreak (TeePee, ASCAP). EMPIRE 1

TROY DODDS  
★★★ Down in Tennessee (Penthouse, BMI) (2:40)—★★★ (Let's Do It Again) Anniversary Twist (Penthouse, BMI) (2:05). PENTHOUSE 0101

THEER CHASTAIN  
★★★ House of Blues (Danamos, ASCAP) (2:15)—★★★ You Hold My Heart in Your Hand (Danamos, ASCAP) (2:25). SOMA 1190

★★★★ **STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

BOBBY AUSTIN  
★★★★ Let It Ring—CAPITOL 4814—A powerful weeper with a country air is handed a sock performance by the singer over catchy backing by ork and chorus. This could move out in both pop and country. (Pamper, BMI) (2:23)

★★★★ I Wouldn't Know Where to Begin—On this side the chanter sings a heart-breaker with deep feeling and the combo work is appropriate. A touching tune that shows off some tender work on Austin's part. Two sock sides. (Central, BMI) (2:25)

(Continued on page 41)

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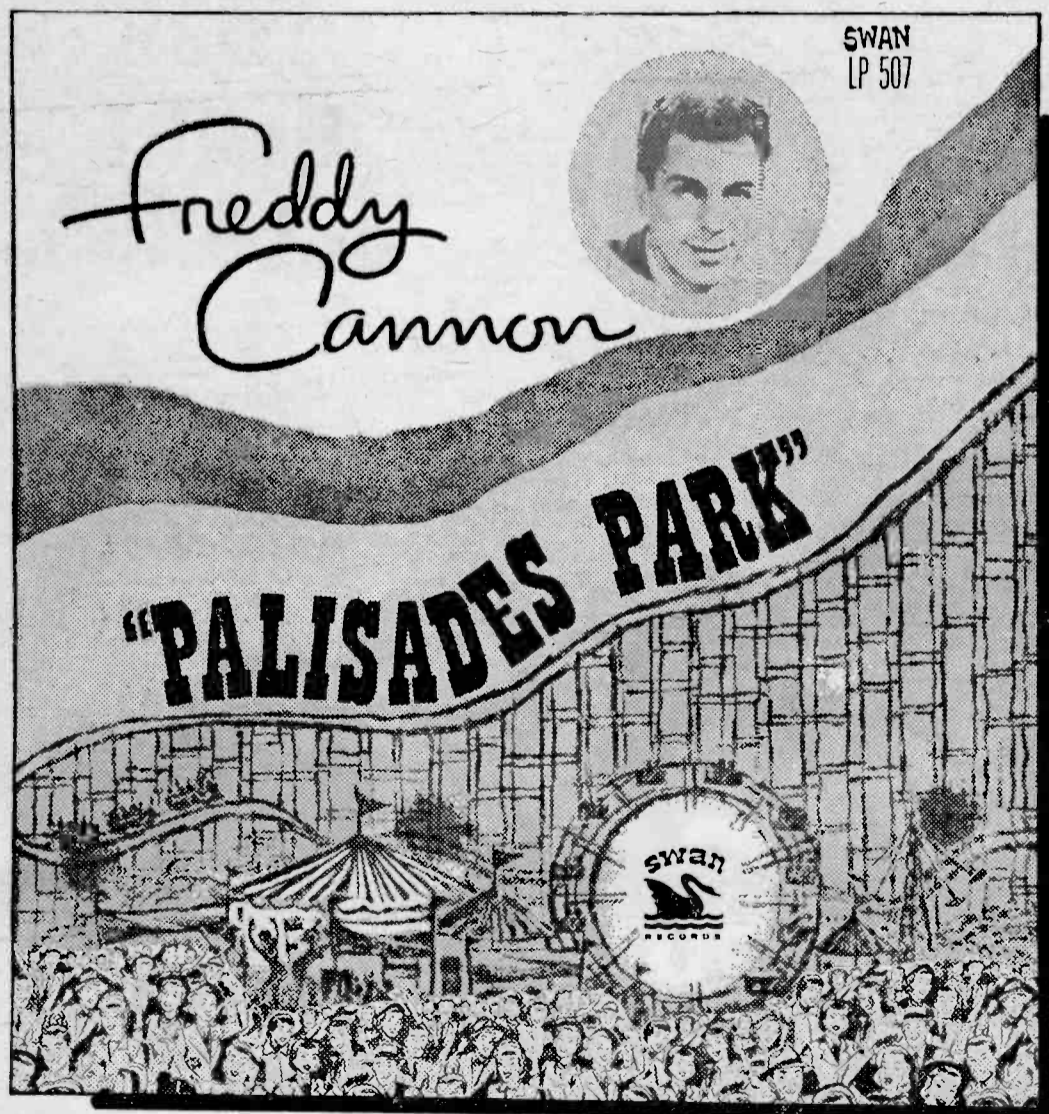
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# MUSIC AS WRITTEN

• Continued from page 25

exclusive East Coast user of Polymax anti-static pressing compound. . . The Havens, local New Haven, Conn., vocal group, has signed with Capitol Records. . . Claude Thornhill back in the band business with an outfit at the Hotel Peabody, Memphis. . . Della Reese to England for TV filming and a record date for RCA. A p.a. at the Flamingo, Las Vegas, follows that. . . Composer Johnny Richards will intro new composition at Indiana U. Midwest Festival of Jazz August 17-19.

Johnny Farrow, David Greenman and Juggy Gayles of Joy Records, spreading the word through 25 cities. . . Little Joey and the Flips, the "Bongo Stomp" makers, off on first round of concert and club dates. . . "At Home With Jazz" is new film made by the Jazz Arts Society. . . The Fantastic play the Encore Theater, Chicago, through August 5. . . Mercury signed Harold Ward. . . Robert Maxwell and Emanuel Vardi formed Varmax Productions. First outing getting action is "My Daddy Is President" on Kapp.

Record number for the Philips disk of "Mama He Treats Your Daughter Mean," by Ruth Brown, is Philips 40056.

Sidney Siegel, of Seeco, in Europe for talks. . . Harry Weiss, of Plaza Records, coming here to set up offices. . . Ahmad Jamal into the Embers through September 1. . . Julia Records has new offices in Elizabeth, N. J. . . Amy Records has signed singer Russ Raymond. JACK MAHER

## Chicago

Vic Damone, currently appearing at the Sahara Inn, is aiming for a Capitol album to be recorded at the Sahara, with the orchestra conducted by Frank York. The orchestra is one of the top showbacking bands seen here in a long time.

Sig Sakowicz, of several local stations, is off to French Lick, Ind., and probably has his tape recorder with him. . . The Leon Sash Quintet is currently appearing at the Velvet Heart Room of the Guest House in suburban Franklin Park. The group features three accordions, Sash's jazz accordion lead plus a bass accordion and a cello accordion.

Phyllis Diller is next to open at the Melody Top summer theater. She'll star in "Wonderful Town," opening July 30 for a two-week stanza. . . The New Red Arrow in suburban Stickney, Ill., has signed Franz Jackson and His All-Stars for Saturday night stints at the club. He recently completed a five-year run at the club under the old management. . . Gala premier festivities are being planned by the Playboy Club for the opening of its two latest entries: St. Louis, September 20, and New York, October 11. The Los Angeles club is already under construction.

Philips Records held a "Coketail-cocktail" party this week at the Surf Theater to promote the original sound-track album, "Le Voyage En Balloon," from the movie "A Stowaway in the Sky." Industry reps as well as their wives and children were invited. . . Allstate Distributors and the Sutherland Lounge held a press gathering in honor of Red Prysock.

The Chicago Chapter of NARAS held a monthly meeting this week and the discussion topic was "Are Records Better Than Ever?" Part of the discussion touched pre-1950 disks and some were played to place emphasis on the speaker's attitudes. . . Bob Newhart will have a new Warner Bros. album on the counters this fall. It's called "The Button-Down Mind on TV." . . The Gigi Room of the new posh Sahara Inn brought in its new bill headlined by Vic Damone.

Johnny Hartman, who recently closed at the Playboy Club, was signed during his run here by Columbia Records. . . And Jerry Van Dyke, currently at the Playboy Club, was signed by Joe Pasternak to take one of the lead roles in the forthcoming film by M-G-M, "The Courtship of Eddie's Father."

STEVE SCHICKEL

## Philadelphia

Summer season finds for the first time in years a marked interest in the "big band" for dance promotions with two major eating spots turning dance hall for the experiment. The Four Chefs, a giant catering establishment in the Frankford section of the city, scheduled a series of seven Thursday night dances, kicking off with Si Zentner who attracted 700 dancers for the inaugural. Promoted by Al and Bob Backauskas, owners of the establishment, they had WRCV's Jack Pyle emceeding with the station doing a remote from the spot.

MAURIE ORODENKER

## Pittsburgh

Carol Burnett and her revue launched the season with a fabulous gross of \$116,000—a new high for any musical attraction in Pittsburgh history. . . Lloyd Price heads a package of 17 entertainers at the Peppermint Lounge West on August 16.

Sales are perking for Al Alberts' new President recording of "Till Then I'll Never Love Again." . . Woody Woodbury canceled his Horizon Room date in September, but the club has booked Carmen Cavallaro for his first date at the big Airport Room in November to be followed by Earl Grant.

Charlie Feldman, head of Cosnat Records, and Fred Cename, owner of the Ankara night club, tossed a party at the Ankara for Dick Roman, who has an area hit here in "Theme From A Summer Place" on the Harmon label. . . Keely Smith is asking \$17,500 for a week in October at the Holiday House. . . Bobby Vinton's new Epic LP, "Roses Are Red," is really doing well here. His "Roses Are Red" single has topped 100,000 in Pittsburgh sales alone. LEONARD MENDLOWITZ

## Henri Rene Swings

• Continued from page 8

"Mademoiselle Modiste," "Babes In Toyland," "Roberta," "The Student Prince," "The Vagabond King," among others.

Each operetta covers one side of an LP, about 22 minutes, and is a miniature reproduction of the original work, with overture, solo tunes, ensembles and finales. Rene handled the arranging and the orchestrations, with Chuck Gerhardt producing and Lehman Engel conducting. About 2,500 pages of orchestra score were needed to provide the background for the flock of operettas. To make the recordings 25 singers, among them Anna Moffa, and 55 musicians were used.

Rene, Gerhardt, and Engel, are flying to London this month, with the leading soloists to record six more operettas for the English Reader's Digest package. These are "No No Nannette," "The Chocolate Soldier," "Bittersweet," "White Horse Inn," "Countess Maritza" and "The Gypsy Baron." Meanwhile, Rene, now in California with his bride June, has just had an album issued on the Decca label called "Paris Loves Lovers."

## Cincinnati

Ralph Marterie, sporting a brand-new band and a new book clefted by writers Bill Potts and Mannie Albam, closed a four-day stand at Coney Island here ended Sunday (29) and departed for Buckeye Lake Park, Buckeye Lake, Ohio, and Cleveland, after which he hopes to keep alive with a string of Midwestern dates. The unexpected developments in the MCA case sort of left him sitting on the lot, Marterie says. He reports satisfactory action on his new United Artists album, "Marterie Plays Again." . . A new label, Saxony Records, headed by Bud Reneau, Paul Trefzger and Joe Sheets, made its bow here recently. Firm's initial releases are "Whenever I Get Lonely" b.w. "That's the Way," by Rollie Willis and the Contenders, and "Times Is Tough" b.w. "There Must Be a Way," by the Cabarets.

Betty (Kapp) Maier, who formerly handled the press for a number of niteries in the area and for the last 12 years a resident of Las Vegas, has mended from a five-year illness and is handling publicity for the Mary Kaye Trio and the Bernard Brothers. . . The Cincinnati Summer Opera Association ended its four-week season (its 42d) at the Cincinnati Zoo Sunday (15) with an all-time record gross of \$136,000, a 25 per cent increase over the 1961 take. The association expects to wind up with a \$25,000 surplus. Last year's season wound up with an \$80,000 deficit. . . Hugh Watkins, of Acme Records, in town last Wednesday (18) to promote the wares of the Torques, a six-piece instrumental group plus three male voices. Their first on the Acme label, cut recently at the Bradley Studios, Nashville, is "Sticky," Parts I and II. Mike Thompson and Bob Remington did the writing. . . The Cozy Cole Quintet began a fortnight's stand Monday (23) at Mel Herman's Living Room downtown. . . Pianist Saul Striks, formerly with Sumthin' Smith and the Redheads, concluded an extended stay at the Living Room Saturday (22).

BILL SACHS

## Boston

Many Bostonians are complaining this year because the famed Castle Hill concerts in Ipswich are limited to only three nights with room for only 500 on each occasion. Also because the charges are \$20 a couple and \$10 single. Last year George Wein ran the show, but passed it up this time. He had big name bands and noted artists.

Ken Capurso, music director of WHYN, took part on the "Tonight" show with Jimmy Dean and did "Sounds of a Mambo Record." So far he has no agent. . . Vaughn Monroe opens at the Surf Club in Revere and will do interviews with deejays for the date. He's on Dot label.

Ernie Moresco, Dot artist, in town to push "Mary Jane," and "Down on the Beach," and both sides appear to have caught on here. . . Bobby Gordon, also with Dot, around promoting his "Old South, New Sound."

Sammy Dale and his orchestra have completed 14 years at the Statler Hilton. The hotel is booking acts for its Terrace Room show next season. Vicky Autier, French pianist, has been signed, and there is talk of Russell Nye, Toni Arden, Florian Zabach, Hildegard and Kitty Kallen. . . Pat Rainey, Boston's internationally renowned chanteuse, is seeing lots of bachelor Earl Wilson, no-hit pitcher of the Boston Red Sox. Pat missed a good chance to work for Sammy Davis Jr. when she bit on a stone in a beef pie and broke several teeth.

Bert Johnson, public relations chief for Dumont Distributing, has taken his wife and has gone on a trip to Sweden. Dumont is making hay out of its large list of record artists performing at the Brockton Fair. These include Joe Dowell of the Smash label, Linda Scott of Congress, Bobby Vinton of Epic and Freddy Cannon of Swan. . . Four of the local musical tents opened the season with non-musical productions and found generally that straight plays just don't go in the round. Biggest trouble was the sound systems. CAMERON DEWAR

# Hits of the World

• Continued from page 16

This Week	Last Week	Title	Artist
3	3	TEENAGE SENORITA—	Teddy Randazzo (ABC-Paramount)—Dyna Products
4	3	GOODNIGHT IRENE—	Jerry Reed (Columbia)—Mareco
5	8	PLAYBOY—	Marvelletes (Hi-Fi)
6	7	BREAKING UP IS HARD TO DO—	Neil Sedaka (RCA)—Filipinas
7	6	SEND SOMEONE TO LOVE ME—	Steve Lawrence (United Artists)—Mareco
8	10	WAH-WATUSI—	The Orions (Cameo)—Dyna Products
9	9	SPEEDY GONZALES—	Pat Boone (Dot)—Mareco
10	—	ROME ADVENTURE—	Della Reese (RCA)—Filipinas

## PORTUGAL

This Week	Last Week	Title	Artist
1	—	A GUERRA DE 1908—	Raul Solnado (Parlophone)
2	6	ESPERANZA—	Nino De Murica (Festival)
3	3	5 A 3—	Mario Simoes (Alvorada)
4	—	MARCA DOS BI-CAMPEOES—	Conj. Sem Nome (Decca)
5	—	LADO A LADO—	Simone De Oliveira (Alvorada)
6	4	PERDOA-ME PELO QUE TE QUERO—	Oriando Dias (Parlophone)
7	—	PERDAO PARA DOIS—	Cauby Peixoto (RCA)
8	5	MULTIPLICATIONS—	Bobby Darin (Atlantic)
9	1	LA NOVIA—	Antonio Prieto (RCA)

This Week	Last Week	Title	Artist
10	—	LOVER COME BACK TO ME—	Brenda Lee (Brunswick)

## SPAIN

(Courtesy Discomania)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PERDONAME—	Duo Dinamico (Voz Amo)—Del Sur
2	2	LOVE ME WARM AND TENDER—	Paul Anka (RCA)—Hispavox
3	5	A STEEL GUITAR AND A GLASS OF WINE—	Paul Anka (RCA)—Hispavox
4	4	LINDA MUCHACHITA—	Connie Francis (Hispanovox)—Hispanovox
5	3	BALADA DE LA TROMPETA—	Los 5 Latinos (Fontana)
6	6	EL TERCER HOMBRE—	Duo Dinamico (Voz Amo)—Del Mundo
7	7	DANCE ON LITTLE GIRL—	Paul Anka (Hispanovox)—Hispanovox
8	—	MARY CARMEN—	Duo Dinamico (Voz Amo)—Del Sur
9	9	MULTIPLICATION—	Bobby Darin (Belter)
10	—	DIME POR QUE—	Duo Dinamico (Voz Amo)—Del Sur

## SOUTH AFRICA

(Courtesy Radio S. Africa & Lourenco Marques)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	WONDERFUL LAND—	The Shadows (Columbia)—Francis Day
2	9	JOHNNY & THE MERMAID—	Johnny Kongas & the G-Men (RCA)—Southern
3	2	DO YOU WANT TO DANCE—	Mickie Most (Rave)—R. Mellon
4	1	TELL ME WHAT HE SAID—	Helen Shapiro (Columbia)—Ardmore-Beechwood
5	8	DREAM BABY—	Roy Orbison (London)—Acuff-Rose
6	3	LANGUAGE OF LOVE—	John D. Loudermilk (RCA)—Acuff-Rose
7	4	NORMAN—	Sue Thompson (Continental)—Acuff-Rose
8	10	QUANDO, QUANDO, QUANDO—	Pat Boone (Dot)—Witmark
9	—	ADIOS AMIGOS—	Jim Reeves (RCA)—M.C.P.S.
10	—	FOLLOW THAT DREAM—	Elvis Presley (RCA)—Belinda

# George Wein Jazz Festival Set for Cincy

CINCINNATI — Arrangements have been completed for the Ohio Valley Jazz Festival to be presented at Carthage Fairgrounds here, August 24-26, with George Wein producing. Dino Santangelo, Cincy press agent, is fronting the local promotion for several anonymous backers.

Opening night's features will be Duke Ellington, Dave Brubeck and Louis Armstrong. Other jazeers tentatively set are organist Jimmy Smith, Joe Williams, Maynard Ferguson's band, Gerry Mulligan, Carmen McRae and Sonny Rollins. Others being considered, according to Wein, are Thelonious Monk, Nancy Wilson, Charles Mingus, Stan Getz, Clara Ward's Gospel Singers, Anita O'Day and Mark Murphy. Father Norman J. O'Connor, Paulist chaplain at Boston University and well-known jazz authority, will emcee the proceedings.

Original plans to use the fairgrounds grandstand's 2,500 seats, plus 4,000 chairs on the race-track where stymied for a time early last week when Don Hunter, city building commissioner stated that the jazz fest patrons would be restricted from the grandstand. He stated that the old stands could accommodate a "normal, sedate gathering," but that there is no assurance that they would stand up under a stamping and stomping jazz crowd.

The city dads relented, however, and granted permission to use the fair's grandstand provided the crowd in the stands is limited to 2,600, that they do not smoke and that the police stop the show if any stomping of feet occurs during the performance.



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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.

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3	4	—	Voice of Music (V-M)	12.7
4	7	6	RCA Victor	12.3
5	2	3	Webcor	5.6
6	—	7	General Electric	5.3
7	—	—	Admiral	4.6
Others				17.7

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.

5/5/62 Issue: Capitol (5); Motorola (6); Arvin (8); Philharmonic (8); Zenith (8).

2/3/62 Issue: Motorola (4); Capitol (5).

**Novel Proposal Offers Dealers  
Protection Against Overstock**

ST. LOUIS—A realistic method of protecting dealers and at the same time holding on to those dealers who have not yet gone entirely over to one-stops, has been proposed by Norm Wienstroer, head of Norman Distributing Company here.

Wienstroer has instituted a change from the normal 5 per cent return on singles to a 100 per cent return policy. In return for that, the dealer takes 5 cents less credit for unsold records than the price he paid for them. In like manner

the distributor also takes a 5-cent rap in returning singles to the manufacturer.

**Diskery Covered**

The 10-cent margin involved thus at least covers the manufacturer on his pressing cost for a single.

"The crux of the offer is that dealers have a 100 per cent protection for a small premium for those records that are returned for credit," Wienstroer pointed out. "When they pay a premium price at a

(Continued on page 40)

**30 DISPLAYS  
OF HI-FI UNITS  
IN BOSTON SHOW**

BOSTON—The first New England high fidelity music show will take place at the Mid-Town Motor Inn here, September 21-23. More than 30 separate displays will show many varieties of new stereo components.

Special exhibits will include a "kit" clinic where onlookers may watch kits being made into working units. Experts will explain how to build kits and will answer questions on construction techniques. Another feature of the show will be laboratory test apparatus showing.

Those attending will be free to bring in their own amplifiers for professional check-outs.

Boston station WCRB will conduct live stereo auditions, providing attendees with a chance to hear their own voices in stereo. In addition, there will be door prizes of many types of equipment. A trade and press preview will be held Thursday, September 20.

**Motorola Program  
Offers Variety of  
Aids for Service**

CHICAGO—"Operation Service Aids" is a new dealer service program, inaugurated by Motorola Inc., under which many new service aids will be made available to the service fraternity.

Included in the new service, aimed for the nation's more than 60,000 phono, radio and TV outlets, are such diverse items as service uniforms in blue and gray, tube totes, identification materials and promotion matter, such as back-of-set stickers, door-knob hangers, matchbooks and other advertising devices.

Under a promotional plan operating during the summer, service dealers and servicemen can obtain the aids as premiums with the purchase of Motorola tubes and other parts.

The plan is so complete that even letterhead stationery, business cards and want lists are included in the material offered.

**Ford Stereo Auto  
Display Highlight**

NEW YORK—A "concert hall on wheels," sponsored by the Ford Motor Company, will be a feature exhibit at the forthcoming New York High Fidelity Music Show. The show will be held October 2-6 at the New York Trade Show Building.

The Ford display will be highlighted by an auto, fitted out for FM reception, to tie in with the theme of the show—"A new dimension in sound... FM stereo." The car utilizes a new type rear-seat speaker called a reverberator, to produce a stereo-type sound in car radio music. The reverberator, utilizing a separate amplifier, reproduces a second set of sound waves, delayed by three one-thousandths of a second over the original signal.

Raymond Pepe, president of the Institute of High Fidelity Manufacturers, sponsor of the show, said:

**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.

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

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

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

Buy seven, get one free on entire album catalog.

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

Buy seven, get one free on entire album catalog.

**SUN**—Expires August 16, 1962. Started July 16, 1962.

Buy 10 LP's of any selection and get two of the same selection free. Affects entire Sun catalog.

**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.

**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.

**ATLANTIC-ATCO**—Expires August 31, 1962. Started July 1, 1962.

Fifteen per cent discount on new album releases plus entire catalogs of both 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.

**UNITED ARTISTS**—Expires August 31, 1962. Started June 27, 1962.

Label is offering 10 per cent discount on all new releases. Available through distributors.

**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.

**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.

**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.

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

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

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

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

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

One LP free for every five purchased.

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

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

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

One free LP for every five purchased.

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

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

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

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

**Road to Accessory Sale  
Often an Offbeat One**

CLAYTON, Mo.—Asking customers who complain of poor sound reproduction to bring any unsatisfactory records for a demonstration of proper cleaning accessories is helping sell around \$7,500 worth of record accessories every year for the High Fidelity Showroom here.

John Marshall, owner, feels that few record retailers put enough emphasis on accessories, not only for the extra profit involved, but because they keep the customer sold on his phonograph he has purchased.

"We also plan to feature other forms of transportation utilizing high fidelity components. These will dramatically illustrate the great potential of this new sound in entertainment."

For that reason an eight-foot display case alongside the cash register, where every customer must pause at least briefly when entering the big Missouri dealership, displays a \$2,000 stock of accessories, all of which are ready for active demonstration.

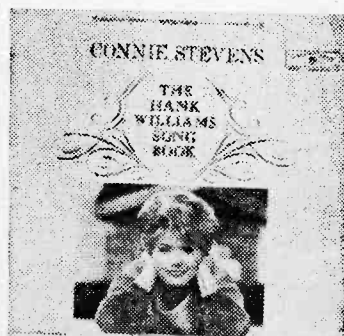
In the accessories inventory are special lightweight phonograph arms, static brushes, static cloths, cleaning pads, magnetic equipment, record changer covers for turntables, delicately balanced leveling arms, cartridges, timers, cases, record albums and racks, aerosol spray cleaners and other items.

With this array of accessories thus prominently shown, it is standard procedure for every salesman to bring up the subject of accessories as soon as a customer enters the store. (Continued on page 40)

**ALBUM COVER OF THE WEEK**



**A SUP OF GOOD WHISKEY—IRISH DRINKING SONGS**—Patrick Galvin, Offbeat OLP 4022. Kenneth R. Deardoff designed and photographed this eye-catching jacket. The attractive cover should draw business to the purveyors of spirits as well as record stores interested in leading customers to the specialty sections.

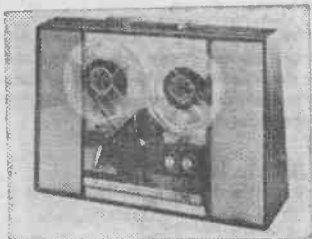


**THE HANK WILLIAMS SONGBOOK**—Connie Stevens, Warner Bros. WS 1460. A most appealing full-color cover photo of the pretty blond songstress by Gene Trindl. The photo, predominantly in vivid colors of pink, yellow and orange, is attractively set on a white background. Potent display material for pops counters and windows.



## NEW DEALER PRODUCTS

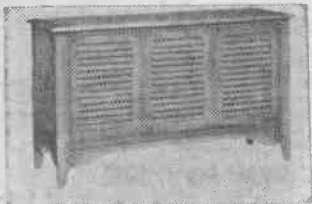
### Telectro Makes Changes



The new Telectro Model MS123 is one of four new

tape recorder units embodying new styling changes, based on the precept that the tape recorder is part of the standard decor of a room and not something to be hidden. Fine, clean-cut, modern lines are featured in the housing which provides for two-speed, four-track stereo playback and four-track monaural record and playback. Suggested list is \$179.95.

### 'Silent Listening' Console



Model S 373 (the Squire) is one of four new console phonos recently announced

by Clairtone Sound Corporation of Canada. The unit has built-in FM stereo, a 50-inch cabinet in early American styling and contains Clairtone's silent listening feature, which incorporates special sockets for Clairtone's own stereo headphones and an accompanying speaker silencer switch. The stereo phones are available separately.

### 'Drop-In' V-M Tuners



V-M has introduced this new Model 1451 AM, FM

and FM stereo "drop-in" radio tuner. The new unit can be dropped into most current VM console models. It features separate tuning and function controls and high impedance output jacks for connection of dual channel amplifier. Retail guide price has been set at \$99.95.

### Road to Accessory Sale Is Often Offbeat One

Continued from page 39

tomer has made a record or a phonograph purchase.

#### No Hard Sell

Marshall deliberately underplays the salesmanship angle. The customer is always told that in buying a new, sealed record he is getting a disk in absolutely perfect condition. He is told it will give him satisfaction until it becomes scratched, dust collects in the grooves, or other problems arise.

Then the salesman points to the accessories display and simply says, "That's what this accessory equipment is for—to keep your record, and your phonograph, at its absolute best. Remember that if you have any problems."

Women have proved surprisingly easy to sell on accessories. They often buy up to as much as \$35 worth—to add to the usefulness of, say, a \$400 phonograph. The point which makes possible such sales is to remind women that they must constantly keep the family automobile up with proper attention and maintenance and indicating that the phonograph needs the same sort of care. This makes sense to the better-income customers, says Marshall.

#### Offbeat Approach

Marshall, who does one of the St. Louis area's biggest record volumes, likes to be somewhat offbeat in the techniques used to sell his customers. One of his most unusual steps, both in selling records, phonographs, or even accessories, is to invite the customer to sit down with the salesman in a large, comfortable lounge, furnished with an exceptionally large

### Webcor Forms Own Components Division

CHICAGO—Webcor, Inc., has formed a components division. The new division has been organized to make available the firm's complete line of stereo tape recorder decks, record changers, and related accessories and components through established sales representatives in the radio and electronics field.

New models of disk changers and tape decks are being added to the line, which will also include for the first time tuners and amplifiers, according to marketing vice-president, James McLaughlin.

McLaughlin said the new division will enable Webcor "to better serve the growing stereo component field and also pioneer in the development of a vast untapped potential market."

number of tile-type coffee tables. Magazines of interest to audiophiles and music lovers are scattered over the tables. The customer is somewhat surprised when the salesman, after talking about a particular record, takes it out of stock, and suddenly places the record on the coffee table stool, at one end—where it begins playing.

The secret, of course, is that inconspicuous turntables are built under the coffee tables, projecting through to the top, with controls set back two inches or so from the underlip of the table. There, volume, treble-base adjustments and so on are completely out of sight. Connected by nearly invisible, fine wire to speakers around the lounge, any of five coffee tables thus is an actual phonograph, a gimmick which not only amuses customers, makes sure that they talk about the experience to friends, but also has resulted in orders for custom-made coffee-table phonographs.

### Novel Proposal

Continued from page 39

one-stop for this same protection, it means less profit on each sale. With my policy, they pay a premium only on the records unsold and make their full mark-up on everything they sell.

#### Cites Advantages

"I see these advantages: First, dealers get 100 per cent protection and the worst that can happen is that they take a 5 per cent mark-down on unsold singles. Most dealers consider overstock their most important problem and many desirable dealers have discontinued singles for this reason.

"Second, distributors can get far greater exposure for manufacturers and sell more singles. Distributors can keep dealers from going to a one-stop for this protection against overstock.

"Finally, for the manufacturer, it would at least give him back the cost of making the record that was never sold. As it is, they eventually take them back on a full credit basis from distributors.

"So far, my dealers are going for the idea and I hope the policy can be picked up by other distributors. It would be a help, too, if manufacturers would agree to go along with the plan."

### Moonglow Exec to Europe

HOLLYWOOD—Ray Maxwell, of Moonglow Records, has taken off on an extended tour of Europe and will conduct meetings at his firm's European headquarters in Belgium. Label currently has "There She Goes," by the Paramours in release. Its subsidiary music firm, Ray Maxwell Music, has "Renetta" in the No. 3 spot on Italy's chart.

FROM



# FREE RECORDER PROGRAM

Offer Opens July 25th—Closes Sept. 15th

RECORDERS

COMPLEMENTING ACCESSORIES

DEAL #1

FREE FOR 120 TAPES



**SONY 262 D**  
A stereo tape transport erase & record, playback heads. Add on electronics for recording 4 trk stereo.  
MFG. SUGG. LIST \$89.50

DEAL #2

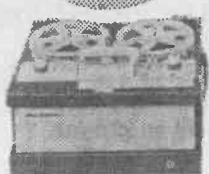
FREE FOR 240 TAPES



**V-M 735**  
Portable 3 speed stereo-playback & "add a track" feature on record.  
MFG. SUGG. LIST \$199.95

DEAL #3

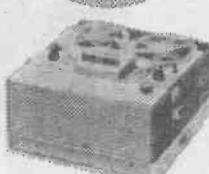
FREE FOR 260 TAPES



**V-M 720**  
Records & playback monaurally on 4 trks. Plays 1/2 & 3/4 trk stereo tapes. Features unique "add a track."  
MFG. SUGG. LIST \$225.00

DEAL #4

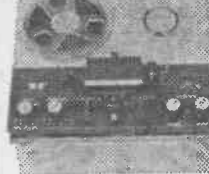
FREE FOR 300 TAPES



**V-M 722**  
Records 1/2 trk stereo & monaural tapes. Plays 2 trk & 4 trk stereo. V-M "add a track" features twin mikes included.  
MFG. SUGG. LIST \$259.95

DEAL #5

FREE FOR 400 TAPES



**AMPEX 1250**  
Unmounted 4 trk stereo, monaural recorder & player with record electronics & playback pre-amps.  
MFG. SUGG. LIST \$499.00

DEAL #6

FREE FOR 460 TAPES



**AMPEX 1240**  
Portable 4 trk stereo & monaural recorder/player, with record electronics & playback pre-amps.  
MFG. SUGG. LIST \$545.00

DEAL #1A

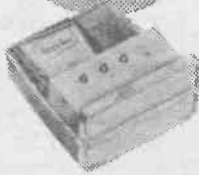
FREE FOR 120 TAPES



**SONY SRA-2**  
For use with above tape transport & complete recording system. Provides all facilities for 4 trk stereo & monaural recording.  
MFG. SUGG. LIST \$89.50

DEAL #2A

FREE FOR 85 TAPES



**V-M AUX. AMP SPEAKER #136**  
Exactly matches recorder model #735 & complete the stereo system.  
MFG. SUGG. LIST \$69.95

DEAL #3A

FREE FOR 90 TAPES



**V-M AUX. AMP SPEAKER #166**  
Exactly matches recorder model #720 & completes the stereo system.  
MFG. SUGG. LIST \$75.00

DEAL #4A

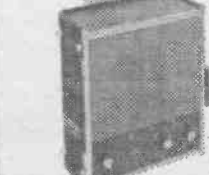
FREE FOR 90 TAPES



**V-M AUX. AMP SPEAKER #168**  
Exactly matches recorder model #722 & completes the stereo system.  
MFG. SUGG. LIST \$75.00

DEAL #5A

FREE FOR 165 TAPES



**AMPEX MODEL #2012**  
For portable amplifier. Speaker designed for use with 1250 & 1240 models above.  
MFG. SUGG. LIST \$199.50

Dealers: For details on this exciting offer contact your UST representative or depot:



**UNITED STEREO TAPES**

**EAST**  
88 Llewellyn Ave.  
Bloomfield, N. J.  
Pilgrim 8-3300

**WEST**  
1036 North Sycamore  
Hollywood 38, Calif.  
Hollywood 2-6734



# Reviews of New Singles

Continued from page 36

**JAMES O'GWYNN**  
 ★★ Does He Mean That Much to You — MERCURY 72008—The chanter asks his girl to think again before she breaks up with him for another on this country weeper. The backing adds a fine flavor to the disk.

(Hill & Range, BMI) (2:29)  
 ★★ What Do You Want From Me—A lilting backing on this three-beater aids O'Gwynn's performance on a potent weeper that could catch exposure in the market. (Tree, BMI) (2:24)

**HITSVILLE REVISITED!**  
**BLACK and TAN FANTASY**  
 David Rosa Orch.—MGM  
**DON'T WORRY 'BOUT ME**  
 Vinco Edwards—Decca  
 MILLS MUSIC, N. Y. C.

**RAY SANDERS**  
 ★★ See One Broken Heart—LIBERTY 55486—Soft, touching vocal with an easy beat here. The lad sings of his broken heart against a strong country backing with chorus. Side has a chance. (Pamper, BMI) (2:41)

★★ If I Can Slip Away—(Pacific Coast-Metric, BMI) (2:10)

**CLAUDE GRAY**  
 ★★ Daddy Stopped In — MERCURY 72001—Here's a real weeper from Claude Gray, penned by singer Joe Dowell, that could turn into a solid seller in country and pop. Singer explains how he dropped in to see his kids and his divorced wife on this tale of heartbreak Strong wax. (Sure Fire, BMI) (2:10)

★★ Three Times—(Arch, ASCAP) (2:18)

## RHYTHM & BLUES

**JOHN LEE HOOKER**  
 ★★ She's Mine — VEEJAY 2207—A strong, pounding Latin rhythm here backs the lad on this swinger. There's a powerful vocal by Hooker on the "Keep Your Hands to Yourself" theme. It's a swinger—that might follow the "Boom Boom" action. (Conrad, BMI) (2:23)

★★ A New Leaf—Misery and the blues are coupled on this side. It's a slow blues in which the singer proclaims his new outlook on life. Both are from the new LP "Burnin'." (Conrad, BMI) (2:29)

## JAZZ

**ZOOT SIMS-MEL LEWIS-PHIL WOODS-WILLIE DENNIS-BILL CROW**  
 ★★ The Sochi Boatman (Parts I & II) — COLPIX 648—This is a single from the forthcoming album "Jazz Mission to Moscow" played by a group of the members of the Goodman big band. They play the "Volga Boatman" here in a slow tempo with strong tenor sax work from Zoot Sims, piano work by Eddie Costa and bass playing by Bill Crow. Band arrangements are by Al Cohn. (Gower, BMI) (2:33, 2:46)

**CATERINA VALENTE AND SILVIO FRANCESCO**  
 ★★ Corporation — LONDON 1001—Miss Valente and her partner here embark on a swinging dual-scat session, on an upbeat tune with a solid big band backing. Neat vocal harmonies of a somewhat out nature are featured. Good jock material. (Marks, BMI) (2:05)

★★ Port-au-Prince—(Marks, BMI) (2:37)

★★ MODERATE SALES POTENTIAL

## COUNTRY & WESTERN

**JIM AND JESSE AND THE VIRGINIA BOYS**  
 ★★ Pickin' and A-Grinnin' (Central Songs, BMI) (2:21)—★★★ Sweet Little Miss Blue Eyes (Cedarwood, BMI) (2:37). EPIC 9528

**HOWDY KEMPF**  
 ★★ The Way You Want to Live (Tronic, BMI) (1:57)—★★★ Kinda Half-way Feel (Marty's, BMI) (2:36). NASHVILLE 5062

**LINDSEY BROTHERS**  
 ★★ Mr. Blues (Excellorec, BMI) (2:18)  
 ★★ Hello Heartaches (Crosswinds, BMI) (2:12). NASCO 6032

**VIN BRUCE**  
 ★★ Ballad of Jean Calais (Flat Town, BMI) (2:27) — ★★ Jole Blon (Glad, BMI) (2:55). SWALLOW 129

**OZARK BOYS**  
 ★★ Most Broken Heart (Tronic, BMI) (2:20)—★★★ Don't Look at Me (Starday, BMI) (2:44). NASHVILLE 5067

**HAPPY WAINWRIGHT**  
 ★★ Breaking In a Brand New Love Affair (Labar, BMI) (2:20)—★★ Flip of a Coin (Labar, BMI) (2:19). CARMA 510

**JOHNNY FOSTER**  
 ★★ You've Been Crying Again (Labar, BMI) (2:38)—★★ If Dreams Came True (Labar, BMI) (2:30). CARMA 511

## RHYTHM & BLUES

**MARTHA CARTER**  
 ★★ Then I'll Believe (Ron, BMI) (2:12)—★★★ You Shall Not Be Moved (Ron, BMI) (2:24) RON 346

**WILBUR (REV.) BROWN**  
 ★★ Stop and Think (Samco, BMI) (2:47)—★★★ I Need Help (Samco, BMI) (2:25). FRESH 3330

## SPOKEN WORD

★★★ The Long Gray Line (Chatsworth, ASCAP) (2:58) — ★★ Here I Follow Johnny Reb (Breezy Willow, ASCAP) (2:46). UNITED STATES 1928

## JAZZ

**RICHARD HOLMES AND LESS McCANN**  
 ★★ Comin' Through the Apple (Jana, ASCAP) (3:00)—★★★ Somethin' Special (Jana, ASCAP) (3:32). PACIFIC JAZZ 347

LIMITED SALES POTENTIAL

**HARRY LAURELLE**  
 No One Else (Biggs, BMI) (2:28)—It's Always You, Dear (Biggs, BMI) (2:16) CRESTMORE 2248

**RUSS WAYNE**  
 Can't Get You Out of My Mind (White Cliffs, BMI) (2:30)—Don't Know What to Do (White Cliffs, BMI) (1:52). SAMTER 213

**LARRY MEADOWS**  
 Don't Hide Your Love (Voltage, BMI) (2:10)—Such a Lonely Boy (Voltage, BMI) (2:28). REGENCY 25

**SONNY MARCELL**  
 I Still Love You (Dvork, BMI) (2:43)—Crazy, Crazy Arms (Dvork, BMI) (2:48) ANTON 108

**THE COMPANIONS**  
 No Fool Am I (Mo, ASCAP) (2:26)—How Could You (Mo, ASCAP) (2:19). AMY 853

**BOB PORTER**  
 Leavin' My Grievin' (Sound, BMI) (2:06) Remember Me (Sound, BMI) (2:37). AC-CENT 1079

**THE BELL BOYS**  
 Love the Navy (BMI) (1:50)—Baby Let's Twist Again (BMI) (2:12). MIRROR 2246

**ROD BARTON**  
 The Congo Song (Active, ASCAP) (1:45)—Weary River (Active, BMI) (2:00)—CAVEMAN 8342

**RICCARDO BERTONI**  
 Wondering Why (Gulfstream, ASCAP) (2:45)—Tra-Lia-Lia (Oh! Gee Oh! Gosh Oh! Gee) (Gulfstream, ASCAP) (2:32). GULFSTREAM 1059

**THE CONTIENTALS**  
 Man With a Heart (Skidmore-McGraw) Saxy Twist (Skidmore-McGraw) "M" 509

## RHYTHM & BLUES

**MATT (T) MATTISON AND MINT MEN**  
 Please Don't (Ebony, BMI) (2:37)—Don't Make Me Cry (Ebony, BMI) (2:35). MINT 1000

**RICHIE**

Gloria Dennis

Rust 5049

Laurie Records

TWIN HITS  
**VINCE CALVO**  
**"WHY"**

WITH THE RAY CHARLES SINGERS

**BUDDY SCOTT**

**"NOW THE LONELY NIGHT BEGINS"**

DEE JAYS, DISTRIBUTORS, WRITE:  
**CONQUEST RECORDS**  
 252 Fulton St. Brooklyn, N. Y.

A Summertime Smash

**PLEASE DON'T WEAR THAT BIKINI**

**Sonny Flaharty**  
 Decca 31419

AUGUST 4, 1962

BILLBOARD MUSIC WEEK 41

# WITH THE COUNTRY JOCKEYS

Continued from page 14

Two," or Jimmy Wise's "A House Divided," may obtain same by writing on their station letterhead to Slick Norris at P. O. Box 653, Highlands, Tex. . . . Shorty Mason, program director at WHTT, Hazelton, Pa., asks to be put on the mailing lists for c.&w. and gospel records. . . . Bob Connors recently kicked off a new country show on WYRE, Pittsburgh, the only Steel City station playing country music exclusively. He's always on the lookout for new releases and promotional material. . . . Jimmie Logsdon (Decca) is the new country deejay at WCKY, Cincinnati.

Dick Wagoner, c.&w. deejay at Station WOLD, Marion, Va., writes: "Your column sure got results when you printed our plea for wax. However, through a typo, our call letters were listed as WOLB." . . . Putting in a plea for spinning material is Paul Parker, who spins four hours of c.&w. music a day on WFFF, Columbia, Miss. The station has just entered its second year of operation. . . . Raymond Parish invites jocks to write in for a copy of his new release on the High Line label, "I Live Just for You" b.w. "Don't Cry Heart." Address him at P. O. Box 11025, Fort Worth 10. . . . Deejay copies of Bud Crowder's new Toppa release, "Another Fool Steps In" b.w. "Back to Say Good-bye," are available by writing to Bud's personal manager, Bill Boston, 9028 Christiana Street, Spring Valley, Calif. . . . Don Owens, c.&w. deejay at WAVA, Arlington, Va., is the writer of "Cold Dark Waters," recorded by Porter Wagoner, which nestles in a prominent spot in all the c.&w. charts. It's Don's first songwriting effort.

Vern Terry is back spinning country music at Station WWIZ, Lorain, Ohio, after an eight-month layoff occasioned by severe injuries sustained in an auto crash. . . . Columbia Records' Charlie Phillips, of KZIP, Amarillo, Tex., recently did the honors of "Mr. D. J. U.S.A." via WSM, Nashville, plus a stint on "Grand Ole Opry." . . . Deejay copies of Randy King's initial waxing on Enterprise Records, "Can You Be Sure" b.w. "Fool the World," may be obtained by writing to Gladys Hart, 1263 S. Zenobia, Denver 19. . . . Bill Reid, of WBLU, Salem, Va., pipes that the station is featuring nine hours of c.&w. music daily and could use releases from both new and established artists.

Jim McCoy, who mans the country turntables at WHPL, Winchester, Va., has just had his first release on the Nashville label, "That Makes the World Go 'Round" b.w. "If the Truth Is Gonna Hurt." It's his first effort on any label and he solicits the aid of his jock conferees in putting it over. Write him for your copy. Jim also writes artists to send him their releases and station breaks. . . . In need of c.&w. material for its record library is Station KPCN, Grand Prairie, Tex., which changed to a full-time country format July 2. Among first-week visitors was Al Dexter, who was in to plug his new Capitol single, "I Won't Be Number Two," his new Capitol album, and Glen Campbell's Capitol single, "Too Late to Worry, Too Blue to Cry," which Dexter penned.

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**RUSTY & DOUG CAJUN JOE**  
 (The Bully of the Bayou)  
 HICKORY 1177



# FOLK TALENT & TUNES

Continued from page 14

and a gospel record package for P. I. pitches on radio.

Bud Crowder, former deejay and long-time country musician, is now appearing with his own band four nights a week at the Lakeside Hotel, Lakeside, Calif. . . . C.&W. singer-guitarist Jack Roberts is featured with his Evergreen Drifters on a new 30-minute seg, "The Evergreen Jubilee," telecast each Saturday afternoon via KOMO-TV, Seat-

tle. Fiddler Marty Dahlgren and the Maddy Brothers, of Everett, Wash., are featured on the show, with guests spotted on occasion. In addition to the TV-er, Roberts is still doing a country record show five days a week over KNBX, Kirkland, Wash., and playing weekly dances with his band at Heiser's Shadow Lake Ballroom near Seattle.

Dave Barnes, editor-pub-

lisher of England's Country Western Record Review, with headquarters at 437 Folkestone Road, Dover, Kent, writes: "Hope to get over for the Nashville music festival again in November. Our magazine is now in full print and its circulation is now 3,000 copies a month. We urgently need releases for review from all the labels, as well as all type of promotion material. The demand for country music over here the last year has been very heavy and we expect it to break into the pop market soon. The new Frank Ifield number, "I Remember You," is heading for the No. 1 spot here. This is Frank's

first attempt to do a country number in England. He is, of course, well known for his material in Australia."

Currently touring Germany for the Jim Denny office, Nashville, are Billy Grammer, Johnny Bond and Johnny Tona. . . . Tommy Jackson has been engaged to handle Pappy Daily's Glad and Starrite music lines in Nashville. . . . Harry Weger, of Harry Weger Enterprises, 501 Wabash Avenue, Terre Haute, Ind., has taken over the management of the "Brown County Jamboree" at Beanblossom, Ind., which had its formal opening July 1 with a show headlining Bobby Edwards and Merle Kilgore. Regulars on "Brown County Jambo-

ree," besides Weger, are Ramblin' Red Richey, Jerry Kelly, Country McCullough and the Hoosierland Sweethearts.

New England Records, Houston, has arranged for Emerald Records, Ltd., to handle distribution in Ireland on Hank the Drifter's "Hank, You're Gone But Not Forgotten" b.w. "Painted Doll." Both tunes were penned by Daniel Raye Andrade. . . . Bill Phillips (Columbia), Connie Hall (Decca), Little Becky Shepard and Bill Lanham (Ark), J. Johnson (Starday), Cathy Woods, Linda Potts, Warren Ellison, the Sandy Valley Boys and Estel Lee were among those who entertained at the recent three-day open-house celebration at the New Jimmie Skin-

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<input type="checkbox"/> General	\$1.35	\$1.30	\$1.25	\$1.15
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<input type="checkbox"/> Containers, Shipping Supplies & Services				
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<input type="checkbox"/> Help Wanted	1 Time	12 Times per year	26 Times per year	52 Times per year
<input type="checkbox"/> Situations Wanted				
<input type="checkbox"/> <b>MUSIC-RECORDS</b>				
<input type="checkbox"/> Help Wanted	.75	.75	.75	.75
<input type="checkbox"/> Situations Wanted				
<input type="checkbox"/> <b>RADIO-TV</b>				
<input type="checkbox"/> Help Wanted				
<input type="checkbox"/> Situations Wanted				
<input type="checkbox"/> <b>INTERNATIONAL EXCHANGE</b>				
<input type="checkbox"/> Country (Please Indicate)	1 Time 1.00	12 Times .90	26 Times .80	52 Times .70
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ner Music Center location at 124 East Sixth Street, Cincinnati. The Skinner firm was forced to vacate its old location to make way for a new federal building.

Country music fans filled The News Sentinel Outdoor Theater at Franke Park, Fort Wayne, Ind., to overflowing recently for a program billed as Country Music Festival, featuring area talent. Sponsoring the event were the Fort Wayne Park Board; Local 58, AFM, and the Musicians Trust Fund of the Recording Industry. Among the artists participating were Joe Taylor and the Indiana Redbirds, with Patty Corbett; Nancy Lee and the Hilltoppers, Jack Harmon, the Country Cousins, with Vic Rigsby, Maudy Mae Rigsby, Bob and Brian and the Stewart

Brothers Band, and Lee Miles. Sam DeVincent handled the emcee chores. . . Pappy Daily, who heads up United Artists' country and western division, has signed Frankie Miller and Bill Mack to recording pacts.

### Sims and Thompson Merge To Form New Label Line

ROGERS, Ark.—Russell Sims, of Sims Records, and G. Don Thompson, president of Cimarron Records, have merged their interests and will henceforth operate as an indie c.&w. label under the name of Cimarron-Sims.

Sims artists Johnnie Lee Wills and Dub Dickerson, the latter formerly on Capitol, will continue on the Cimarron-Sims label, with Cimarron contributing talentwise Leon McAuliff, Ray Hendrix and the recently signed Floyd Tillman.

## There's Gold in Record Concessions

Continued from page 4

writer-performer, reducing the record company to a releasing outfit, similar to movie firms that release independent product. Some labels will finance the recording dates as long as they release the disk.

6. **Guarantees.** Many years ago record firms, caught with big guarantees on artists who stopped selling, swore off such pacts. But increased competition has made them renew the offers, and today there are artist pacts that call for close to \$1 million in guarantees over a 10-year period.

7. **Overseas distribution.** This is an area that is just starting to be cracked. But even here some name artists have signed contracts with American firms that limit their recordings to sales just in the U. S. The artist then makes his own deal with firms in European or Asian countries to handle his records

abroad. This usually takes place only with an artist who has a contract provision giving him rights to his own masters. And more artists than formerly now have such a clause.

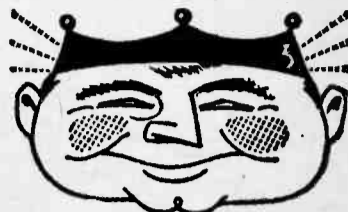
### Other Breakthroughs

Others, besides artists, are getting concessions from record firms.

Original Broadway cast shows recording contracts, for instance, call for many concessions to the producer. His royalties on an original cast set, once pegged at 10 per cent, is reported to be as high as the 18 per cent granted one of the forthcoming fall shows. And advances of sizable amounts are being given on producer's royalties.

Many show producers also own their masters. They merely release them through the record company that has the rights. There is now

pressure on both show producers and record companies from all the stars of a show, as well as top names, the ork leaders, arrangers and orchestrators, as well to get some sort of royalty on an original cast album, rather than a flat fee. This trend could become even stronger in the future, and where it'll stop, nobody knows.



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MEXICO: Dr. Otto Mayer-Serra  
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SAY YOU  
SAW IT IN  
BILLBOARD  
MUSIC WEEK  
INTERNATIONAL  
EXCHANGE

## Scramble on for Disk Artists

Continued from page 5

Salkow and Henry Alper have joined GAC. Mike Levee Jr. will join Rosenberg-Coryell. Plans of top echelon MCA execs George Chasin, Marty Kummer, Herb Rosenthal, and Larry Barnett have not yet been disclosed.

Three key MCA New York agents, Kay Brown, Phyllis Jackson and Jay Sandford have been signed to the fast-growing Ashley-Steiner Agency, which will now inherit close to 100 new clients. They include top writers, playwrights, actors, screenwriters and you name 'em.

### Powerful Names

Though MCA had not gone in as deeply for rock and roll talent as have some of the other agencies, the firm has represented some powerful names for records who were as strong on wax as in other areas of show business.

Among the clients represented by the MCA agency were Harry Belafonte, Frank Sinatra, Percy Faith, the Four Preps, Henry Man-

cini, the Fleetwoods, Bob Newhart, Tex Ritter, Neil Sedaka, Roger Williams and Woody Woodbury. There is sure to be a lot of tugging and hauling to get these acts with established agencies.

However, it would not be prudent to assume that there may not be a strong new agency developed by any one or two of the top agents who have been so important to the growth of MCA over the past decade. Steeped in the hard agency school of MCA it is entirely probable that in a few years there will be a number of new agencies formed by ex-MCA agents that will be giving top agencies a good run for a client.

## Damone TV Show Spurs New Album

HOLLYWOOD—Capitol Records, with an eye to TV's sales prowess, is coinciding the release of a Vic Damone album with the kick-off of his NBC-TV summer series.

The album uses the show's title, "The Lively Ones," its title tune (plus 11 standards), and the cover features the show's two blond eyestoppers, Joan Staley and Shirley Yelm. LP's arrangements are by Jack Marshall and Bill May, with May conducting the accompanying orchestra. LP release is scheduled for July 30.

### Dot Fall Program

Continued from page 4

but can get a cash discount on what they buy.

Payments on August purchases will be made in four equal parts on the 15th of each month from September through to December. All merchandise will be accepted for exchange after December 15, with Christmas product returnable after Christmas Day. Dot's "All Time Hits" singles series will be offered in prepacks at a 15 per cent cash discount.

Fall program is in effect during August only, and the label expects to move \$5,000,000 in merchandise during the month as a result.

### 3-M Tape Cartridge

Continued from page 4

current library is not known, nor was information regarding the price of the player made available.

First public showing of the new cartridge player will take place at the Revere Camera exhibit at the forthcoming World's Fair of Music, to be held late this month at McCormick Place, Chicago.

## Peters and Drake

Continued from page 4

the two singers is already in preparation for fall release. Also to be starred in the album, and signed by Light on a one-shot basis, are Claramae Turner, Lee Venora, Jon Crain and Norman Treigle. Jay Blackton, well-known pit maestro on the Broadway circuit, will conduct the album. It will be recorded on 35 mm. film.

Meanwhile, Command released three new albums last week, including three instrumental sets by Doc Severinsen, Tony Mottola and Don Lamond and one vocal album by the Ray Charles Singers, according to Sales Manager Lorne Becker.

## The Sinatra Firm

Continued from page 5

000 of these singles for dealer giveaway.

Among the albums on the new program are "Sinatra and Surging Brass," "Ethel Merman's Greatest Hits," and albums with Les Baster, Sammy Davis, Jerry Byrd, the Hi-Lo's, Shorty Rogers and Travis Edmonson, and a folk song package by the Hi-Lo's.

Regarding Sinatra, it was noted that all future albums by the singer-disk executive would be in double-fold package form. It was also stated that the label will have the soundtrack package to the picture, "The Manchurian Candidate," and that Sinatra is considering a Broadway show with Marilyn Monroe, score to be done by Harold Arlen and Johnny Mercer.

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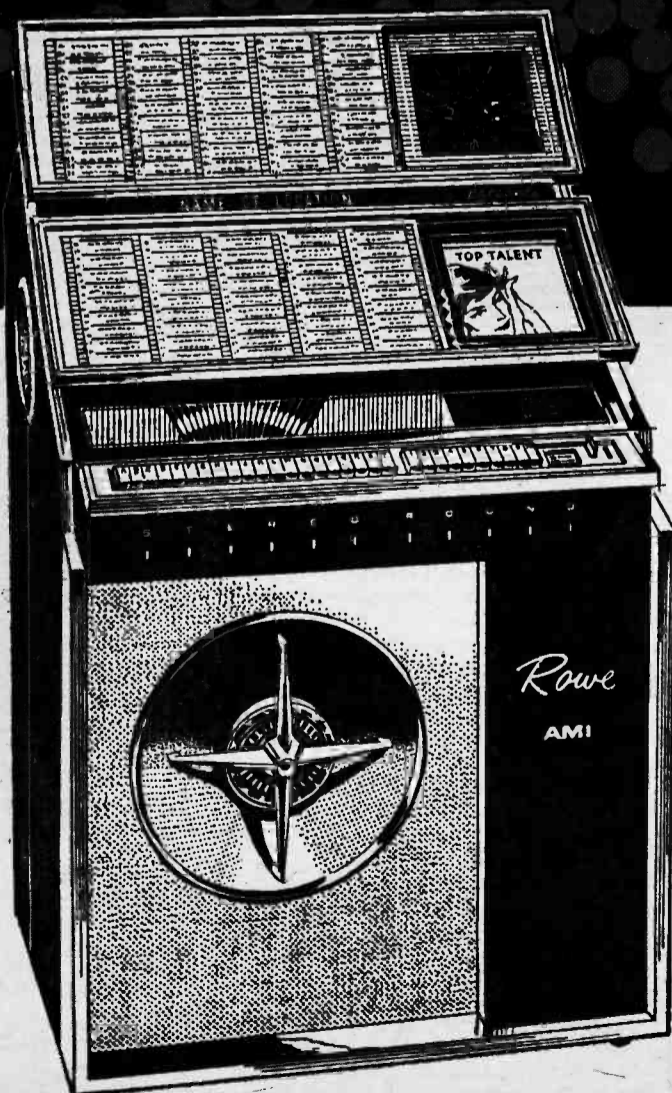


# THE "THREE-IN-ONE" PHONOGRAPH THAT FITS EVERY LOCATION

PLAYS  
200

160

100



## NEW *Rowe* AMi PHONOGRAPHS

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So many new features to work for you! Modern and moving color. Self-contained Stereo Round\* . . . Top Talent Tune programming with adjacent title strips (Your Rowe AMi distributor has display albums and 7-inch 33 $\frac{1}{3}$  stereo singles) . . . Backlighted full-width location identification . . . New easy-select keyboard . . . New "now playing" record indicator . . . New 33-45 Automix . . . New front access and a host of other new design and engineering features.

Available now from your Rowe AMi distributor!

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DIVISION OF AUTOMATIC CANTEEN COMPANY OF AMERICA  
18 So. Michigan Ave., Chicago 9, Illinois



# MOA APPOINTS NON-MUSIC MAN

## JUKE BOX HEARINGS OFF; MAYBE DEAD FOR SEASON

WASHINGTON—Hearings scheduled for last week on Representative Celler's anti-juke exemption bill were suddenly called off, due to hospitalization of the Copyrights Subcommittee chairman, Rep. Edwin Willis (D., La.). No date has been set for rescheduling the hearings. It is the general feeling that they may be out of the picture for this rapidly closing session.

Representative Willis is reportedly undergoing a check-up at the Bethesda Naval Hospital, and tests could not be finished in time for the scheduled hearing date (July 25).

Hearings were to be held on House Judiciary Committee chairman's two juke box bills, the early H.R. 70, to eliminate the copyright law's exemption for performance royalty on juke box play, and the new H.R. 12,450, which would set over-all performance fees of between \$5 and \$25 per box per year. Fees would be collected, administered and distributed by a special board of three trustees, who would be appointed by the Attorney General and who could review the performance fees for juke play every five years. (See Billboard Music Week, July 21.)

## Laundries Joining to Ban Juke Boxes Invite Antitrust Action, FTC Aid Says

CHICAGO—Agreements to bar juke boxes from coin-operated dry cleaning plants would constitute violations of two federal laws, according to the Chicago office of the Federal Trade Commission.

An effort to keep coin-operated phonographs out of dry cleaning stores was initiated in the spring of 1961 by the Chicago-based National Automatic Laundry and Cleaning Council. Other elements of the new industry, after an early inclination to embrace the income possibilities of the music machines,

now are supporting the position assumed by the Council.

Henry M. Anding, a legal expert attached to the FTC office here, pointed out that any concerted attempt to prevent the use of juke boxes in coin laundries could invite the possibility of action under Section 5 of the Federal Trade Commission Act or Section 1 of the Sherman Act.

### Restraint of Trade

Any such effort, Anding explained, would be an agreement in restraint of trade and unfair method of competition—the prohibited acts covered by Section 5.

Section 1 of the Sherman Act is administered by the Department

(Continued on page 48)

## Optical Illusion Boosts Action For Rifle Game



WORLD'S FAIR RIFLE GALLERY

CHICAGO—Chicago Coin reports heavy response to its "World's Fair Rifle Gallery," which was placed in distribution last week.

Probably the most conspicuous feature of the product is the shooting distance which by means of double mirror reflection creates the illusion of a target at least 20 feet away.

Another feature is the novel target which was developed to assure the player a genuine test of his marksmanship.

Other targets spell out words and new spinning targets provide continuous action after a direct hit.

## Dennis Hyland in New BMW Post

NEW YORK — Dennis Hyland has been named East Coast advertising representative for Billboard Music Week's coin machine section. Hyland joined BMW in January 1961 as a sales promotion man.

Prior to joining BMW, he had worked in advertising and sales promotion for the Music Corporation of America's television syndication division and as an advertising and sales promotion man for Columbia Records.

He is a graduate of Manhattan College (1955) and a veteran of the U. S. Navy (1955-1957). Hyland is married and has three daughters.

## This Celler Bill Dead for Year, Declares MOA

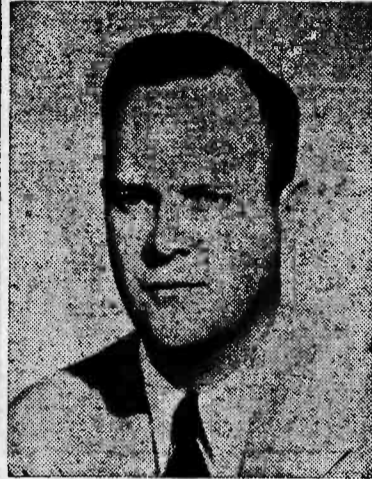
CHICAGO — George Miller, president of Music Operators of America, declared that the Celler Bill is dead beyond the possibility of resuscitation for at least this session of Congress.

Dispelling some reports to the contrary, Miller said that he would serve out his term as president.

After the expiration of his term, he will continue as MOA insurance administrator and legislative representative, he said.

He announced also that plans are in the making for the addition of major medical health plans to the group life insurance now held by the organization.

## New Exec Blundered Is Association Expert



ROBERT H. BLUNDERED

CHICAGO — Robert H. Blundered, professional organization expert, is the new managing director of Music Operators of America.

His selection was announced Wednesday (25) after a two-day session of MOA's executive committee which was convened to fill the vacancy left by the resignation of Edward R. Ratajack.

A resident of Elmhurst, Ill. the 42-year-old Blundered brings 15 years of experience in the manage-

ment of professional organizations to his new tasks.

### Professional Background

For the last nine years, he has been serving as executive secretary of the Chicago-based Screen Process Association. Prior to that, he directed the Washington office of the American Bakers Association. Before that, he was director of the Washington office of the American Municipal Association—an organization of city officials—a position he obtained after employment as assistant secretary of the Chamber of Commerce in Trenton, N. J., and Hammond, Ind.

Blundered was born in Syracuse, where he attended public schools and Syracuse University. Later he taught political science at the University of Illinois, where he met his wife, Pauline. They have an eight-year-old son, Lawrence.

Twenty applicants were invited for interviews by the committee after a sub-committee had spent weeks in screening applications.

### Miller Participates

George Miller, MOA president, participated in the decision which led to Blundered's appointment.

Clinton Pierce, who by virtue of his board chairmanship is also

(Continued on page 51)

## Split Targets Feature of New Cover Girl Unit



COVER GIRL

CHICAGO—Cover Girl, a new novelty game of D. Gottlieb and Company, was shipped to distributors last week.

The equipment features two rows of "cover girls," each row illumi-

(Continued on page 52)

### EDITORIAL

## Choice Sounds Wise

The appointment of Robert H. Blundered as managing director of the Music Operators of America has all the earmarks of a wise selection. The new MOA official has a solid background in professional trade association management—a background which is sorely needed by the operator organization.

Blundered has no background in the music machine industry which he will serve. However, this lack of background is no handicap. An intelligent man with experience in directing trade associations should be able to run any industry group competently.

The temptation to appoint a managing director whose primary experience had been in the coin machine field must have been great. We are happy that the MOA committee responsible for the selection of the managing director resisted that temptation.

Blundered will face a difficult, but not impossible, chore. He will have to rebuild MOA membership by instituting programs calculated to hold operators' interest 12 months a year. He will have to repair relationships with manufacturers. He will have to entice both juke box manufacturers and record companies into the MOA show. He will have to get a national public relations program operative.

We wish Blundered and MOA the best of luck. And while we will retain our editorial prerogatives to criticize the association when we think criticism is merited, we offer our wholehearted co-operation in making MOA an effective organization.

# How Not to Be Left Holding the Bag

By AARON STERNFIELD

NEW YORK—Whenever two or more coin machine operators get involved in a trade discussion, it's even money that one stock phrase will crop up. That phrase is: "The operator is his own worst enemy."

The statement generally refers to high commissions, bonuses or location loans. In New York it often refers to a simple case of fraud with the operator as the victim.

Recently, Gotham operators have been played for patsies by location owners who move into a vacant store and begin accepting advance commissions from juke box amuse-

ment machine and cigaret operators (BMW, July 21).

### Holding the Bag

When the location owner gets what he considers enough, he vacates the premises, leaving the operators holding the bag.

The local district attorney's office has been investigating the situation, but indictments are difficult to get.

When confronted with what he has done, the location owner will explain that he had every intention to get in operation, but that his initial expenses were so high that he just couldn't get started. The

advance commissions, of course, were spent in fixtures and legal fees.

### Liquor Licenses

In rare cases, the location owner is telling the truth. For example, the location owner may take over a bar which has lost its liquor license. He may feel confident that he can get another license and begin operation. He'll sign a lease and hire a lawyer. After a couple of months, he'll make the sad discovery that he isn't going to get that license.

When the location owner throws in the sponge, the advance commissions have already been spent. The

operator can recover his money if he wants to sue. But this is expensive recovery, and chances are the location owner just doesn't have it.

What causes the coin machine operator to take chances that any prudent businessman would pass up? Why will he sink hundreds, and in some cases more than \$1,000 in a location which may never open?

### Fear of Competition

In most cases its fear that if he doesn't cough up the money in a hurry, his competitor will. And, on the off chance that he may be

(Continued on page 52)



**PEN VENDORAMA AND SCRIPTO PENS**



—A Fine Combination—  
Holds 193 SCRIPTO Pens Vending @ 25c  
Takes In \$48.25  
SCRIPTO PENS—Fine Quality,  
Name Brand Mds.  
**VICTOR VENDING CORP.**  
5701-13 W. Grand Ave.  
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**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1¢ or 5¢ ..... \$14.50  
N.W. Deluxe 1¢ or 5¢ Comb. .... 12.00  
N.W. 10-Col. 1¢ Tab Gum Machine 18.00  
N.W. Model #33, 1¢ Perc. Con.  
Vended for 100 ct. B. G. .... 4.50  
Silver King 1¢ B.G. or Mds. .... 4.50  
ABT Guns ..... 30.00  
Mills 1¢ Tab Gum ..... 12.00  
Model #33 Peanut, 1¢ ..... 4.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red \$ .44  
Pistachio Nuts, Jumbo Queen, White .57  
Pistachio Nuts, Large Tulp. .... .42  
Pistachio Nuts, Vendor's Mix. .... .53  
Pistachio Nuts, Shell, Red ..... .50  
Cashew, Whole ..... .45  
Cashew, Butts ..... .40  
Peanuts, Jumbo ..... .45  
Spanish ..... .35  
Mixed Nuts ..... .57  
Baby Chicks ..... .32  
Rainbow Peanuts ..... .32  
Bridg Mix ..... .32  
Boston Baked Beans ..... .32  
Jelly Beans ..... .28  
Licorice Gems ..... .28  
M & M, 500 ct. .... .47  
Hershey's ..... .47

Rain-Blo Gum, 72 ct. .... \$ .32  
Mail-ette, 100 ct., per 100 ..... .35  
Rain-Blo Ball Gum, 140 ct., 170 ct.,  
210 ct. .... .32  
Rain-Blo Ball Gum, 100 ct. .... .34  
300 lb. minimum prepaid on all  
Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .... .48  
Wrigley's Gum, all flavors, 100 ct. .... .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes assorted.

Complete line of Parts, Supplies, Stands,  
Globes, Brackets, Charms. Everything  
for the Operator.  
One-Third Deposit, Balance C.O.D.

**THERE ARE BIG PROFITS IN GUM  
GET YOUR SHARE WITH  
Northwestern**



STAMP FOLDERS, Lowest Prices, Write  
MEMBER NATIONAL VENDING  
MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN**  
SALES AND SERVICE CO.  
MOE MANDELL  
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10th Edition 1-6467

**BILLBOARD MUSIC WEEK**

**BULK VENDING**

**'Horribles' as Vending Items Work Like Charm on Kiddies**

NEW YORK—Children have always been fascinated by the macabre, the slimy and the untouchable. Items which would cause most adults to shudder are often coveted by youngsters as pets.

Hence, the idea of keeping snakes, lizards and other vermin as pets is seldom understood by the adult world; to children it seems the natural thing.

The hottest charm item in the bulk vending trade this year has been the miniature reptile or insect, with the miniature shrunken head running a close second.

Paul A. Price, who introduced the item nearly eight months ago, reports that 75 per cent of his business is devoted to the Scare 'Em series, and 1962 sales are currently running more than double what they were a year ago.

And the recently dissolved Eppy-Guggenheim combine (now oper-

ating as Eppy Charms, Inc., and Karl Guggenheim, Inc.) reports that sales of the firms' Horribles are about 50 per cent of the companies' total volume to bulk operators.

Oak Sales Company is also doing heavy business in shrunken heads, as is Price.

One feature of the new vermin series is the use of soft vinyl or polyvinyl chloride plastic. This material makes the charms feel "squishy" and gives the toddlers the sensation of handling live reptiles.

**Capsule Problem**

A drawback of this feature is that the charm items emit a secretion which tends to corrode the capsule which houses them. Both Price and Eppy-Guggenheim had devised capsules which resist this corrosion, and the charms in their original capsules have stood up.

However, the problem arises when the vermin-type charms are inserted in standard polystyrene capsules.

George Eppy of Eppy charms announced this week that his firm is in production on a Horrible charm series of specially formulated vinyl items. Eppy says that this series may be packaged in any standard capsule and that the items will not corrode the capsule.

**Cellophane-Wrapped**

Some operators, using vermin-type charms and polystyrene capsules, had been hand-wrapping the charms in cellophane. But this process has proved time-consuming and expensive.

Paul Price has noted that the Scare 'Em series has enabled operators to switch to 10-cent vending with little resistance because of the heavy demand for the plastic bugs, reptiles and worms.

**THEY'RE YELLOW!**

**German Vend Units Accused Of Impersonating Mail Boxes**

BONN—The Federal Ministry of Posts is investigating complaints that German bulk vending operators are sowing confusion by painting machines the same bright yellow of mail boxes.

Post ministry officials said they have received numerous complaints that the distinctive mail box shade of yellow is being duplicated by bulk vending operators.

Complaints allege that at a distance some of the bulk vending machine batteries resemble mail boxes, their bright yellow paint serving as a false beacon for unwary burghers.

Some bulk vending operators concede privately that they are experimenting with the peculiar post box shade of yellow because of its tropistic effect. But they deny that it is illegal.

**Others Do It**

"The Post uses this shade, true, but so does the autobahnen sign people, and so do business firms generally. The same yellow is even popular for golf course tee markers," a bulk vending operator protested.

Ministry of Post officials conceded that its mail box yellow hue

is not the exclusive preserve of the post, but they said there is a question whether bulk vending operators might not be open to charges of deliberately seeking to mislead post patrons.

"Let's face it," a senior Post official commented, "the citizen who sets out looking for a mail box and homes on the familiar shade of yellow to a peanut or ball gum machine has been bilked."

**Mail Interference?**

"Our paint has the single purpose of setting mail boxes apart from other objects on the landscape, and when this purpose is frustrated by the bulk vending operator, he is interfering with the mail."

"It would be comparable to American operators painting their equipment the same olive drab that your post office uses for its letter drops, and even arranging equipment so as to simulate a mail box."

Most bulk vending operators say it is ridiculous to suppose that anybody wanting to mail a letter will settle instead for ball gum or peanuts. They say they are using bright yellow paint for the same reason the Post does: because it attracts the eye.

**Tenn. Machine Sale Of Cigaretts Up 25%**

MEMPHIS — Cigaret vending operators here sold an estimated 10,081,238 packs of cigarettes through vending machines the first six months this year, an increase of 2,606,715 packs or more than 25 per cent over the same period in 1961.

The city controller's office reported the 1-cent per pack city tax on cigarettes brought the city \$302,437 for the six months, \$26,067 more than the \$276,370 collected during the first six months last year.

It is a record high tax collection on cigarettes by the city for a six-month period, Controller C. W. Crutchfield reported.

Crutchfield said a total of 30,243,715 packs were sold. Officials estimate that one-third of all cigarettes sold are sold through vending machines.

**Firm's Latest Scare: A Frightening Bug**

NEW YORK—Karl Guggenheim, Inc., last week released a new 10-cent capsule vending Horrible series. The 16-item line contains assorted soft plastic reptiles and bugs.

The firm also went into production on a 5-cent capsule series, Frightening Bugs. Items in this series are a dragon fly, butterfly, large beetle and praying mantis.

Bob Guggenheim, president of the company, said the firm will begin moving into its new headquarters in Jamaica this week.

**Eppy Changes Name Again; Keeps Novel Distrib Set-Up**

JAMAICA, L. I., N. Y.—The Eppy organization here has changed its name for the second time in six months. Early this year Samuel Eppy & Company and Karl Guggenheim, Inc., two of the nation's largest and oldest charm manufacturers, merged to form Eppy-Guggenheim, Inc.

A month ago the merger was dissolved and the two firms went back to the status they held before the merger. Karl Guggenheim, Inc., retained its original name.

However, as Samuel Eppy, founder of the firm which bears his name had retired about a year ago, the firm is now known as Eppy Charms, Inc.

Sidney Eppy is vice-president. Both men are brothers of Samuel Eppy. Bob Guggenheim continues to head the firm founded by his late father.

When Eppy and Guggenheim merged, the new firm set up a unique system of distribution. Instead of shipping to distributors or selling directly to operators, the company appointed factory warehouse outlets, with each outlet getting the full line and selling to operators at the same cost per thousand no matter how large or small the order.

The distribution system worked so well that both companies are maintaining it with the same outlets and the same flat price per thousand policy.

**NEW "HORRIBLES"**  
16 Different Subjects  
ONLY \$38.00 per M Capsuled  
at the following warehouses—

Birmingham Vending 540 2nd Ave., No. Birmingham 4, Ala.	Standard Specialties 1028 44th Ave. Oakland, Calif.
King & Co. 2700-2 West Lake Street Chicago, Ill.	Rake Coin Machine Exchange 209 Spring Garden St. Philadelphia 23, Pa.
Griff Vending Supply Co., Inc. 2817 West Davis Dallas, Tex.	Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
Star Vending Supply Co. 4527 Calhoun Rd. Houston, Tex.	Operators Vending Machine Supply Co. 1023 South Grand Ave. Los Angeles 10, Calif.
Northwestern Sales & Service Co. 446 West 20th St. New York 10, N. Y.	Ridge Gum Corp. 324 Ridge Rd. Cleveland 9, Ohio

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**KARL GUGGENHEIM, INC.**  
91-15 144th Place  
Jamaica, N. Y. RE. 9-5433

**J. SCHOENBACH**  
Distributor For  
Oak Manufacturing Co., Inc.  
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President 2-2900  
PHONE or WRITE FOR PRICES

**Buy OAK for your PROFIT LINE!**  
  
MANUFACTURING COMPANY, INC.  
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**new! GIANT SCARE 'EMS**  
  
SERIES GUARANTEES TO EMPTY MACHINES!  
Series consists of 14 assorted SCARE 'EMS, all molded of soft, life-like plastic that scares everyone.  
ONLY \$42.00 per M Capsuled  
New JR. SCARE 'EMS, Large Variety, only \$27 per M Capsuled.  
**NEW SHRUNKEN HEAD**  
Has suction effect—Loads of play appeal  
ONLY \$44.00 PER M CAPSULED  
All SCARE 'EMS packed in PAPCO's famous trouble-free capsules.  
PAUL A. PRICE CO., INC.  
58 Leonard Street New York 13, N. Y.  
Cortland 7-5147-8

**QUALITY-VALUE**

BULK MERCHANDISE		Pack	Per
	Lbs.	Lbs.	Lb.
Cashews, 450 ct., whole	.30	.65	
Mixed Nuts	.30	.55	
Spanish Peanuts	.30	.31	
Virgilio Split Peanuts	.30	.35	
Rainbow Peanuts (Candy)	.30	.28	
Boston Baked Beans	.30	.28	
Licorice Lozenges	.30	.28	
Confection Mix	.30	.28	
Jumbo Pistachios, Red	.30	.69	
Medium Pistachios, Red	.30	.60	
Small Pistachios, Red	.30	.55	
Leaflets (M&M Style Candy)	.25	.37	
Teeny Jelly Beans	.33	.27	
Candy Corn	.30	.25	
Hershey's	.30	.47	
Chicle Base Chicks 320	.30	.42	
Chicle Base Cub Chicks 320	.30	.42	
Rainbo Tabby-Lets 520	.30	.32	
Sugar Peps (Bulk Candy)	.24	.40	
Malfettes (Ball Style, 100 Ct.)	.15	.35	
BALL GUM VARIETIES		Pack	Per
	Lbs.	Lbs.	Lb.
140-170-210 Rainblo Gum	.25	.32	
Rainblo 100's Centuries, Asstd.	.18	.34	
Colors—Grape, Cherry	.18	.35	
Virgilio Screwballs 100's	.25	.41	
Rainblo 5¢ Chicle 140	.25	.41	
Cherry 210 Count	.25	.32	
(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)			
Adams, Wrigley's, Beech-Nut Brands, 1¢, 100's, Per Box		.47	
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		6.00	
Asstd. 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**  
609-A Spring Garden St.,  
Philadelphia 23, Pa. WALnut 5-2676



Two New Charms by EPPY

Beautifully engraved

BAVARIAN BEER STEINS

Assorted Pictorial Colors \$8.00 per M. F.O.B. Jamaica, N. Y.

Out of this world—engraved

Air Command Rings

4 Styles

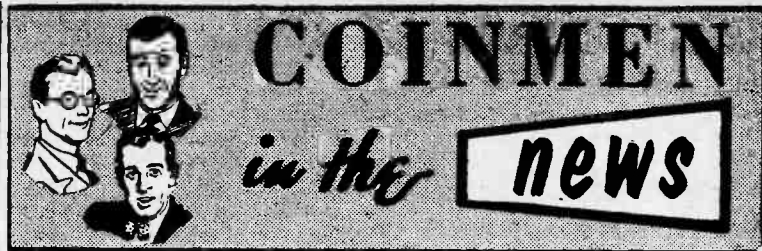
MERCURY PROJECT • GEMINI • AURORA 7 • MOON ROCKET

\$13.50 per M. F.O.B. Jamaica, N. Y.

AVAILABLE AT ALL EPPY WAREHOUSES AND FACTORY

EPPY CHARMS Incorporated

11-13 144th Pl. Jamaica, N. Y.



East

BOSTON BRIEFS

Marshall Caras, assistant general manager of Trimount Automatic Sales Corporation, returned from a deep sea fishing expedition at Montauk, Long Island, and reported it a decided success. He brought back two blue sharks of 150 pounds each and one Makoa shark at 350 pounds. Marshall and his family are looking forward to their forthcoming trip through Canada. His only regret is that he can't pack his wife, two kids and tons of luggage into his spanking new TR-4 sports car.

The sea is in the blood of music operators these days. A few who are enjoying life on the briny are Ben Ross of Mattapan, Ray Faini of Framingham, Bob Sylvester of Somerville and Bill Cowan of Quincy. . . . Joe Ferris of Madison, Me., is also out on the waters. Stan Skop of Westfield in town, reports business booming as it never has before.

We saw Guy DiGiovanni, Allston operator, for the first time in ages. Guy hasn't been around town much lately, but says his route is doing exceptionally well. . . . Bud Sequin of Newport, R. I., attended the Music and Organ annual show in New York and is enthusiastic about the 1962-1963 season down his way. . . . Trimount Automatic Sales Corporation held its first two scheduled schools at the plant July 18 and 19 for the new Rowe-AMI phonograph. Art Seglin, AMI service chief, conducted both sessions, which were well attended. Beginning in a few weeks, Trimount is going to conduct a regular service school on all phases of vending and phonograph operation.

Golfers are getting in plenty of licks these days with the fine weather conditions, and Tony Joseph, of Cranston, can't get his work done quickly enough to get out on the links. . . . Anthony (Nibs) Cinquegrana, also of Cranston, still weeping over the 12th hole he botched last week. . . . Martin Ferrero of New Bedford couldn't wait to get to Trimount the other day to tell Irwin Margold, general manager, about a birdie three.

Midwest

MILWAUKEE MENTIONS

Business reports for July range from "spotty" to "a little ahead of last year." Very few operators are complaining, however. Most agree that receipts are up over last summer's total. The healthier picture is attributed in most instances to steadier employment all around the Milwaukee area.

Glenn Geadtke, G. & W. Vendors, South Milwaukee, is enjoying a vacation. Meanwhile, his partner, Herb Wagner, is neck high in work on the annual South Milwaukee Spectacle of Music. He is the perennial chairman of this nationally publicized marching band event.

Volume at the Airport Arcade has been holding up very well, according to Erv Beck, Mitchell Novelty Company. "I can't say the same about our regular routes," he adds, however. . . . Frank Bartnik, Banaco Music, is off on another flying trip to his hunting and fishing lodge in Canada.

Morrie Fuhrman, Morrie's Amusement, is pleased with conditions. "Business is better than last year at this time," he says. "We're getting more revenue per location after eliminating a lot of the low producing spots." . . . Noel Mattie, arcade operator in the Wisconsin Dells tourist mecca, reports traffic and receipts are excellent this summer.

Leo Dinon, H. & G. Amusement Company route foreman, is vacationing up north. . . . Stop-ins at the Badger Novelty Company this week included Ollie Marks, West Bend. Marks claims he prefers the coin machine operating business to pheasant farming.

Experts Say Torch Best Unfreezing Bet

NEW YORK — While regular cleaning of equipment is generally the best guarantee of trouble-free bulk vending machines, the operator who acquires equipment that has been unserviced for long periods often runs into a problem.

In many cases, salt or sugar deposits that should have been removed but weren't will cause parts to freeze. Oil or hot water soaks will generally do little good in these cases.

Best way to unfreeze the parts is by application of flame from a moderately hot torch, according to service experts here.

Meetings Off, But Pa. Group Organizes

PHILADELPHIA — Manny Rake, president of the newly organized Pennsylvania Bulk Vendors Association, said that his group will not meet during the summer but will continue to try to build membership.

He admitted that the bulk operators have been a little slow in responding to the call to join the group.

Electric Money Maker Famous ACME ELECTRIC MACHINE



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

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2 and up . . . . . 23.50

Floor Stand . . . . . 5.00

ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors, Write for Prices.

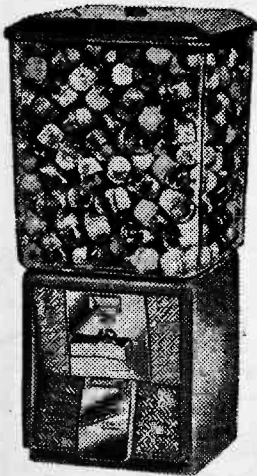
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when answering ads . . . Say You Saw It in Billboard Music Week

Ernie Feight, Rhinelander, also visited the Rock-Ola headquarters. . . . Figures for the first half of the year show volume running a few points ahead of 1961, according to Sam Hastings, Hastings Distributing Company. Trade visitors at the Hastings headquarters included: Jack Zimmerman and Chuck Hartman, both of Watertown; George a Rose, Fond du Lac, and Richard Mraz, Rhinelander.

Robert Bangle has been added to the Wisconsin Novelty Company payroll as a service trainee, according to the boss, Doug Opitz. . . . Music receipts have shown exceptional strength in recent months, notes Opitz.

Building industry strike has stopped progress of the remodeling work on the new headquarters for Pioneer Sales & Service, says Joel Kleiman. Sales of music and pool table equipment nevertheless, says Kleiman, are at a healthy level, despite the lagging remodeling schedule.

Al Giltitz has been named to the vending sales staff at the S. L. (Continued on page 51)

CASHEWS . . . CASHEWS

Finest Quality for Vending . . . Freshly Roasted

VACUUM PACKED Packed in 5 Lb. Tins (6 to a Case)	Bulk Packed (30-Lb. Cartons)
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Cashews, Butts . . . . . 64c per lb.	Cashews, Butts . . . . . 60c per lb.
Cashews, Split . . . . . 62c per lb.	Cashew, Split . . . . . 58c per lb.

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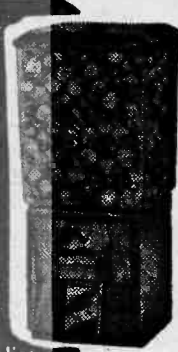
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We handle complete line of machines, parts & supplies.



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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.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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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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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.

THIS IS ALL NEW. BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.

Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company

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World's Largest Selection of Miniature Charms



Penny-Nickel ATLAS MASTER Vendors





# EUROPEAN NEWS BRIEFS

## Renotte to Make Phonos in Spain

MADRID—Renotte, the Belgian coin machine manufacturer, will manufacture its juke box in Spain, the first European producer to gain entry to the burgeoning Spanish market. Renotte is sending a team of technicians to Spain to direct the installation of manufacturing facilities. It is setting up its Spanish operation under Generalissimo Francisco Franco's recent currency liberalization, which permits foreign firms to repatriate profits and capital as desired. Renotte will import the basic phonograph mechanism from Belgium and manufacture the housing and subassemblies in Spain. Renotte officials state that it is very difficult to get skilled Spanish labor, and that, therefore, the Spanish operation will be based on Belgian technicians for a long period.

## Juke Boxes Rule Britannia's Ships

SOUTHAMPTON—Britain's phonograph trade is all at sea this season as United Kingdom cruise liners ship aboard record numbers of phonographs. It is estimated that British-flag liners now carry a total of nearly 2,500 phonographs. The placing of sea-going phonographs is being stimulated by the switch to single-class tourist accommodations and the everyman's travel surge. Nearly every passenger liner now has at least six juke boxes as standard passenger recreation equipment. The latest vessel boasting juke boxes as a major item of recreation gear is the Shaw Savill Line's Northern Star, which, equipped with a dozen juke boxes, has just sailed on her maiden voyage around the world with 1,412 passengers. Juke boxes blared "God Save the Queen" and "Anchors Aweigh" as the \$18,000,000 ship slipped her moorings here and headed for Las Palmas, Cape Town, Sydney, Wellington, Panama, Trinidad and other sunshine ports. In the bar, juke boxes flank the world's longest nautical bar—69 feet long.

## U. S. Firm Closes English Games Pact

LONDON—Williams Manufacturing Corporation of Chicago has appointed London's Phonographic Equipment Company, Limited, factory representative for the United Kingdom. The deal was closed on a visit to London by Williams' chief, Sam Stern, and Cyril Shack. Phonographic will stock the latest Williams machines and a full line of spare parts. The Williams-Phonographic pact anticipates an upsurge in games in Britain, which trade experts believe to be the biggest potential games market on this side of the Atlantic. U. S. games dominate the British market, and there is no real Continental competition yet in sight.

## Coin Bowling on Rise in Germany

FRANKFURT—Globus Automaten GmbH of Frankfurt has been appointed general sales agent for Germany for United bowling equipment. Globus is organizing a large Germany-wide sales promotion program, a feature of which is the organization of local bowling clubs. Tavern and ice cream bar proprietors are providing special club facilities in connection with the United bowlers on their premises. Clubs have bowling uniforms and meet regularly at the sites for tournament competition. Globus is also experimenting with international tournaments, based on United equipment. The first such international match was held between Strasbourg (France) and Bastatt (West Germany). Globus is also sponsoring a Germany-wide competition. Bowling is just becoming popular in West Germany, and Globus believes the coin bowler is better adapted to German conditions than full-scale alleys with pinsetting equipment.

## Bingo Not Gambling, Ruhr Court Rules

DORTMUND, W. Germany—The court at Dortmund, a major Ruhr city, has ruled that American bingo games do not come under the category of a gambling machine, according to German law. The court's ruling is seen by the German trade as opening the way for the importation of bingos into West Germany on a large scale. The Dortmund court said there was no definite promise of a cash or merchandise reward for winning, and that the mere award of free play to winners did not constitute gaming. Furthermore, the court held that there was no clear evidence that an agreement on free-play prizes existed between the operator and the location owner. The court added that since the bingo is not a payout in the sense of the strict German definition, there is no need to obtain official approval for the operation of U. S. bingos in Germany. Under Germany's "model" payout law, machines must be tested by the federal bureau of standards and licensed for play.

# German Anti-Monop. Probe Spreads to Mfrs., Distribs

Continued from page 6

tors associated with their complaint on the ground that GEMA's alleged exorbitant royalty demands are damaging the entire trade.

Domestic sales of machines have dropped precipitously in recent years under impact of the cost-price squeeze, according to ZOA's complaint to the Federal Cartel Office.

A Federal Cartel Office official said it was probably that the manufacturers and distributors would be summoned as witnesses, and that indications were that the current investigation would be expanded to include all facets of the music royalty problem.

GEMA sources revealed that the copyright society is prepared to answer in kind the monopoly charge. GEMA will counter-charge to the Federal Cartel Office that the phonograph trade is organized into what amounts to a trade monopoly.

GEMA will point out, it is disclosed, that manufacturers, distributors, and technicians have banded together into a single organization which is in a position to dominate the trade and suppress competition.

## Trade Fair People Say Coin Industry Ducked Their Bid

CHICAGO — Sponsors of the fourth annual Chicago International Trade Fair which opened Wednesday (25) at McCormick Place promise a "walk around the world" in one short day. They admit, however, that their "world" does not include any coin-operated phonographs.

A spokesman for the Chicago Association of Commerce claimed that leaders of the coin machine industry decided against participation even though they were invited to do so. The Wurlitzer and Seeburg companies were among those specifically asked to display their products, he said.

"These two firms and others in the coin machine industry preferred not to do so," he said. "They explained that their industry had its own annual exposition. We were sorry that they couldn't come in."

Upward of 750,000 visitors are expected at the fair which will display the products of the nations of the world. It closes August 12.

## Keeney Plant Dark For Annual Vacation

CHICAGO—Operation at J. H. Keeney & Company was suspended Friday (20) until August 6 for the firm's traditional mid-summer vacation.

Only Paul Huebsch, vice-president, will remain at his desk during the holiday. He will take his vacation in Wisconsin after the resumption of operations.

Clayton Nemeroff, another Keeney executive, plans a Florida trip with his family.

## Laundry Juke Ban

Continued from page 45

of Justice. Any joint undertaking to exclude legal equipment from the plants would be conspiracy in restraint of trade and illegal agreement.

Where there are only civil liabilities under the Federal Trade Commission Act, violators of the Sherman Act risk criminal prosecution and penalties which include fines and imprisonment. The government may also bring civil action against offenders under the Sherman Act, Anding said.

Furthermore, the manufacturers maintain links with the operators which constitutes a violation of the spirit if not the letter of the anti-trust law, GEMA will charge.

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EVERY TYPE OF LOCATION  
EVERYWHERE

OPERATE  
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**Shuffle Alleys**  
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**SKEE BALL**  
**ALLEYS**  
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All LP's—Regular Distributor. Wholesale—Nothing Over.

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**MUSICAL SALES CO.**  
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Bally Lucky Shuffle ..... 225.00  
**PHONOGRAPHS**  
Wurlitzer 1400 .....\$ 65.00  
Wurlitzer 5207's ..... 47.50  
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National, 9 Col. ....\$ 62.50  
Rowe Ambassador, 11 Col. .... 145.00  
Rowe Ambassador, 14 Col. .... 155.00  
Corsair, 30 Col. .... 185.00  
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5c & 10c ..... 75.00  
Stoner 500 Coffee & Chocolate 175.00  
National, 7 Col. Cigarette  
Machines ..... 55.00  
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**FOR THE WEEK**  
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**CLEARANCE SALE**  
Received a Large Lot of Drink  
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in Trade, also a Large Lot of  
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Decals furnished at NO extra charge.  
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# Everything From Soup to Shoe Shines Hallmark of Successful Distributor

BOSTON—Despite the poor-mouth attitude in the music business, the most substantial item for the distributor is still the juke box, according to W. S. (Si) Redd, president of Redd Distributing Company here.

But, says Redd, with diversification the key word among operators today, it might be advantageous for the distributor also to look to a variety of ways of bolstering and enlarging his business.

And the Redd firm, New England distributors for Seeburg lines, has done just that by becoming prime distributor for an instant shoe shine called Cinch and selling it to operators with cigaret routes.

When the K. T. Quinn Company of Boston, an old-established manufacturer of shoe polishes and polish equipment, introduced its Cinch in 10-cent packages, Redd immediately saw the possibilities of putting three of them in a package similar to a cigaret pack and vending them in a cigaret machine.

Cinch, not yet on the consumer market, is currently sold to selected hotels and motels who use the product as part of room service. The Redd firm has become exclusive distributor for coin-operated sales. Former music and games salesman, Frank LeBlanc, has been named sales manager for this branch.

### Special Machine

But Redd hasn't stopped at this point. He designed and built a small machine which vends one paper container of Cinch in a cardboard roll for a dime. These machines are being placed in barber-shops, men's rooms of hotels and other strategic



SI REDD

spots. The Redd company sells the machines and the polish product to the operators.

The firm, having gained experience in the Seeburg line of vending coffee and cold drinks, has also gone a step further in this direction by taking on a new drink machine—the Giepen—which dispenses packaged dry coffee, chocolate and soups. Redd has placed five Giepen machines on Mobil Oil Company service stations for a trial run. The set-up with the Giepen is similar to that of the Cinch plan. Redd sells the machines and supplies the packages.

# Laundries Go for Good Music

By JOSEPH KLEIN

CHICAGO—What appeared to be a new area of opportunity only a year ago has become forbidden territory for coin-operated phonographs.

Evident now beyond the possibility of mistake is that a quietly organized campaign, which gathered steam about a year ago, has placed coin-operated dry-cleaning plants off limits to juke boxes.

Inadvertently, however, this boycott of phonographs is giving rise to enhanced possibilities in the field of background music.

The growing tendency to bar music machines as a standard part of coin laundry projects was affirmed here last week by a spokesman for the Associated Coin-Ops of America.

"We definitely exclude juke boxes from our planning," said Jack Whisler, the firm's vice-president and director of real estate. "But no less definitely we want background music in."

Organized last April, ACA operates a chain of coin-operated laundry and dry cleaning establish-

ments. The company anticipates the development or acquisition of 30 plants before the end of 1962.

"There are valid reasons for our policy on juke boxes," Whisler said. "We don't want the customer to feel that we want all her money. Then, of course, there is the consideration of the atmosphere created by the juke box. Background music enables us to provide the kind of music which will lend calm and dignity to the establishment. That could not be accomplished with the kind of music you get from juke boxes these days."

Whisler said, however, that bulk vending equipment, as background music, has a definite place in dry cleaning plants.

"We urge bulk vending participation," he said. "We intend to make the utmost use of bulk vending equipment. We are now exploring the methods by which we would handle this operation."

Whisler said that the coin-operated kiddie rides at his firm's plants have proved to be neither profitable nor practical.

"It would be best for all concerned if children were not brought to the plants," he said. "It is understandable, of course, that the mother may have no choice in the matter. But the kiddie rides suggest an invitation to children which shouldn't be made."

The "anti-juke box" movement was ignited by the National Automatic Laundry and Cleaning Council in Chicago last summer.

In the early part of 1961, while coin laundries were struggling through their infancy, many leaders of the new industry urged coin laundry owners to use juke boxes and other coin-operated equipment as sources of supplemental income.

Prosperity seems to have changed all of that.

In 1961, 2,400 self-service dry cleaning centers, grossing more than \$30,000,000, were placed in operation across the country.

The volume of business in the current year, according to industry estimates, will exceed \$300,000,000 with about 50,000 units sold by 25 manufacturers.

### Warner, Kaufman Firms Join MONY

NEW YORK—Sanford J. Warner, operating under his own name, and Harold Kaufman, Playmore Amusements, have joined the Music Operators of New York.

Warner headed the defunct game association here. Kaufman had previously been a member of the juke box association and has re-joined after a lapse of several years.

# Many Operators Wink at Law, Still Lend to Taverns, Earl Kies Charges

CHICAGO — Chicago's anti-loan ordinance has proved to be largely ineffective thus far, the head of an operators' organization said here this week.

Even though the law has been in force for almost nine months now—it was passed last November—the practices which brought about its enactment still prevail, according to Earl Kies, president of the Recorded Music Service Association.

"The ordinance has helped us on old locations," Kies said. "It has enabled us to say, when asked for a loan, that lending is against the law."

The abuse, however, continues

in the competitive struggle for new stops, he said.

"We would like to believe otherwise," he said. "But we must face facts. We know that the lending and the gifts for new locations haven't stopped. Obviously, the competition is too keen."

The anti-loan measure was enacted as an amendment to the city's liquor control ordinance. A tavern keeper risks revocation of his license under provisions of its penalty section if he solicits and accepts a loan from a juke box operator.

"But not a single license has been revoked for borrowing in the nine months since the ordinance went into effect," Kies observed.

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with the new Split Target Skill Feature . . . a real honey!

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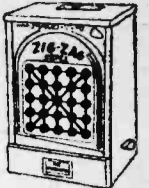
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Plastic Triangles, 2 1/2" . . . . . 1.50  
48" Cues . . . . . \$1.30 ea.; 25, \$1.18 ea.  
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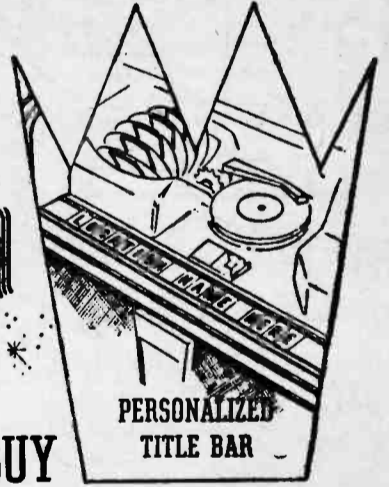
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# Beer City July Juke Take Rises

MILWAUKEE—Juke box operators claim receipts during July climbed several points over the similar period of last year. Healthy economic conditions, plus a lengthening list of well-promoted new

disks were credited with spurring the rise.

The hottest new single during the closing days of July, according to one-stops catering to the juke box operator trade, is Johnny Tillotson's "Send Me the Pillow You Dream On." Both Jim Skiba, Third Street Radio Doctors, and Jimm Mayer, Record City, report Tillotson's newest release on Cadence definitely headed for peak sales totals.

Veteran operator Morrie Fuhrman, Morrie's Amusements, listed these as his top money makers: "Devil Woman," with Marty Robbins; "Lolita," with Ray Adams, and Burl Ives' "Mr. In-Between" on Decca.

### 'Ramblin' Rose'

Mayer reports gratifying operator reception for the new Nat King Cole "Ramblin' Rose." According to Mayer, "The operators like its country-western flavor."

Also exhibiting a solid impact at

Record City are "Sealed With a Kiss," Brian Hyland, and "You Don't Know Me," Ray Charles, ABC-Paramount.

"Say Momma," a debut release on Ermine Records by a local combo, the Legends, shows promise of breaking into the charts. Operators claim the number is pulling well in teen-age spots.

### 'Sunny's Polka'

According to Mayer, a new polka release by Bernie Roberts on Pageant Records, "Sunny's Polka," is also doing very well.

Skiba claims operators are racking up good results with both sides of the new Ray Charles single, "You Don't Know Me" b.w. "Careless Love." Also big here are the new Connie Francis' "Vacation," and "Devil Woman" with Marty Robbins.

A single stirring a lot of somewhat belated interest in this area, adds Skiba, is "Counterfeit Friends" with Lloyd Price.

## Wiener Opens Smokeshop HQ In Manhattan

NEW YORK—Bill Wiener, factory representative for the Smokeshop cigaret machine, has set up headquarters at 607 10th Avenue here. He shares the premises with Abe Lipsky of the Lipsky Distributing Company, juke box distributor.

There is no connection between the two firms, though, and the pooling of office and showroom space is merely for convenience.

Wiener will stock the Smokeshop line, parts for the machines, and the Smokeshop 50-cent and penny changemaker. The former takes either two quarters or one half dollar and gives change in nickels. Both units come as attachments to the cigaret machine.

Wiener, a veteran of 25 years in the coin machine business, was a sales executive with the old Eastern Electric Company and with Continental Vending before joining Smokeshop.

## See New Records In Attendance at Chi Empire Schools

CHICAGO — New attendance records at service schools to be sponsored this summer by Empire Coin Machine Exchange were forecast last week by Joe Robbins, the firm's vice-president.

First of the classes will be conducted in August under the auspices of the United Manufacturing Company. Rock-Ola will be in charge of the September sessions.

The school was attended by 90 last year, Robbins said. More than 100 are expected to make use of the courses this year.

Launched Wednesday (25), Empire's "Operation Tick Tock" will run through August 15, Robbins announced. During the period of the campaign, any operator purchasing a Rock-Ola phonograph will receive a new Omega wrist watch, Robbins said. Cameras and radios were given away under similar conditions in other years.

## Bilotta's Recuperation Helped by Boat Cruise

NEWARK, N. Y.—John Bilotta, head of the Bilotta Distributing Company, has recovered from an attack of asthma and pneumonia which had hospitalized him for a week.

After a 10-day recuperation period at home, Bilotta and his wife were joined Thursday, (26) by A. D. Palmer, advertising and promotion manager of the Wurlitzer Company, and Mrs. Palmer.

The two couples cruised down the New York State Barge Canal to Syracuse in the Palmer boat. There they stayed at the Three Rivers Inn as guests of Dom Bruno.

Bilotta, along with Norma Rivers, Vassar Records recording artist, participated in opening day ceremonies at the Sarah Conventry Park here. Miss Rivers was featured on the cover and on a double-page picture spread of Sarah Conventry's Signet, a house organ published by Sarah Conventry, Inc.

BINGOS		KIDDIE RIDES	
Lotta Fun	\$375	Highway Patrol	\$495
Beach Time	275	Indian Scout	695
Big Show	110	Wells Fargo	525
Ballerina	375	Fire Engine	525
Broadway	110	Cow Pony	525
Cypress Garden	225	Santa Fe Express	525
Key West	110	Musical Ferris Wheel	695
Miss America	225	Whirley Bird w/sound	695
Miami Beach	100	Helicopter w/sound	695
Nite Club	110	Space Ship	\$275
Show Time	125	Boat Ride	275
Sea Island	395	Donald Duck	250
Sun Valley	225		
Touch Down	285		

BRAND NEW		USED (cont'd.)	
Ex. Space Gun	\$125	Keeney Sportsman	\$150
Silver Bullet	125	Keeney Air Raider	150
Gun Patrol	110	Atomic Bomber	100
Jet Gun	110	Mut. Sky Fiter	125
Six Shooter	110	Mid. Shooting Gallery	275
Pop Gun Circus	250	Safari Gun	175
Shooting Gallery	135	Seeburg Bear Gun	175
510 Shooting Gallery	135	Seeburg Coon Gun	175
State Fair	195	Bonus Gun	195
Sky Gunner	125	Carnival	150
Gun Club	195	Vanguard	275
Circus Gun	275	Polar Hunt	165

Distributors for WURLITZER, UNITED, GOTTlieb & MIDWAY.

## CLEVELAND COIN

MACHINE EXCHANGE  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715

**M. S. GISSER**  
Sales Manager

## ATLAS . . . Reconditioned—Guaranteed

### MUSIC • GAMES • VENDING

VENDING	MUSIC		
ROWE L-1000, 4 Flavor	\$595	A. M. I. K-200	\$525
ROWE 20-700 (20-Col.) Cig.	245	A. M. I. J-200	495
ROWE COMMANDER, 11-Col. Cig.	85	A. M. I. J-120	395
ROWE CANDY, 11-Col.	265	A. M. I. G-120	245
ROWE CANDY, 8-Col.	145	A. M. I. G-200	245
ROWE SANDWICH VENDOR	325	A. M. I. E-120	145
DuGRENIER K-12 Cig.	165	ROCK-OLA 1455	275
CORSAIR, 20-Col. Cig.	175	SEEBURG KD-200	325
CONTINENTAL, 30-Col. Cig.	185	SEEBURG 200-LU (Background)	245
		WURLITZER 2300	475
		WURLITZER 2200	325
		WURLITZER 2100	295
		WURLITZER 1800	245
		WURLITZER 2000	245

**AC DOLLAR BILL CHANGER**  
Location proved. Eliminates need for attendant! Immediate delivery.  
\$995 plus F. E. T.

**STANDARD COIN CHANGERS**  
50c Model Duo 50c-25c 1/3 Deposit, Balance Slight Draft  
\$125.50 plus F. E. T. \$210.00 Cable: "ATMUSIC"—Chicago

**A. M. I. WALL BOX, \$85**  
200 Sel., WQ-200

Distributors for  
**AMI—ROWE—BALLY**

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A Quarter Century of Service

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DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DA

## A WANT AD

### USED PHONOGRAPHS NEEDED NOW!

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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.

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## 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>HEART IN HAND</b> AND <b>IT STARTED ALL OVER AGAIN</b>	<b>BRENDA LEE</b> Decca 31407
<b>HAVING A PARTY</b> AND <b>BRING IT ON HOME TO ME</b>	<b>SAM COOKE</b> RCA Victor 8036
<b>YOU DONT KNOW ME</b> AND <b>CARELESS LOVE</b>	<b>RAY CHARLES</b> ABC-Paramount 10345
<b>VACATION</b> AND <b>THE BIGGEST SIN OF ALL</b>	<b>CONNIE FRANCIS</b> MGM 13087
<b>SHE'S NOT YOU</b> AND <b>JUST TELL HER JIM SAID HELLO</b>	<b>ELVIS PRESLEY</b> RCA Victor 8041

## HOME IS WHERE TUNE IS, DENVER OP TELLS TOURISTS

DENVER—Here's a twist toward developing tourist play on phonographs in resort locations which has paid steady dividends for Harold Keller, juke box and amusement machine operator here.

Wherever large groups of tourists congregate, Keller pastes a decal-type label on each machine which reads simply, "Your Home Town Music." Naturally, sight of the decal brings a twinge of homesickness to many tourists, who often come over, peer at the music menu, and if time permits, play a selection or two.

By merely making sure that there are plenty of old favorites on the spindles, operator Keller can make the "Home Town Music" point valid, since he has found music tastes are practically the same everywhere.

He includes a few polkas for the benefit of visitors from such areas as Pittsburgh, a bit of Spanish music for Southwesterners, and a bit of hillbilly music for the benefit of Midwesterners. The net result has been to increase the popularity of his phonographs at almost every location, and certainly an opportunity to test out music tastes of tourists on the basis of the play meter.

Pool Tables, Slate . . . . . \$165.00	SHUFFLEBOARDS, 22 ft., refinished . . . . . \$225.00
American 9 Ft. Bank Shof. . 175.00	SHUFFLEBOARD LIGHTS (fluorescent) . . . . . \$ 27.50
<b>BOWLERS</b>	<b>MISCELLANEOUS</b>
Keeney Bonus . . . . . \$95	Chi Coin Bliker . . . . . \$95
Keeney Diamond . . . . . \$95	Chi Coin Fire Ball . . . . . \$95
Keeney Speed Lane . . . . . \$250.00	Chi Coin Rocket . . . . . \$95
Keeney Jewel . . . . . \$250.00	Genco Rifle Gallery . . . . . \$95
	Games Inc. Post-Time . . . . . \$95
	Games Inc. Hole-in-One . . . . . \$95
	United Shooting Star . . . . . \$95

**PURVEYOR** Better Buys  
DISTRIBUTING CO.

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CHICAGO, ILLINOIS  
JUNIPER 8-1814



## Blundred an Expert

• Continued from page 45

chairman of the executive committee also was in attendance. Pierce had made frequent trips to Chicago from his Wisconsin residence to help the sub-committee with its deliberations.

Lou Casola, MOA vice-president and director, also was here.

Blundred has had no connection with any phase of the music industry. That, apparently, weighed in his favor. In making a choice, MOA was determined to refrain from arousing the possibility of competitive suspicions in the industry.

Blundred said that he will immediately undertake an exhaustive study of the problems of the industry.

### Annual Convention

He said he will urge the participation of all manufacturers in the annual MOA show. The record companies and all other firms and organizations associated with the coin machine industry will also be encouraged to join the effort. At all times, he would be alert to legislative attempts to withdraw the royalty exemption from coin-operated phonographs, he added.

In another action, the committee formally adopted a budget drafted at MOA's May meeting.

### FOR SALE

Downie Johnson Coin Counter (Model 20 PH), \$75.00; Downie Johnson Coin Counter (Electric Model 30 PH), \$150.00; one hundred used Master Locks, fifty cents each; Bally U S A, \$50.00 each; Ingo Grip Scale, five cent, for \$25.00; Used Cigarette Machines. Write FRANK GUERRINI VENDING MACHINES, INC. 1211 W. 4th St. Lewistown, Penna.



• Continued from page 47

London Music Company. He formerly was with Superior in Chicago. Seeburg music equipment sales have shown a sharp climb since July 1, says Perry London. Also moving well is the Williams Friendship 7 pin game.

BENN OLLMAN

### OUT MINNESOTA WAY

The Minneapolis city council has passed an ordinance permitting the dispensing of hot chocolate, coffee or tea from automatic vending machines in laundry and dry cleaning establishments. . . . Amos Heilicher, president of Heilicher Bros., Inc., wholesale supplier of records and record-playing equipment, and partner in Advance Music Company, Minneapolis, has been added to the advisory board of the North American office of the Northwestern National Bank. He also has been active in the opening of the new Standard Club headquarters in the Pick-Nicollet Hotel. He is president of the club.

Cliff Brown, of the Rushmore Amusement Company, Rapid City, S. D., and his wife are back from a two-week vacation at the Seattle World's Fair. . . . John Trucano, operator at Deadwood, S. D., and his wife also took in the Century 21 exposition in Seattle on their recent jaunt to the Coast.

Operators in the Twin Cities recently included George Wohlers, Stillwater, Minn.; Bun Mrasz, Brainerd, Minn.; Tony Ratchford, Huron, S. D.; Earl Porter, Mitchell, S. D.; Elmer Cummings, Brookings, S. D., and Nick and Bob Bergquist, Ironwood, Mich.

Con Kaluza, operator at Browerville, Minn., and his wife returned from a vacation in Las Vegas. . . . Glenn Addington, operator at Bismarck, N. D., and his wife visited Mrs. Addington's parents at Isle, Minn., and did some fishing in the area.

Andy Benna, operator at Ironwood, Mich., was in the Twin Cities on business and took in a Minnesota Twins baseball game. . . . Jim Christensen, of Jim's Record Shop, St. Paul one-stop, vacationed in New York. . . . Floyd Rogers, serviceman at Advance Music Company, Minneapolis, spent two weeks at his cabin at Park Rapids, Minn. . . .

Congratulations to Buck McBeth, serviceman at Advance Music, who is the father of a new girl.

Notes from All-Record Sales, Minneapolis one-stop: Marv (Sandy) Sanderson is back from a vacation in Texas and Colorado. . . . Tom Prenevost, office manager, did some fishing in northern Minnesota. . . . New warehouseman there is Robert Penniman.

Despite cool weather, the Seattle World's Fair and the stock market slump, Minnesota resort operators are looking forward to good business for the season. The cool and wet weather in June hurt house-keeping resorts, according to Joe Ruttger, president of the Minnesota Resort Association. His own and other resorts operating under the American plan were not hit so hard. Ruttger expects next month "will be the best August we've had in 28 years." The result will be a "very good season," he pointed out.

DON LYONS

### DETROIT DOINGS

Music Operators, Inc., virtually inactive for about a year, may be revived this fall, according to Erwin B. Moss, secretary-treasurer of the organization during its active period. Changes in ownership and personnel of operating companies have been one factor leading to suspension of activity, but talks held recently between several juke box industry leaders are expected to lead to a meeting this fall.

With MOI dormant, Michigan juke box operators are without a trade association, and the need for one to properly represent the industry and serve as a common forum is strongly felt.

Moss, recently convalescent from serious illness, has moved his Moss Music Company into a modern new building. He also has expanded operations, going into cigaret vending for the first time, and reports this a profitable addition to the long-established music route. His son Marty is assisting him.

A. P. Sauve & Son, veteran operating-distributing company, has been legally re-registered with the founder, Arthur P. Sauve, and his son, Dale C. Sauve, listed as co-owners.

John R. Pieters and Joel T. Auton, King-Pin Equipment Company, distributor for Bally and Irving Kaye here, have sold their distributing business to Martin and Snyder of Dearborn, Seeburg distributors. Pieters, of Kalamazoo, Mich., was with Bally some 30 years, and was one of its oldest distributors. The King-Pin name is being dissolved. Pieters and Auton will continue their extensive operating company under the name of Michigan Midget Movies. They operate arcades on the Aquarama, Great Lakes cruise ship, and at Walled Lake Amusement Park, together with three kiddielands, plus other ride and arcade

(Continued on page 52)

# YOURS for Extended Play

## Williams FRIENDSHIP "7"

### with ADD-A-BALL feature

Plastikote finish long life playfield resists wear.

**New METAL POLISHED CHROME FLIPPERS**

LOCATION TESTED for PROFITS!

Single Coin Chute

**New way to get EXTRA BALL**

match letter on reel with lit playfield letter and hit the target.

**TARGET scores 100 points**

ADVANCES REEL

Locked Cash Box  
Slug Rejector

Starts Player with 5 balls—skill shots add extra balls!

- ★ MAKING NUMBERS 1 to 4 adds extra ball.
- ★ HIGH SCORE adds extra ball.
- ★ Ball thru MOVING GATE good for 10 points. When gate is lit, good for 100 points.
- ★ 4 ADVANCE BUMPERS.
- ★ 8 counter rebounds advance reel or letters on playfield.
- ★ Four 10-Point (when lit) Jet Bumpers.
- ★ 2 Automatic Kickers at bottom.
- ★ 2 Flippers.

**Order FRIENDSHIP "7" now!**

**Williams** ELECTRONIC MANUFACTURING CORP.  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

**BUY THE BEST—BUY WILLIAMS**

SEE THESE NEW AND EXCITING FEATURES IN ALL NEW WILLIAMS GAMES

New 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.





• Continued from page 51

equipment. They are also diversifying their activities further, operating "Coney Island"-type restaurants and nut stores.

Variety Music has been re-registered by Cecil Watts as sole owner, and moved to Junction Avenue on the near west side. It was formerly headed by Mrs. Ruth Watts, and located in the northwest section on Lindsay Avenue. Mrs. Watts formerly had Ruth's Music.

## West

### DENVER DOINGS

Hot weather in July, normally the signal for a drop in collections in all fields, hasn't apparently taken effect in the Denver area, operators report, not without enthusiasm. Most operators ascribe better collections for June and July of this year simply to larger numbers of tourists, and installation of new machines along the routes.

Bob Wiley, who recently bought the Howard Hold route in Del Norte, Colo., is in a quandary. With Del Norte and its famous fishing grounds crammed with tourists, Wiley needs more machines, but at the same time, he must remember that during the winter this section of Colorado shows something like an 85 per cent population drop. His big hope is the establishment of new skiing centers in the area, such as Crested Butte, which will increase winter highway traffic.

Bill Haeffner, of Pueblo Music Company, Pueblo, was in town during early July, adding several pieces of equipment to his Southern Colorado string. . . . Roy Kaiser and Don Kaiser, brother team who operate Kaiser Music Company in Durango, Colo., celebrated their birthdays with a visit to Draco Sales Company, Wurlitzer distributor in Denver, recently. The Kaiser brothers are profiting from the tremendously expanded oil industry in Northern New Mexico and extreme Southwestern Colorado.

Finally satisfied that he has set enough pieces on his mountain resort area route is Wilbur Beyers, of Ft. Collins, Colo., who took a well-earned rest during July at home. Byer probably has the largest number of new 100 and 20-play stereo phonographs in mountain locations of any operator in the country. . . . Pete Jeritz, who underwent two painful sojourns in a Denver hospital last year, has finally returned to his desk on a full-time basis. His busy one-stop, first in Denver, has been keeping him on the go from morning till night.

A newcomer to Denver distributors is Ernie Sossa, of Rapid City, S. D., who was in Denver recently purchasing six new phonographs for his South Dakota small-town routes. . . . Tony Lucero, fresh from a vacation in the Caribbean, didn't enjoy his homecoming as much as he would like. His doctor scheduled him for an immediate appendicitis operation after Lucero complained of violent pain.

Birthdays posted by the Denver coin machine fraternity for June included Roy and Don Kaiser, Durango; Doyle Harrington, Salida; Bill Burbank, Montrose, and Stan Pacino, Trinidad.

Modern Music Company has installed a battery of bookkeeping machines to simplify the big job of keeping track of considerably extended amusement machine routes throughout Denver and its suburbs. Lou Shulman, dean of Denver operators, is planning an early retirement.

### LOS ANGELES ANGLES

Ed Wisler is recuperating from a recent illness at the Hill Haven Manor, 10230 Hill Haven Avenue, Tujunga, Calif., and would like to hear from his many friends. . . . Don Edwards and Jack LaRue conducted a school for the AMI L 200 in Bakersfield. The session was close on the heels of one held in San Diego for operators and service-men.

Jimmy Wilkins, of Paul A. Laymon, Inc., soon returns from his annual vacation. He spent this one hiking with a troop of Boy Scouts along the John Muir Trail in the High Sierras. . . . Dorothy Laymon is on a 10-day jaunt to Honolulu. . . . Britt Abelman, Laymon secretary, is on vacation in Truckee, Nev., where she is visiting her aunt and mother; the latter is here from her home in Sweden.

Other Laymon notes: Randy Elder is opening a restaurant at 12th Place and Valencia. Russell Early, of the shipping department, recently moved into his new home in Eagle Rock. . . . Don Peters, of the service department, enjoyed water sports and fishing on the Colorado River. . . . Gladys Daniels, wife of Charles Daniels, is recovering from a recent illness. . . . Paul Laymon reports the arrival of the Hole-in-One, coin-operated putting game, from Nail-Tone, Inc., in Miami.

The many friends of Lee Walker, prominent Los Angeles operator, will be glad to learn that he is recuperating from a recent illness. . . . Tex Nowaka, of Tex-Row Music in San Bernardino, in town to shop. . . . Mel Wolzinger came over from Las Vegas, Nev., to see about a new truck. . . . Bob Young enjoyed visiting friends and relatives in Las Vegas. . . . Tom Sams, AMI phonograph sales vice-president, wound up a visit to the R. F. Jones Company here. **SAM ABBOTT**

### Eric Sokol Named To St. Louis Post

ST. LOUIS—Eric L. Sokol, manager of National Rejectors' Hot Springs plant, has been named director of manufacturing and has been transferred to the home office here.

Lester H. Courtney, director of Hot Springs, is the new plant manager.

National Rejectors is the world's largest manufacturer of money-handling equipment for the coin machine industry. Besides its St. Louis and Hot Springs plants, it has a factory in West Germany.

## Don't Hold Bag

• Continued from page 45

missing out on one good location, the operator will sink money in nine bad ones. You don't make money with those odds.

The operator still has some safeguards, if he is willing to use them. If he is really afraid that the competition will move in, he can give the location owner the money as a loan, but he can have the money held in escrow pending the actual opening of the stop.

If the location owner is a fast buck operator, he'll turn down the escrow proposal. In that case, the operator will have saved himself some money. If the location owner is legitimate, he'll make the best deal he can, with the knowledge that the money is waiting for him in the bank as soon as he is open for business.

The Music Operators of New York, local trade association, has been warning all juke box, amusement machine and cigaret operators in the area to investigate thoroughly all unopened locations before lending money.

## Cover Girl Unit

• Continued from page 45

nated by six rollovers in the light box. The top center lights the new "split target."

A special score is allowed for lighting upper or lower row of "covers girls." Lighting all "cover girls" lights side holes for one, two or three specials.

When split target is lit, red half spots red rollovers and lights corresponding "cover girls"; white half spots white rollovers and lights corresponding "cover girls."

When lit, rotating light pop bumpers score 10 points. The playboard is of hard-cote finish.



# GOTTLIEB'S COVER GIRL

NEW! SPLIT TARGET SKILL FEATURE!

6 WHITE ROLLOVERS LIGHT TOP ROW OF "COVER GIRLS" IN LIGHT BOX

6 RED ROLLOVERS LIGHT LOWER ROW OF "COVER GIRLS" IN LIGHT BOX

TOP CENTER ROLLOVER LIGHTS NEW "SPLIT TARGET"

See these features demonstrated at your distributor:

- Lighting upper or lower row of "Cover Girls" scores special.
- Lighting all "Cover Girls" lights side holes for 1, 2 or 3 specials.
- When split target is lit, red half spots red rollovers and lights corresponding "Cover Girls"; white half spots white rollovers and "Cover Girls."
- Rotating light pop bumpers score 10 points when lit.
- Match feature.
- Sparkling stainless cabinet trim.

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



# 500,000

## WURLITZER PHONOGRAPHS



### WURLITZER PRODUCTION AVERAGES 20,000 PHONOGRAPHS A YEAR OVER 28 YEARS

In 1933 Wurlitzer produced its first coin-operated phonograph. Designated the P-10, it offered ten selections for a nickel a tune. Thus began the popularity of a mode of entertainment which has reached global proportions. Now in mid-1962 Wurlitzer has built its half-millionth phonograph and acknowledges proudly that it has the confidence of music operators which has made possible this continuing success.

Today's Model 2600 offers 200 selections, produces high fidelity stereo-

phonic music, accepts all coins, and features, not a tune for a nickel, but half-dollar play with the Wurlitzer exclusive — 10 TOP TUNES FOR A 50c COIN AT A PRESS OF A SINGLE BUTTON. Exclusive of the war years Wurlitzer has averaged over 20,000 phonographs a year for 28 years. Each has been a tuneful symbol of Wurlitzer leadership. All have brought enjoyment to listeners and honor to a name that means music to millions throughout the world.



# ANKA'S BIG SINGLES!

45 RPM  
RCA VICTOR  
47-8068

---

**PAUL  
ANKA**

---

EVERY NIGHT  
(WITHOUT YOU)

THERE YOU GO



#8068 BRAND NEW, BIGGEST EVER! ANKA WROTE IT...  
ANKA SINGS IT! WATCH IT  
SKY-ROCKET TO THE TOP!

