

September 11, 1961

# BILLBOARD MUSIC WEEK

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

## NEUTRAL NATION LEADERS SEE TITO'S JUKE IMPORTS

BELGRADE—Marshal Tito unveiled several shipments of new phonographs for the summit conference of the 24 neutral nations here.

The Yugoslav state trading agency reported that 25 new and reconditioned machines arrived just in time for the conference. They were mainly U. S. and West German machines imported through Trieste and Austria.

Marshal Tito is a well-known juke box fan. The Marshal's wide-ranging differences with Moscow encompass juke boxes and Western music as well as Marxist ideology.

### No Politics

Tito has always maintained that phonographs—and music—should be divorced from politics. "What's a machine that plays music got to

do with Marx," the Marshal once asked a Kremlin bigwig who observed sarcastically to Tito that "you seem to like juke boxes as much as any bourgeois capitalist."

The trade ministry said the phonographs arrived mainly by happenstance just as the conference convened. "The orders were placed a long time ago under our tourist promotion campaign," the agency disclosed. "They never arrived in time for the tourists, but they did get here in time for the conference."

Tito has a phonograph at his holiday retreat on the island of Brioni which he stocks with specially pressed Yugoslav folk tunes. The Marshal puts coins in the machine and insists guests do likewise, joking, "I'm a Communist but I'm also a shrewd businessman who can beat the capitalists at their own game."

## DISK EXECS VOICE DISAPPOINTMENT OVER SLOW STEREO SALES CLIMB

### Industry Spokesmen Develop Many Theories; Find Fault With Demos, Pricing, Repertoire & Housewife Prejudice

By REN GREVATT

NEW YORK—A little over three years ago, at the dawn of the stereo record age, many traders regarded the two-channel recording technique as the great white hope of the record industry. Many of those same people today are asking themselves the questions, "What ever happened to the expected surge of stereo, and is stereo the panacea for the industry that many people thought it would be?"

Independent research figures do indicate a growth of stereo sales—steady but slow since its inception.

Despite this growth, information available for approximately the first six months of this and two preceding years, gives a clear picture of the disappointing progress stereo has had in reaching the hoped for goal of dominance in the disk business.

### Slow Gains

In 1959, the first full year in which stereo was generally available, figures for the first half show **stereo LP dollar sales occupied 23 per cent of the total LP dollar business.** For the same period the following year, the figure had risen to 28 per cent, while for the current year, a rise to 32 per cent is noted. The fact that this is a steady rise is not disputed. Yet the rate of increase is far below the level originally projected and hoped for by many companies.

### What Stunted Growth?

The question therefore remains: What has happened to interrupt the growth of stereo? There are

many theories. George R. Marek, vice-president of RCA Victor Records, for example, feels that dealers have failed to properly merchandise stereo. "To sell stereo, you must demonstrate it," says Marek, "and too few dealers have really taken the trouble to do this properly."

"This feeling has been bred partly because of the growth of the self-service approach to selling records. Self-service has definitely hurt the record business. What we need is more real merchants to come to grips with the problem and sell the product." Marek also believes the phono manufacturers are at fault for "not making available good, inexpensive stereo players."

"They just haven't been able to sell enough instruments and that has held stereo back," Marek continued. "They have pushed the gimmicks like three-channel and reverberation too much. There's not enough appeal in those pitches to

*(Continued on page 65)*

## S. Klein, Mays, Alexander's, A&S Vie for Price in N. Y. Singles Hassle

NEW YORK—A 52-cent single record will become a retail reality here next week for at least a couple of days. The S. Klein department stores (four in the Metropolitan area) will carry ads Monday (today) of a special two-day sale of all singles at this price for Tuesday and Wednesday.

The Klein disk operations are conducted by Stanley Stone, who is associated with the Anfra Cor-

poration, a wing of the farflung network of Jesse Selzer's Ransel Trading Company, Island Park, N. Y. It was Stone who remarked in the wake of the Sam Goody price slash to 56 cents two weeks ago, "We'll go as low as 52 cents if we have to." Until now, Klein outlets have been running singles at 74 cents.

### Follow the Leader

Meanwhile, elsewhere on the single price front, Korvette's, which had been as low as 59 cents last week, bobbed back up to 66 cents. Abraham and Straus have followed Korvette moves of the past weeks like a kind of shadow. One retail clerk at A & S admitted: "We followed Korvette down to 59 cents and when they come back up to 66 cents, we did too. We

generally follow whatever they do on price."

Mel Borris, chief disk buyer for the J. W. Mays chain, with stores in Levittown, Jamaica, Glen Oaks and Brooklyn, said his group's standard price is 66 cents for singles. "If Korvette goes down we go down," Borris stated. Most dealers here regard Korvette as the barometer of the industry and their prices fluctuate in a close relationship with those of Korvette.

Spokesmen for Alexander's, with stores in the Bronx, Rego Park, Queens and other areas here, were guarded in their telephone comments. None would disclose the price of singles records over the phone. "How do I know you're not from Klein's or A & S or some

*(Continued on page 65)*

## MRS. AMERICA A COMPONENT SALES FACTOR

NEW YORK—Among the views given this week by representative disk industry executives for the slow progress of stereo, is the fact that phonograph manufacturers have compromised the true stereo sound in favor of the furniture aspect, admittedly a powerful force in selling Mrs. American housewife. (see separate story).

Those heartily espousing this theory also include components manufacturers, who believe that only a system, tailored individually to the characteristics of a room, can ever do full justice to stereo. Though this may be true, another dilemma to the stereo world is posed, since the relatively high cost of component rigs is likely to hold down the mass acceptance of such equipment indefinitely.

## White Front Buys Enterprises' Stock

HOLLYWOOD — White Front Stores is buying the entire inventory of the debt-ridden Record Enterprises, now in the midst of a Chapter 11 proceedings, to allow Record Enterprises to settle with its creditors at between 50 to 60 cents on the dollar. This was revealed late Thursday (7) during a court session seeking to establish a final plan that would satisfy the firm's creditors.

As exclusively reported by BMW (August 7), Don Stockham's Record Enterprises, this area's oldest risk-jobbing operation and the sole disk supplier of the local White Front discount store chain, buckled under the weight of more than \$100,000 in debts to record distributors. Record Enterprises filed under Chapter 11 after White Front informed Stockham that it intends to handle its own record departments.

Charles Simms, Record Enterprises' former secretary-treasurer, was named this week as record buyer for the White Front Stores, thus confirming BMW's prediction (August 7) that the officer of the tottering record supplier will helm the disk operations of his company's chief account. His appointment becomes effective today (11).

### Interest in Records

White Front is the Western wing of the giant, Eastern-based Interstate Stores chain. Its success with records here, reaching an annual volume of \$1,500,000 at its three stores (Los Angeles, Van Nuys, and Anaheim), reportedly has stirred keen interest in disk merchandise at Interstate's headquarters. According to some reports, Interstate is considering the addition of record departments

*(Continued on page 65)*

## Index to Contents

### General

International Music ..... 28  
Manufacturer News ..... 4  
Talent News ..... 6

### Music Pop Charts

Best Buys in Records ..... 53  
Best Selling Phonographs &  
Tape Recorders ..... 12  
Best Selling Sheet Music In  
U. S. .... 60  
Bubbling Under the Hot 100 ..... 35  
Double Play Disks ..... 66  
Hits of the World ..... 25  
Honor Roll of Hits ..... 56  
Hot 100 ..... 35

### Reviews

LP Reviews ..... 32  
Single Record Reviews ..... 53

### Radio-TV Programming

Artists' Biographies ..... 10  
Programming Panel ..... 10  
Yesteryear's Hits ..... 10

Vox Jox ..... 10

### Music-Phonograph Merchandising

Album Cover of the Week ..... 12  
Best Buys in Records ..... 53  
Best Selling Phonographs &  
Tape Recorders ..... 12  
Disk Deals for Dealers ..... 12  
New Dealer Products ..... 12

### Coin Machine Operating

Bulk Vending ..... 68  
Coin Machine News ..... 66  
Coin Machine Price Index ..... 50  
Double Play Disks ..... 66  
Singles Programming Guide ..... 53

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Dot

RECORDS PRESENTS

THE BIGGEST PROFIT-MAKING RECORD PLAN OF 1961

(SEE CENTER SECTION)



# Snider Defends Racks, Calls for Tight Distrib Co-Operation at NARM Meet

CHICAGO—Edward M. Snider, National Association of Record Merchandisers president, set the key note for the group's midyear meeting here last week, with a call for better distributor-rack-jobber relations and a frank analysis of some key industry problems.

Snider characterized the rack merchandiser as having broadened the record market substantially, putting records in a variety of new locations. He also made a strong case for the functional discount and defended the fact that rack jobbers, being in a "dynamic, fast-growing business," may encounter tight money situations.

Snider noted that contrary to charges made in many quarters critical of the rack merchandiser, the "percentage of bankruptcies in our field is far less than average for the other businesses—and far less than the percentage for retail stores."

NARM's midyear meeting was attended by representatives of some 35 members of the association and 40 record manufacturers.

Following the business session kick-off Thursday (7) of the three-day meeting, the group spent a day and a half with "person-to-person" conferences between representatives of the rack merchandisers and the diskeries.

The rack merchandisers were stationed at tables throughout a large hall, and diskery representatives went from table to table by a prearranged schedule.

Jules Malamud, executive secretary of the group, termed the meeting the most successful mid-year session ever held by NARM.

In his speech to the group, Snider said that in "recent months the record merchandiser has suffered additional and recurring attacks from retailers, from a group of misguided distributors, and from misleading and out-of-proportion stories in trade publications."

Defending the industry, Snider said that record merchandisers as a group are composed of sound, dignified companies led by ethical and dynamic men who have expanded the scope of record distribution and created new and better record customers.

Record merchandisers' volume over the past five years has consistently increased, said Snider, making rack jobbers unquestionably the fastest growing segment of the industry.

In defending the functional discount received by rack jobbers, Snider said it was hard for him to understand how a record merchandiser could be compared with a retailer. "We are not similar to them in any way," he noted.

Snider characterized the rack jobber as a wholesaler selling to "special markets," such as supermarkets, discount department stores and variety stores.

He especially emphasized the need for a good distributor-rack merchandiser relationship, terming it an "unbeatable combination."

Examples of the advantages of such a combination, said Snider, are:

"1. While the better merchandisers usually carry a larger inventory in total than the distributors in an area, the good distributor carries

(Continued on page 12)

## The Consumer Speaks

NEW YORK—Recent stories in Billboard Music Week have dealt with trade reaction to Jim Conkling's "Plus 2" singles plan and Sam Goody's singles price slash. These stories have also drawn consumer comment. One of the more interesting is the following from Mrs. Lou Eva Burton, of Louisville, Neb.

"Articles in the August 28 issue of BMW concerning the pricing of record singles prompts me to add my opinion. I'm sure many of the rank and file record buyers feel as I do.

"Warners Records' new concept will no doubt be acceptable. However, if we record buyers could afford to buy the records we want we would quite likely have the 'oldie.' Also there is the danger that the 'Plus 2' idea would fall into the same pattern as many of the EP's, with one popular song on each side and a much less popular song as the second selection.

"Records are bought for one or two reasons. Either we like the song or the artist. There is one artist whose records I would buy even if he were singing the telephone directory. Otherwise, I buy

a record because I like the song. Which brings up another point. Records are often bought for one song. Ninety-eight cents is a high price to pay.

"What the record singles field needs is a reduction in price. Perhaps not as drastic as the Goody shops in New York, but definitely a cut in price. And it should be consistent over the country.

"A 65-cent or 75-cent single, or if the 98-cent tag must stay, makes a big reduction on the purchase of three or more at one time. Three for \$2 averages 67 cents per record; four for \$3 averages 75 cents.

"I realize there are middlemen who must make a profit, but as a consistent purchaser of records I am forced to pass up literally dozens of singles I would like to buy because I cannot afford them at \$1 per record.

"Won't you please consider my plea. Perhaps you can present it to your more than 21,000 subscribers for their consideration. Public opinion plus people like Mr. Goody might get the price on records down to where we can all buy all the records we want."

## LATE POP SPOTLIGHTS

### THE SHIRELLES



**BIG JOHN (Ludix, BMI) (2:21)—TWENTY-ONE (Ludix, BMI) (2:03)**—The gals have been hot for quite a spell and these two sides should keep them spinning. Both are strong rhythm efforts, with the familiar down-to-earth gospel touches much in evidence. Watch both sides.

Scepter 1223

### BUDDY KNOX



**ALL BY MYSELF (Glenda, BMI) (2:13)**—Knox has one of his strongest efforts in a while here as he turns in a relaxed, smooth rhythm effort with an effective choral backing. The chanter is in top form and he can step out. Flip is "Three-Eyed Mah," (Aldon, BMI) (2:00).

Liberty 55366

### BETTY O'BRIEN



**SHE'LL BE GONE (Eden, BMI) (2:02)—LOVE OH! LOVE (Eden, BMI) (2:45)**—Miss O'Brien impresses with an earthy bluesy style on this debut. Top side is a compelling rhythm effort in the minor blues vein, while the flip is a reprise of the old "Careless Love" melody with new lyrics. Both sides rate a careful listen.

Liberty 55365

# CONKLING SAYS HOT SALES GREET FIRST 'PLUS 2' DISK

HOLLYWOOD—Initial sales reaction to Warner Bros. Records' "Plus 2" singles innovation is "far surpassing our anticipations," label President Jim Conkling reported to BMW last week. He said WB has moved more than 300,000 copies of its "Plus 2" debut release, featuring the Everly Brothers' new recording of "Don't Blame Me" and "Muskrat" plus bonus tracks of "Lucille" and "Walk Right Back." Disk was issued September 5.

Conkling's "Plus 2" plan, first revealed to the industry by BMW (August 28), is aimed at revitalizing the lagging singles market by offering the consumer a bonus track on each side of the record at no increase in price. It was Conkling's feeling that in giving the customer more for his money in singles (four selections vs. two) the singles facet of the record business will regain its former sales strength.

## Martin Block Set For Radio Return

NEW YORK — Pioneer disk jockey Martin Block, who retired from the broadcasting industry 11 months ago, is returning to radio. Starting September 23, he will pilot a five and a half hour weekend series on Saturday and Sundays from 11:15 a.m. to 2 p.m.

When Block left WABC here last year, he blasted "Top 40"-type programming and indicated his departure was largely sparked by the station's decision to adopt that type of format. Station WOR aims its programming at "an adult audience" type of format. In line with this, Block's WOR show, tagged "Martin Block's Hall of Fame," will emphasize "good music," with special stress on nostalgic all-time hits of the past by Goodman, Dorsey, Sinatra etc., plus non-rock and roll items culled from current releases. The deejay will program his own show entirely.

## Fred Mendelson Rejoining Savoy

NEW YORK—Freddy Mendelson has rejoined Herman Lubinsky's Savoy Records as general manager in charge of a.&r., sales and promotion. Mendelson was with the Savoy firm many years ago.

Among his first official duties for Savoy during his current tour were the signing of Faye Adams, who had action on her "Shake a Hand" disk, and new talent Sonny Cotton.

## WB 'PLUS 2' GOES FOREIGN

HOLLYWOOD — Warner Bros. Records last week pushed its "Plus 2" plan beyond the domestic U. S. market by introducing it in Canada via its Compo affiliate. WB label President Jim Conkling told BMW that discussions currently are under way between the firm's international Director Bobby Weiss and its foreign licensees to determine which of the label's affiliates abroad will be issuing singles in "Plus 2" form.

Conkling said that the purpose of these conversations is to determine the state of the singles market in the various foreign lands. If market conditions warrant the intended sales stimulation WB feels its "Plus 2" plan offers, it will introduce its sales innovation wherever it feels the need exists.

Most manufacturers were quick to give Conkling an "A" for effort in attempting to solve the singles problem, but failed to agree with his solution (BMW, September 4). However, Conkling feels that initial market reaction to the introduction of the "Plus 2" concept is proving WB to be on the right track. "The record has taken off to an unusually fast start, and we're already getting reorders," Conkling said.

### Support From Other Sectors

In addition to this rosy sales picture, Conkling finds support for his firm's innovation coming from other sectors of the industry. Field reports, he said, show that radio stations are programming both tracks (i.e., the new recording plus the bonus track). Among the earliest broadcasters to climb aboard the "Plus 2" bandwagon, Conkling said, were Houston's KNUZ and San Francisco's KYA.

Juke box operators, which some in the industry had predicted would be opposed to the plan, are at least willing to give it a chance to prove itself. Some of WB's strongest support from operators, he said, is coming from the State of Michigan. There, he said, "operators had not gone the 10-cent route and see in 'Plus 2' a chance" to do so. He was quick to point out that it will take more than one record by one label to help achieve "Plus 2's" ultimate aims. However, it was apparent that Conkling was banking on his label's results to sway in the industry's "wait and see" camp to follow the "Plus 2" path.

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# Columbia Files Suit Vs. Heritage Library, Inc.

## Major Claims Conspiracy Against Firm And Members of Its Exec, Sales Staff

NEW YORK — Columbia Records Distributors initiated an action this week in New York Supreme Court against Hammond Industries, Inc., and Heritage Library, Inc., and a number of the personnel attached to both organizations. The two firms and their personnel were charged with entering into a conspiracy to destroy the Columbia Home Music Library, a door-to-door record-phonograph selling plan. Defendants were served with papers Wednesday (6). Total damages sought are \$1,400,000 plus all profits.

Named in the suit were Bradley Hammond Jr., Roger Strouse, Edward Conon, Lawrence Shaffer, Joseph Grzymalski, Harold Reiter, Irving Riskin, William Ferguson, John Boyle and Irwin Dersch, all of whom are either executives or sales personnel with the Hammond-Heritage operation, and all of whom were at one time employees of the Columbia Home Music Library (HML) project.

### Similar Plans

The Heritage Library is a plan

for sale of phonographs and records on a door-to-door basis, which is similar in concept to the HML plan. Phonographs offered are being manufactured by Symphonic Radio for Heritage and the plan offers records of a number prominent labels, unlike the HML plan which employs specially pressed and labeled LP's.

The brief alleges that immediately following Columbia's discharge of Hammond from the HML operation last March, Hammond immediately set about meeting with executives and other personnel of HML in an effort to "bomb" the Columbia HML plan. Hammond is alleged to have persuaded personnel of the Florida branch of HML in Miami to leave the company because "CBS carried it on only as a tax loss and that the whole plan had the smell of death about it."

### Accused of Stealing

Many of the Heritage personnel are also accused of "stealing records, ledgers, commission books, sales kits, receipts, memos and other items," from the HML offices prior to their departure from that entity. Beyond this, it is alleged that certain HML people were persuaded to sell HML orders and not put them through to the home office for acceptance. The idea, allegedly was to then go after the same names to sell them the Heritage plan.

The so-called "bombing" plan in the South Florida sector, the hottest market for the plan, was allegedly carried out by various high

*(Continued on page 65)*

# GOLDBERG HITS GORTIKOV SORD POLICY BLAST

WASHINGTON — A statement recently issued by Stanley Gortikov, vice-president of Capitol Records Distributing Corporation (BMW), August 28, regarding certain policies of the Society of Record Dealers of America, has come under attack from Joe Goldberg, operator of Variety Records, a chain of three disk stores in this area.

In his statement, Gortikov took SORD to task for its recent endorsement of Errol Garner, for his pledge to never allow his disks to be club-distributed and of Dot Records, for a similar statement to the effect that Dot would not start a club in the foreseeable future. Challenging Gortikov's right to speak on these subjects, Goldberg said, "It is inconceivable that you, as an official of a company which resorts to such (club) practices, would take for yourself the right to voice public complaints at a segment of the record business, which is, after all, only trying to defend itself."

"One of our most difficult problems is competition from some of our own suppliers, such as Capitol," Goldberg continued, "who sells records to our customers through record clubs at cheaper prices than the price retailers pay the same companies for the same records. Why don't you refrain from public pronouncements of the type you made and let us figure out our own method of meeting the competition that Capitol and others sponsor against their own customers." Goldberg is a member of, and has served on, the board of SORD.

# Judkins Warns Majors To Stabilize Disk Trade

## Letter to Cap's Gortikov Asks Dealer Franchise; End to Price Discrimination

HOLLYWOOD — If there's a place for the record dealer in today's record industry, it's up to the majors "to take the lead, eliminate price discrimination and start franchising dealers" for the benefit of all; "if there is no place for the average dealer, let the majors say so," and retailers will cash in their chips and try to make a living elsewhere.

So spoke Society of Record Dealers' President Howard Judkins Sr. in a letter to Capitol Records Distributing Corporation Vice-President Stan Gortikov in a reply to the latter's charge that dealer's tend to magnify the record club issue beyond proportion.

As exclusively reported by BMW (August 28), Gortikov, in a letter to SORD's Judkins, accused dealers of turning a blind eye to the many benefits manufacturers extend to the retailer because the over-inflated club issue is clouding their business vision. Gortikov particularly bristled at SORD's call for all-out support of an artist (Errol Garner) and a record company (Dot) for taking an anti-club stand.

### Judkins Agrees

In his replay to Gortikov, Judkins agreed with the Capitol executive's statement that the industry has problems other than record clubs. Judkins pointed to the evolution of the record industry's "four-step distribution pattern—manufacturer to distributor to one-stop to retailer to customer—is one which is not duplicated in any other American industry to my knowledge."

"In addition," Judkins continued, "the retailer cannot only be a small or large retail store, but he can also

be a rack jobber, who buys under pseudo disguise of a wholesaler, or, in some cases can be what is commonly known as a one-stop operation, who also uses the pseudo disguise of a wholesaler for buying purposes but also sells at retail."

The rack jobber, Judkins said, "is apparently a legal entity. However, because he places records in retail stores with his own employees (either on consignment or with full guarantee to the store owner) must surely be classed as a retailer of records. My only quarrel with the rack jobber is one of price discrimination. I do not believe that any manufacturer can substantiate a cost of production savings of 10 per cent or more in sales made to rack jobbers, particularly if they will consider the losses involved in all the records returned under the complete guarantee usually extended."

### No Quarrel With One-Stops

Judkins said also that he has "no quarrel with the legitimate one-stop operation, set up as a sub-distributor to service juke box operators. When these outlets buy at a sub-wholesale level, however, and pose as a wholesaler, I believe that their competition with regular retailers (both in actual over-the-counter retail sales to the public and in operating as rack jobbers) makes their suppliers guilty of price discrimination."

Furthermore, Judkins said he isn't complaining about large discount houses and chain stores as long as price discrimination is not allowed to enter the picture. But, he said, he's "firmly convinced that discounts of 10 to 15 per cent cannot be substantiated by the seller of

*(Continued on page 65)*

# Weiser and Mael Upped on the UA Chain of Command

NEW YORK — United Artists Records last week appointed two new vice-presidents. Norman Weiser, national advertising and public relations director, was named advertising, marketing and public relations vice-president, and Controller Si Mael was named vice-president-controller of the company.

Weiser, an ex-Billboard staffer, has been active in the music industry for the past 20 years.

Mael served as controller of United Artists Records since its inception four years ago. Chet Woods, formerly with Mercury Records, joined UA as a veepee last month, and Jerry Raker was named as national sales manager, succeeding Andy Miele.

It's also reported that Morrie Price, formerly vice-president of sales for Mercury Records and for the past two years owner of Arnold Dist., Chicago, which he sold out two weeks ago, will join UA shortly in a major sales capacity.

# Katzel New Sales Chief at Roulette

NEW YORK—Bud Katzel has been named general sales manager of Roulette Records and its subsidiaries (Gee, Roost and Tico). He succeeds Joe Kolsky, who resigned as executive vice-president and sales chief, selling his interest in the label, last month.

Katzel has been in the record business since 1951. Prior to joining Roulette (in 1957), he was a promotion representative at Decca Records in the Midwest and the East. He joined Roulette as publicity director, and later became promotion - advertising director. Since 1959, he has been working directly with Roulette distributors in the label's sales department.

Katzel will work with, and be directly responsible to Roulette President Morris Levy, who is now taking a more active role "in every phase" of Roulette's operation. Levy said his plans call for a new expansion of the promotion and publicity departments under Katzel's aegis.

# Reprise Begins Foreign Ties With Pye

## Reprise, S.A. to Have Swiss Base

By LEE ZHITO

HOLLYWOOD — Reprise Records has formed a European-based subsidiary firm, Reprise, S.A. for the purpose of handling all of the Frank Sinatra label's international transactions, BMW learned last week. First foreign licensing deal negotiated and concluded by Reprise, S.A. is with England's Pye Records, giving the Sinatra firm entry into the lucrative United Kingdom and Eire markets.

Under terms of the Pye affiliation, Reprise will retain its own label identity in all markets, a policy to be followed in all future foreign deals. Reprise, S.A. headquarters in Zurich, Switzerland, and, for the time being, its affairs are being conducted by Sinatra's Swiss attorneys. In the near future, the firm will appoint an international director who will base his operations in Zurich.

Reprise's chief executive, Mo Ostin, in confirming the formation of the foreign subsidiary, explained the reason for basing of the firm's international operations abroad is to facilitate the servicing of foreign licensees. Since the lion's share of international sales rests in Europe, by establishing an international sales firm in close proximity to the label's affiliates, it can assure its licensees of a closer relationship, faster and more efficient attention to their needs. This includes product as well as merchandise and sales aids for use by affiliates.

The establishment of a foreign subsidiary firm, based abroad, is a

*(Continued on page 65)*

# Satellite Records Switches to Stax

NEW YORK—Satellite Records, which is distributed nationally by Atlantic Records, has changed its label name to Stax Records.

The Mar-Keys' ("Morning After" and "Diana") new record will be released under the Stax label. The group was No. 13 on BMW's "Hot 100" last week with their first Satellite disk, "Last Night." Stax will be distributed by Atlantic through the same distributor setup (mostly Atlantic's own distrib network) used for Satellite.

Jim Stewart, who owns the Memphis-based Stax-Satellite label, also produced the Carla Thomas best-seller, "Gee Whiz, Look at His Eyes," which was purchased as a master and released by Atlantic.

# Reprise Artists Up Pye Prestige

By DON WEDGE

LONDON—Frank Sinatra's Reprise Records' affiliation with Pye Records in Britain is a major move for both parties. Reprise has moved into a large overseas market and Pye has gained some big international disk names to bolster its rapidly growing roster of home talent. It is Pye's second deal with a major U. S. independent this year. This spring, arrangements were completed with Aristocrat Recording Corporation which brought the British firm the Chess, Checker and Argo catalogs.

Reprise will be operated as a self-contained label within the Pye

*(Continued on page 65)*

# PRI, Tops Records, Buys Oberstein Disk Operation

HOLLYWOOD — Precision Radiation Instruments (Tops Records) last week purchased the late Eli Oberstein's record firm for \$400,000 in cash. PRI President Bob Blyth told BMW that "for a cash outlay of \$400,000 we bought all the physical assets of the Oberstein companies, including Rondo, Record Corporation of America, Hudson Record Company, Union City Plastica (pressing plant), all the record catalogs, trade names, and the complete inventories."

Blyth will establish the Oberstein firms as a separate division of PRI, operating as an entity apart from Top Records and retaining their own identity. They will remain at their present headquarters and will be headed by Maurice Oberstein, son of their late founder, and the one who has been operating the companies since his father's death. Acquisition of the properties marks the culmination of more than six months' negotiations between

*(Continued on page 65)*

# Maitland New WB Sales V.-P.

HOLLYWOOD — Mike Maitland last week was named vice-president and executive director of sales for Warner Bros. Records. Maitland, as first revealed by BMW (July 3 issue), had resigned as president of Capitol Records Distributing Corporation, the firm he had joined 14 years ago as a salesman in Detroit.

Maitland becomes Warner's first top level executive to helm its sales operations on a full-time basis since Hal Cook resigned as its sales chief a year and a half ago. The label's president, Jim Conkling, assumed sales responsibilities following Hal Cook's departure, and has shouldered them until Maitland's appointment becomes effective today (11).

Maitland, operating from WB's Burbank headquarters, will direct the firm's complete sales activities, including the independent lines (Challenge, Republic, Calliope and Valiant) it now distributes. Those reporting to him include District Sales Managers Stu Woodruff (East), Bob Summers (Midwest), Dick Tobin (South), and Fran Howell (West), and Field Promotion men Don Graham and Hugh Hilliard.

Conkling told BMW that his firm needed someone with the scope and know-how of Maitland in view of the label's profit growth, continued expansion, and the stature of current and forthcoming releases based on the parent picture studio's productions ("Fanny," "Act One," "Music Man," "Camelot," "Gypsy," "Parish" and "Majority of One").



## East Berlin Record Shops Packed With Red, Other Hot Merchandise

By OMER ANDERSON

BERLIN—Communist East Germany is suddenly stocking its disk shops with unheard-of quantities of records, including some American pop which presumably is pirated.

This is true in East Berlin, and East Germans this reporter interviewed in the Communist half of this divided city stated that platter stocks are at record levels in most of East Germany's major cities.

It is assumed that the Communists are turning to music in an effort to distract attention from East Germany's serious economic situation.

Along with disks, the Communists are also making an effort to increase stocks of the most popular consumer goods throughout the country.

### Wax a Weapon

It appears, too, that the East German Communists are employing platters as propaganda in the struggle for Berlin. For it is a strange fact that while the Reds charge Westerners in West German marks (requiring a Western to buy East German marks at official exchange stations at the rate of one East German mark for one West German mark), they will sell disks to them for East German marks on an uncontrolled basis.

In practice Western visitors are buying East German marks on the free market at the rate of five East marks to one West mark—and then splurging in East Berlin on disks.

Significantly, while the East Germans are erecting a Chinese Wall around their half of the city to close it to the West, they permit Western visitors relatively free access to their disk shops.

And, interestingly, although East Berlin is a plainly impoverished city despite all the Communist propaganda, it has a number of diskeries.

In West Berlin I was advised, "Visit the Czechoslovak State bookshop. They have some terrific buys." This advice proved reliable.

At the Czechoslovak State bookshop on the Friedrichstrasse I found tightly packed shelves of records, including those of Soviet violinist David Oistrakh, some Czechoslovak recordings of Mozart, and numerous albums of Russian composers.

### Elvis Presley, Too

And, amazingly, I was offered a number of Elvis Presley recordings—no label. The clerk said, "You are an American. So you must like Elvis Presley. All Americans like him." The East Berlin Presley platters sell for the equivalent of 25 cents.

When asked the source of the Elvis disks, the clerk, a youth in his early 20's became cagey. "Elvis was a soldier in West Germany, you know. There are lots of his records around."

It appears that the sale of Presley disks is restricted mainly to Westerners. For East Germans told me that they have never seen Elvis offerings on open sale in East German disk shops.

There are also recordings of Nat King Cole, Connie Francis, and Bill Haley, all of which reek of piracy.

The Communist bloc disks are genuine, of course and bargains by any gauge. At the official rate most LP's on sale in East Berlin cost \$3. But because the Westerner is permitted to pay in free-market currency, the cost drops to only 75 cents.

Cut-rate disk pricing prevails—for Westerners—all over East Berlin. At the East German Marx-Engels bookshop on Stalinallee I was required to pay in West German marks for all items except records. I was able to buy from its entire stock of

Soviet recordings without restriction. The Polish and Czechoslovak State stores impose no currency controls, and seem glad to sell records in any currency.

### Justified Propaganda

At the Czechoslovak State bookshop the Communist attitude towards music was explained by the clerk: "With us music is a national characteristic—something we are proud to display. We look on phonograph records in this connection as a form of justified propaganda."

West Berlin has no low-price records for East Germans (although now this deficiency has become academic). However, West Berlin's four radio stations give East Germans a tremendous exposure of American pop, which helps account for Communist zeal in pirating U. S. disks.

The stations are RIAS, which broadcasts as a German station but which in fact is owned and operated by the U. S. State Department; Sender Free Berlin, owned by the City of West Berlin; AFN, the U. S. Army station; and BFN, the British military station. AFN and BFN broadcast in English but have an enormous following among the Germans—on both sides of the curtain.

Typical of the zeal which the Communists have lately displayed in stocking their long bare record shops is the "Bunte Buchladen" at 1 Alexanderplatz, a new attractive building with large display windows. The window has several dozen jackets on display. But this had not always meant that the disks were for fact on sale.

Last winter, for example, few of the disks advertised in the window were available in the shop. But now the shop's stock miraculously has multiplied.

### Bilingual Labels

There are stacks of classical Czech Supraphon titles—jackets, labels and program notes printed entirely in English. There are rows of albums of Soviet popular and classical LP's in blue jackets bearing landscapes of the Soviet Union. Jackets are printed only in Russian, but the labels are printed in Russian and English.

Across the Alexanderplatz, at the beginning of Stalin Allee, I shopped at Das Gute Buch, another East German State-owned book and record store. This store is regarded in West Berlin as perhaps the best stocked—at least just now—of all East German disk shops.

Das Gute Buch has large quantities of Polish, Romanian, Hungarian and even Bulgarian records in addition to Russian and Czech. It also has a thin assortment of U. S. pop of the usual mysterious origin.

There have been reports that Nikita Khrushchev was cooling on Fidel Castro. But there is no evidence to support such reports in East Berlin disk shops, which are running riot with Cuban pressings. There are so many Cuban titles on sale that East Germans joke grimly about forming a conga line and dancing their way to freedom in West Berlin.

The suddenly plentiful East German disk stocks point up the fact that the Communist countries press records in runs of literally millions since copyright royalties are non-existent. Disks, in the Red lands, are merchandised in much the same mass manner as periodicals.

If the State suddenly decides to promote a certain disk, it literally floods the market. And this fact, in turn, points up another—that music generally enjoys greater favor with Red rulers as a cultural and propaganda medium than ever before.

## GEMA, ZOA Eye Events Beyond Royalty Stalemate

FRANKFURT — West Germany's juke box operators have reached a truce with GEMA, the German performing rights organization's demands for higher royalties.

The truce settles none of the basic issues dividing the operators, represented by the Central Organization of German Coin Machine operators (ZOA), and GEMA. Rather, the adversaries have merely agreed to keep talking instead of entirely breaking off their negotiations and setting the stage for an inevitable clash costly to both sides.

Not much has changed since ZOA and GEMA began their talkathon over a new contract at the outset of the year. GEMA still insists on hiking juke box royalties and on divorcing its demands from those of GVL, representing the performing artists.

ZOA, for its part, is sticking to its basic position that the phonograph operator's existence is at stake, and that the escalating royalty demands must be checked.

In fact, it appears to observers, both sides believe their dispute will be decisively influenced by events unfolding and about to unfold beyond the control of either group. These include:

1. The Bonn Parliament's probe of GEMA's alleged "monopolistic position."

2. Foreign developments, primarily pressure on Congress to extend the U. S. copyright law to coin phonograph operators.

3. General German economic developments.

### Wait for Development

Both sides are clearly marking time because neither is entirely sure of its ground in the light of developments outside their immediate controversy.

In effect, the operators are taking their lead from the diskeries, which also find themselves without a GEMA contract. This is the re-

sult of GEMA's withdrawal from the BIEM, the European International copyright organization which had signed German diskeries to its standard agreement—the so-called "Normalvertrag."

Now, as the result of GEMA's withdrawal from BIEM, the disk industry is without a contract with GEMA. The old BIEM contract was extended by mutual agreement to June 30. Negotiations were opened in July in Hamburg between GEMA and the diskeries, but they have produced no concrete results.

Nevertheless, neither side is anxious to aggravate the situation, and the deadlock is accepted as a situation to be resolved by talking, and not by pressure.

A similar attitude has been adopted by GEMA and the operators, who have nothing to lose by continuing negotiations.

Controlling factor in GEMA's relations with the diskeries and operators alike appears to be the copyright organization's reluctance to become further bogged down in controversy and dispute.

GEMA's drive for expanded royalties has carried the society into controversy with a wide range of organizations — from sport groups to refugee organizations and schools. Of late GEMA has been fighting to collect royalties from every German owner of a tape recorder (on the theory that all recorders are used extensively for taping of music).

As GEMA has expanded its royalty-collection crusade, its public relations "image" has deteriorated proportionately with the German public. GEMA's PR strategists have been persuaded that the society should relax its crusade at least pending the outcome of parliamentary sniping led by 60 deputies from Chancellor Konrad Adenauer's Christian Democratic Union.

(Continued on page 67)

## Project Mercury Intensifies The Label's Promo, Sales Push

CHICAGO — Mercury last week unfolded its new "Project Mercury" sales plan that officials predicted would up the label's singles sales by 100 per cent, and its album sales by 500 per cent.

Under the plan, scheduled to run from September 1 to October

15, dealers will receive a 15 per cent merchandise bonus (buy 100 albums, get 15 in a like price category free); a 100 per cent exchange privilege, and deferred billing of up to four months.

Mercury also announced its September release schedule that consists of some 31 packages—8 pop albums, 1 jazz, 1 c.&w., 4 classical, 11 EP's and 3 Perfect Presence Sound albums (see New LP Releases).

The label is also offering three Galaxy sample records that contain excerpts from Mercury's top artists. The PPS Galaxy and the classical Galaxy will be priced at \$1.29, the popular Galaxy will carry a 99-cent price tag. All the Galaxy disks, including the PPS album, will be recorded with the same technique used in the lines they represent.

(Continued on page 65)

## See Sales Roll on Rink-Disk Tie

By REN GREVATT

ELIZABETH, N. J.—The America on Wheels chain of roller skating rinks may shortly become the newest retail outlet for records, if plans now under discussion reach fruition. The idea is being blueprinted by Marvin Facher, an executive of the rink combine, which has locations in Levittown, Bay Shore and Mount Vernon, in New York, and Newark, Trenton and this city, in New Jersey. The firm also operates in Alexandria and Bladensburg, Md. St. Nicholas Arena in New York City is also part of the operation. The plans now on the drawing board call for deejay record hops to be run direct from the various arenas, with evening jocks doing their shows direct from the spot and featuring guest recording talent. Records by the artists taking part in the show would be available on the premises through rack jobbers.

The idea of deejay broadcasts from rink locations is not new. Only in recent weeks, jockey Lee Alan, WKMH, Detroit, staged a successful teen dance at the Riverside Roller Arena in that city with such acts as Bob Beckham, Little Caesar and the Romans, the Marvellettes and the Edsels present. The Sunset Rollerama in Tucson, Ariz., is also the site of radio record hops every Saturday evening through station KTKT. The idea of selling disks on the spot however, is regarded as quite new.

### Artists a Bonus

One of the more intriguing aspects of the roller rink type of disk hop is that record artists' services can be obtained without cost. This is occasioned by the fact that admission charged to the building is earmarked for skating privileges rather than a show. The show, in a sense, is an extra bonus for the same admission price. Thus, since no admission is collected for a show, the show's performers do

not necessarily have to be paid and can appear for the sake of the promotion values involved.

The America on Wheels project was born as a result of an LP disk prepared for the rinks by Clock Records, bearing a special "America on Wheels" logo and titled "Party Music for Dancing and Skating." The LP versions of the disk are being sold in the rinks for \$1.98, with singles available for 50 cents.

Under the new arrangement, the rink would take a portion of the gate receipts and plough it into commercials on the station airing the deejay show from the rink. In this way, the rink would get plenty of publicity, as would the artists to appear as guests.

### Natural Rink Link

Facher feels that the marriage of music and roller skating is a natural one, pointing out that skating has always been a strong attraction for teens. Through the

deejay gambit, he feels, rock fans can be attracted to rinks in droves.

Already, Alan Fredericks, jockey on WADO, New York, has been doing a weekly summer series of Sunday night hops from the Levittown rink on Long Island. Fredericks' shows, sponsored by local youth council groups, have featured guest record artists and sizable audiences have turned out.

Murray (Murray the K) Kaufmann, top 40 deejay on WINS, New York, is believed to be the leading contender to handle the various rink hops at the America on Wheels locations. Kaufmann would air his nighttime show direct from the rinks, with the possibility of eventually reaching as many as 250,000 teen disk-minded skaters. With racks selling disks on location, it's believed a healthy sales level could be generated particularly with artists on the spot to autograph the records for buyers.

## Ballen's Diskmakers Expanding Operation

NEW YORK—Diskmakers, Inc., Philadelphia pressing plant headed by Morris Ballen has purchased a building with 110,000 square feet of space and plans an expanded operation. Two years ago the plant expanded from a 9 press to a 21 press operation. One year ago it went to 27 presses. In the next few months, Ballen expects to have 40 in production.



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# Set Cos. Back WQXR, Other Stereo FM Air

By JUNE BUNDY

NEW YORK—Although two FM stations recently charged that set manufacturers aren't supporting FM stereo, other FM outlets—as well as the manufacturers themselves—deny it.

For example, last week the New York Times-owned station WQXR here acquired three new sets advertisers—Fisher Radio Corporation, Pilot Radio, and H. H. Scott, Inc.—for its new schedule of FM multiplex stereo programming on WQXR-FM, which starts this week.

Fisher is sponsoring "Adventures in Sound" which is aired on Thursdays from 10:06 to 11 p.m. with Chester Santon as emcee. Scott is sponsoring "Great Names in Music" on Fridays, from 10:30 to 11 p.m., and Pilot is sponsoring "On Stage" every Monday and Friday from 7:05 to 7:30 p.m.

Station WQXR, a pioneer in the stereo broadcasting field, will henceforth air more than 11 hours a week of FM multiplex stereo. At the same time, the outlet is discontinuing its long-time AM-FM stereo programming. The multiplex shows will be scheduled daily on evening broadcasts and a few daytime shows.

In October, two more hours will be added when the weekly concerts of the Boston Symphony Orchestra will be carried on Saturdays from 8:05 to 10 p.m. With the exception of this series and the WQXR String Quartet concerts, which will be aired live on Saturday nights, all of WQXR's FM stereo shows will feature stereo records or tapes.

## Record Co. Sponsors

Record companies also figure in

the WQXR FM-stereo sponsorship picture. RCA Victor is sponsoring a "Showcase" for their stereo product on Tuesdays, 10:06-11 p.m. Angel Records and Capitol Classics are sponsoring a 9:06-10 p.m. period on Wednesdays; and London Records is sponsoring "London Opera Highlights" on Sundays 2:30-3 p.m. and "London Listening Booth" on Saturdays, 10:30-11 p.m.

Other regularly scheduled WQXR stereo-FM programs include "Stereo Previews" with Martin Bookspan as emcee, Sunday, 9:06-10 p.m.; "Midday Symphony," Wednesday, 1:06-3 p.m.; "Symphony Hall," Thursday, 8:06-9 p.m.; "Midday Symphony," Saturday, 1:06-2 p.m. In addition, WQXR is augmenting this schedule with two special half-hour stereo-FM shows (Sunday, 5:30-6

p.m. and Friday, 8:05-9 p.m.) during the New York High Fidelity Show here this week.

Frank S. Kovas, owner of WKFM, Chicago, blasted set manufacturers a couple of weeks ago for failing to support WKFM's stereo broadcasting schedule with advertising, and said he was curtailing his daily four-hour stereo service this month, unless he received better co-operation from set makers. Harvey Sheldon, president of WUPY-FM, Boston, took a similar anti-set manufacturer stand last month, and said he was ready to give up stereo broadcasting unless set manufacturers bought time. Station WUPY-FM has aired stereo 24 hours daily for more than a month.

In addition to Scott, Fisher, and Pilot, the Zenith, General Electric

(Continued on page 10)

## Pincus Cuts Tie With Siegel Firm

NEW YORK—Veteran publisher George Pincus has severed connections with Paul Siegel's Symphony House Music firm in Germany, and is planning to set up his own firm, which would be jointly owned by a German publisher.

The joint-company would represent Pincus' UA publishing firms—Gil Music and George Pincus and Sons Music, Inc., in Germany, Austria and Switzerland. The Pincus-Gil European firms are handled by Pincus' son, Lee Pincus, from London offices.

## AFM-MGA Ending Feud

NEW YORK—The long-standing, bitter fight between the American Federation of Musicians and the Musicians Guild of America was resolved last week. The Guild, whose members broke away from the AFM three years ago, has agreed to recommend the dissolution of its organization, and the AFM has agreed to reinstate with full membership rights those musicians who were expelled when they joined the MGA.

The pact represents at least a partial victory for MGA prexy Cecil F. Read, who spearheaded the formation of MGA when the AFM board of directors rejected its demand that record manufacturer royalties be paid directly to the individual musicians who made the records, rather than into the AFM's Music Performance Trust Funds.

Under the new pact, the AFM will seek to negotiate changes in its existing phonograph record agreements so that 50 per cent of the moneys now payable to the Music Performance Trust Funds will henceforth be paid to the individual musicians who cut the disks.

## Leonard Woods Speaking at Int. Disk Men's Club

NEW YORK—The newly formed International Record Men's Club will hold its first luncheon meeting here at the Warwick Hotel, September 21, with Leonard Woods of Electrical and Musical Industries, Ltd., England, as its first guest speaker.

Woods, who heads up EMI's record operation in England, will discuss the European record scene. Also attending the luncheon—as guests of IRMC—will be several recording stars. The IRMC, an unofficial, non-profit group, has extended invitations to all recording, publishing and allied personnel interested in foreign disk markets to attend the meet.

Reservations should be made directly to Sidney Shemel, IRMC vice-chairman and UA Records' foreign operations director, or Norman Weiser, UA Records vice-president. Gene Moretti, of MGM Records and IRMC chairman, is currently on a South American tour.

## MUSIC AS WRITTEN

### Chicago

Shoppers World, one of the area's largest discounters, may soon stock singles along with its big LP inventory. . . . Zayers, large Eastern discount chain, reportedly is considering Midwest expansion. . . . Check the cover on David Carroll's new "Dance, Dance, Dance" LP—it's Hugh (Playboy) Hefner's own, Cynthia Maddox. . . . Bill Tallent, Capitol veep, visited Chicago last week, as Cap prexy Glenn Wallichs returned to the Coast after picking up a new Ferrari sport coupe here. . . . Producer of Cornell Blakely's "You Ain't Gonna Find," currently being distributed by Mercury on the Rich label, is Berry Gordy Jr., who is also a.&r. man and president of Tamla-Motown Records, Detroit. . . . Acme Records, headed by Hugh Watkins, has changed from Cosnat to M-S distributors here.

Ken Kragan, manager for the Limelites, en route from San Francisco to Cincy, stopped to huddle with Stan Pat, RCA's Midwest promo chief, to plan promotion for the group's October 3 Orchestra Hall concert. . . . Dale Shonrock, Alexander Music, returns from a week-long vacation with his wife in Michigan. Sam Alexander is fully recovered from a recent illness and is back full-time at his South Side store. . . . The Kinsmen, new folk-singing group at the Tenthouse with Mort Sahl, have an LP follow-up to their current single, coming out on Warner Bros. this month. . . . James O'Gwynn (Mercury) has just become a member of the "Grand Ole Opry." . . . Writer of Patti Page's new c.&w. single, "Broken Heart . . ." is Paul Anka. . . . Dick Gregory will be the only show business personality to be shown on Bell and Howell's first "Closeup" of the season. Programmed for Tuesday, September 19, on the ABC-TV net, the first show is "Walk in My Shoes." Nick Biro.

### Philadelphia

Red Hill Inn will depart from its modern jazz policy to bring in the Dukes of Dixieland October 13-15. . . . Johnny Mathis set for two Sunday performances at the Academy of Music on November 9 with Billy Dupree the show promoter. Agent Bill Honey and maestro Joe Frassetto will produce and conduct, respectively, the 1962 show for the Lion's Convention in Nice, France. . . . Howard Reynolds booked into Wagner's Ballroom for a fortnight. . . . Belle Barth makes her first appearance in this area Labor Day at Martine's. Maurie H. Orodener.

A & L Distributors has added two more labels to its string. The recently organized firm takes on Prestige and the 49th State labels for this area. . . . Don Wright, former deejay at WACB, Pittsburgh, joins Al Rosenthal's Distributors as promotion manager. . . . Pianist Jerry Harrison winds up his holdover run at Chicago's Conrad Hilton Hotel to rejoin Andy Ricciadi at the Mallard Inn on the Jersey side. . . . Billy May ushers in the new fall season tonight (September 11) at the Drexel Swimming and Tennis Club. . . . Nick Petrella converted the window of his record shop into a Mario Lanza display shrine to set the stage for the "Mario Lanza Day" ceremonies to be staged in the singer's former neighborhood on October 7.

### Cincinnati

Hugh Watkins, promotion man with Acme Records, Manchester, Ky., and personal manager to the label's Jay Fanning, is mulling the idea of opening an office here to be nearer to the hub of things. Watkins currently has Fanning on an extended tour of New England, the East Coast and the South to promote the latter's new release, "Your Girl," penned by John Loudermilk. Trek winds up September 22. . . . The Limelites move into the Racquet Club, Dayton, Ohio, Friday (15) for a week's stand. . . . Trumpeter Ernie Bernhardt has left the Stan Kenton ork to join Gardner Benedict's house band at Beverly Hills, Southgate, Ky.

### Boston

Herb Dale, of Dale Enterprises, threw a party for Mercury's Dinah Washington after her performance at the Revere Beach Frolics. The fun didn't start till 1 a.m. and Herb was home by 6 a.m. Among the more than 100 guests were the Boston deejays and jazz writers as well as Mercury's musical director, Quincy Jones. The Dale firm has also been appointed Time label distributor for the area. A good promotion gimmick was staged by Dale for Jan and Dean of Challenge Records at Gilchrist's big department store here. The teen-age crowd swarmed in with a resultant boost in sales.

Frankie Avalon did such a business this week at the Salisbury Beach Frolics that even the brass from Chancellor, Rocco and Benjamin Ochuida, made the trip all the way up to the North Massachusetts spot. . . . Asher Shuffer, of RCA Victor, is happy and plunging into his work with renewed vigor now that his wife is back home after serious and successful surgery.

Frank Holland, of Mutual Distributors, reports the biggest summer season in years for popular albums with Liberty, Cadence, Atlantic and United Artists. . . . Bob Clayton, of WHDH-TV, is to start his program again Saturday, October 7, which will mean a big step up in recording artists visiting the Hub. . . . Dumont's Herb Johnson is off for the first vacation in years to Jamestown, R. I. Last chore before leaving town was to take Tony Orlando around giving the boy's Epic label "Bless You" a boost.

(Continued on page 60)

## MUSICAL REVIEW

### 'Milk & Honey' Impressive Fare

"Milk and Honey," the Israeli folk musical which opened (6) at the Colonial Theater, Boston, appears even at this stage to have the substance for a successful Broadway run despite some drawbacks. It is an impressive work and this could be its greatest fault, for there is a pretentiousness that stems from a ponderous book which gives the appearance of striving for significance. But there is much that is bright and tuneful in this Jewish "Oklahoma" with its overtones of "South Pacific."

The music has the lusty pioneering spirit of "Oklahoma" and the love story line parallels "Pacific." The stirring dances especially give an authentic touch of the pioneer struggle to establish the State of Israel. The dialogue needs lightening and some awkward transitions from comedy to over-dignified scenes need fixing.

The principals, however, are top notch. Robert Weede sings magnificently with his opposite, Mimi Benzell, who has the looks and charm for the role of the young widow. Molly Picon, from the Yiddish Theater, a perennial soubrette type, carries much of the humor as a widow on the manhunt.

Its great bursts of song and dance are exciting theater, but the extremely capable players lack dimension as real people. A brilliant performance is turned in by Tommy Rall as a young Israeli pioneer, an outstanding singing and dancing job that could establish him as a star. There is nothing here that cannot be adjusted to make "Milk and Honey" a musical that should delight audiences for many performances. Cameron Dewar.

## NIGHT CLUB REVIEW

### Folk Artists With a Pop Touch

Geula Gill with the Oranim Zabar, currently appearing at the Gate of Horn, Chicago, is a classic example of how the pop field draws its roots from a wide range of music origins, in this case authentic Israeli folk music.

Formed only two years ago, the group already has out 10 albums—six Elektra and four Folkways—mostly known to the folkophiles. They're currently getting hot, though, in the pop field, and Elektra is planning two new album releases soon. Geula Gill is a fiery-eyed Sabra (native-born Israelite) with a beautiful, clear, bell-like voice and fantastic range. Her backing, the Oranim Zabar, is the name of the entire trio which, in addition to Geula, is made up of two men, Michael Kagan and Dov Seltzer. Basically, they offer Beula's voice, the harmony of the Oranim (accordion and percussion), folk songs in some dozen or more languages broken with very compelling humor between songs, and it's more than enough. Nick Biro





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# Step Up East Berlin Popular Tune Barrage

WEST BERLIN — Western radio stations are increasing pop music programs beamed to Communist East Germany to compensate for the sealing off of East Berlin from free Berlin.

East Berlin's sealing off has struck a severe blow at the export of Western pop to East Germany through the Berlin open channel.

Some 250,000 East Berliners and East Germans used to visit West Berlin every week, simply riding the elevated (S-Bahn) or the subway (U-Bahn). They purchased Western disks—pop first and foremost—and they listened to Western music in music shops, at the U. S. Amerika Haus, at concerts, music festival, and via Western motion pictures.

Now, at literally one fell swoop, the East Germans have been all but denied access to Western music except via the airwaves. Hence, the effort to expand the airwaves exposure of East Germans to Western music.

A Western broadcasting official explained, "Western music is the most potent form of propaganda for our cause. It is widely popular and acceptable. It speaks—rather listens—for itself. Best of all, it is non-controversial and easy to present."

"We never had it so good, from

## Large Ad Budget For Command Line

NEW YORK — Command Records has allocated over \$200,000 for pre-Christmas advertising plugging its line of records made from magnetic 35-mm. film. Decision was announced by Lauren Becker, chief of sales, at the dealers' session at the Waldorf-Astoria September 6.

Copies of "Stereo 35-mm." pop package in the line, have already gone to jockeys. Album is a package of show tunes arranged by Lew Davies, conducted at Carnegie Hall by Enoch Light, Command & R. chief. Classical packages include "Brahms Symphony No. 2," "Pictures at an Exhibition," and "Daphnis and Chloe." Noted artists have done the covers.

the propaganda viewpoint, as when East Berlin was open and we could attract East Germans to West Berlin to absorb Western music naturally."

### Presley an Idol

The official pointed out that Western recording stars were almost as popular in East Germany as in the Bonn Republic and West Berlin. Elvis Presley, in particular, became an East German teen-age idol. Presley fan clubs sprouted throughout East Germany despite opposition from the authorities.

The basis for Western top pop popularity has been the availability of Western disks in East Germany. Now the Western radio stations remain the sole channel of Western contact with the East Germans.

There are four West Berlin stations—RIAS, Sender Freies Berlin, (SFB), BFN, and AFN. RIAS and SFB are German stations, RIAS is owned by the U. S. State Department and SFB by the city of Berlin.

(Continued on page 16)

## Disk Exec Notes 'Plus 2' Problems

NEW YORK—The question of tune royalties on Warner Bros.' new "Plus 2" singles plan was raised here last week by a key indie record exec. "Warner Bros. has to pay four publisher royalties on each disk, which is ridiculous," said the exec.

"No matter what kind of a deal they make," continued the record man, "it still costs more. If you have the right hit nobody cares what the flip side is, so why give three sides away." The exec also said the suspected many jockeys might just play the brief old-hit band, since most deejays prefer shorter sides, thereby cutting down on plays for the new tune.

Warner Bros.' prexy Jim Conkling last week said he anticipated the "Plus 2" plan would increase the label's singles cost from 12 to 15 per cent. A spokesman for the Harry Fox Office here said they assume this would include regular royalties for the additional tunes.

## CHUBBY TAKES ROAD IN STYLE

PHILADELPHIA — Orphans' Court here heard of a new twist in behalf of singer Chubby Checker. The 20-year-old South Philadelphian, who was Ernest Evans before his jivy recording of "The Twist" rocketed him to stardom, needs a car.

One-night stands here and there make train and plane transportation almost impossible. And busses won't do. Chubby just has to have a car. And not any car.

His guardian, attorney Merton J. Matz, is willing to settle for a Pontiac Bonneville sports coupe, but Chubby's managers argue: "This kid has status. He needs a status car. Nothing less than a Ford Thunderbird."

The Pontiac will cost \$3,465.10. The T-Bird will run \$3,995.50. It isn't that the managers don't think the Pontiac is pretty classy, but they figure Chubby is the T-Bird type.

The guardian said in his petition to Judge Joseph Burke that he favors the lower priced car. But, he said, the managers want the court's permission to pay the difference in cost out of their own pockets. Judge Burke granted the petition.

## Allied Regaining Million \$ in U. S. Govt. Contracts

HOLLYWOOD—Allied Record Manufacturing has regained its more than \$1 million government contract, BMW learned last week. Allied, now a division of Precision Radiation Instruments (Top Records), was awarded a contract by the General Services Administration to handle all recording, processing, and pressing of radio transcriptions, and phonograph records for all U. S. government agencies on a national basis. Allied had held the government contract since 1948 with the exception of last year when it was awarded to Columbia Records.

Allied will manufacture recordings for Armed Forces Radio and TV services, Civil Defense, U. S. Savings Bond Division, Library of Congress, Veterans Administration, Army, Navy, Air Force, Coast Guard, Marines, National Guard, and Voice of America. Manufacturing will be administered by Dakon Brodhead, now a PRI vice-president, who had headed Allied as its chief executive until its sale several months ago to Top Records' parent firm.

Brodhead told BMW that sales under terms of the contract "are expected to exceed well over a \$1 million." Government awards the disk manufacturing contract annually on basis of bids submitted by the various pressing firms.

## ARIOLA MAKES TIE WITH CETRA

HAMBURG — The German diskery Ariola has signed an agreement with the Italian record company Cetra enabling Ariola to issue Cetra productions in West Germany.

Ariola will use the agreement to place on the German market Italian hit tunes with leading recording artists such as Domenico Modugno and Milva.

In the classical field the agreement will make available to Ariola recordings by Maria Callas and Renata Tebaldi. In return Cetra receives similar access to Ariola titles for use on the Italian market.

## FOLK TALENT & TUNES

By BILL SACHS

Mae Boren Axton, long active in the country music field as a songwriter, manager and promoter, has left Jacksonville, Fla., to settle with her family in Broken Bow, Okla., where her husband has taken a coaching job at the local high school. Mae has a number of country hits to her credit and is co-writer of "Heartbreak Hotel," which aided in skyrocketing Elvis Presley to fame. Her address in Broken Bow is P. O. Box 486. She continues to maintain an office at 716 Bugbee in Jacksonville. . . . Sherree Scott and her personal manager, Mark Raymer, returned recently to Portland, Ore., from California, where they lined up a number of new labels for their Portland firm, West's Best Distributing Company. They also made a stopover at Las Vegas for a visit at Crosby Records, for which Miss Scott records. She is slated to make a number of personals in the Vegas area around mid-September.

It's official now! Dates for Station WSM's 10th Annual National Country Music Festival in Nashville are November 2-4. . . . Roy Acuff and His Smoky Mountain Boys are set in Las Vegas September 12-23. . . . Hank Snow and his lads are routed for St. Joseph, Mo., September 23; Kansas City, Mo., 24; Sioux City, Ia., 26; Lincoln, Neb., 27; Omaha, Neb., 28; Topeka, Kan., 29; Wichita, Kan., 30, and Tulsa, Okla., October 1. Grandpa Jones accompanies them on the tour. . . . Patsy Cline stops off in Albany, N. Y., September 15, and Utica, N. Y., September 16.

Jim Reeves and His Blue Boys last week embarked on a string of personals that will keep them on the road for nearly two months. Their September bookings stack up as follows: Auditorium, Winnipeg, September 11; Tower Theater, Yorkton, Sask., 12; Auditorium, Regina, Sask., 13; Corral, Calgary, Alta., 14; Gardens, Ed-

## Top Cap Kiddie Album Release

NEW YORK — Capitol Records has re-released a series of nine of its original highly successful kiddie albums with completely new packaging and a new low price of \$1.98. The sets, produced some years ago by Alan Livingston, first carried a \$3.98 tag.

Three of the albums are particular standouts in that they have been packaged book-fold style. Inside each of these "Record Reader" units are a series of color drawings depicting the various high points of action as heard on the disk. It's all well-designed to absorb kiddies in the story matter. These sets include Woody Woodpecker's "Talent Show"; the Three Little Pigs; and the famous "Bozo at the Circus."

Veteran radio announcer Don Wilson figures as the storyteller on a number of the albums. Musical highlights of the series include "The Sorcerer's Apprentice" from "Fantasia"; "Rusty in Orchesterville" with talking instruments; and "Sparky's Magic Piano." In all, it's a delightful series, with sparkling, eye-catching covers designed to lure kiddies and parent buyers.

The complete release includes: "Woody Woodpecker and His Talent Show," JAO 3251; "The Three Little Pigs," JAO 3252; "The Sorcerer's Apprentice," J 3253; "Sparky's Magic Piano," J 3254; "Rusty in Orchesterville," J 3255; "Little Toot and Other Disney Favorites," J 3256; "Bugs Bunny and His Friends," J 3257; "Bible Stories for Children," J 3258; "Bozo at the Circus," JAO 3259.

monton, Alta., 15; Auditorium, Red Deer, Alta., 16; Dawson Creek, B. C., 18; Arena, Quesnel, B. C., 19; Civic Center, Prince George, B. C., 20; Elks' Hall, Williams Lake, B. C., 21; Sumas, Wash., 22; Queen Elizabeth Theater, Vancouver, B. C., 23, and Coliseum, Portland, Ore., 24.

Latest bookings by Curtis Artist Production, Goodlettsville, Tenn., finds Ray Price and His Cherokee Indians at Greenville, S. C., September 29; Montgomery, Ala., 30; Tulsa, Okla., October 7; Abilene, Tex., 12; Lubbock, Tex., 13, and Wichita Falls, Tex., 14. . . . Rex Zario, still heard each Saturday morning on Jack Howard's "Covered Wagon Caravan" via WCAM, Camden, N. Y., appeared on the c.&w. jamboree presented by Station WCMS at the Center Auditorium, Norfolk, September 10. Rex says he's getting his share of spins in the Eastern sector with his Arcade release, "Juke Box Cannonball."

Veteran recording artist Al Dexter has come out of retirement to sign with Capitol Records and has just cut 12 sides for the label in Hollywood, with Ken Nelson and Paul Wyatt doing the a.&r. stint. . . . Jim Gemmill Promotions, Richmond, Va., will set the introduction of the new 1962 Fords to Richmond to the tune of country music, when Commonwealth Ford, Virginia's largest dealer, holds a special showing there September 28, with entertainment by sweet-singin' Shirlee Hunter and the Country Cavaliers, of the "New Dominion Barn Dance," Richmond. The Gemmill office also has set Country Music Week for two North Carolina Fairs the week of September 26. On September 26-27 the Wilson (N. C.) Fair features as its grandstand attraction the Pete Pike show; Bill Monroe and the Blue Grass Boys are set there September 28-29, with Shirlee Hunter and Dewey Ritter and the Country Cavaliers the September 30 features. The Surry County Fair, Mount Airy, N. C., spotlights Bill Monroe and the Blue Grass Boys September 26; Jim Eanes and the Shenandoah Valley Boys September 27; Don Reno and Red Smiley, September 28, and Barbara Allen and a "New Dominion Barn Dance" show September 29-30.

Warren Smith is making p.a.'s in Oklahoma this week, with stops skedded for Tulsa, Oklahoma City and Lawton. . . . Harry (Hap) Peebles ushers in his Midwest auditorium season at St. Joseph, Mo., September 23, with a package spotlighting Hank Snow and His Rainbow Ranch Boys, the Louvin Brothers, Bob Luman, Grandpa Jones, Margie Bowes, the Slater Sisters and Billy Thompson and His Melody Ramblers. Other stops will include Kansas City, Mo., September 24; Topeka, Kan., 25; Lincoln, Neb., 26; Sioux City, Ia., 27; Sioux Falls, S. D., September 28; Omaha, Neb., 29; Wichita, Kan., 30, and Tulsa, Okla., October 1.

Flatt and Scruggs make stop-offs at St. Paul, Va., September 12; West Jefferson, N. C., 13, and Bristol, Tenn., 14. . . . Porter Wagoner takes his unit to Greenville, S. C., September 29, and Montgomery, Ala., 30. . . . The Bounty Hunters, Teddy and the Rough Riders and Sonny Flaharty visited Detroit recently to appear on hops with deejays Marc Avery (WJBK), Clark Reid (WJBK), Leo Allan (WKMJ), and Lou Sherman (WXYZ) to promote Flaharty's new Huron Records release, "Teenage War Chant," cut recently at the Bradley Studios, Nashville.

## NEW LP RELEASES

### MERCURY

IF YOU BELIEVE — Brook Benton — SR 60619 MG 20619 (Sept. 11)  
JOSE MELIS IN MOVIELAND — SR 60648 MG 20648 (Sept. 11)  
LET'S DANCE, DANCE, DANCE — David Carroll — SR 60649 MG 20649 (Sept. 11)  
THE RIVERBOAT FIVE IN THE ROARING TWENTIES — SR 60629 MG 20629 (Sept. 11)  
SEPTEMBER IN THE RAIN — Dinah Washington — SR 60638 MG 20638 (Sept. 11)  
ROMAN HOLIDAY — Dick Contino — SR 60635 MG 20635 (Sept. 11)  
GREAT ORGAN HITS — Eddie Layton — SR 60639 MG 20639 (Sept. 11)  
DAVE (BABY) CORTEZ AND HIS HAPPY ORGAN — SR 60647 MG 20647 (Sept. 11)  
PRE-BIRD — Charlie Mingus — SR 60627 MG 20627 (Sept. 11)  
GEORGE JONES' GREATEST HITS — SR 60621 MG 20621 (Sept. 11)  
AROUND THE WORLD — Quincy Jones — (Stereo) PPS 6014 (Mono) PPS 2114 (Sept. 11)  
THE BEST OF CUGAT — Xavier Cugat — (Stereo) PPS 6015 (Mono) PPS 2015 (Sept. 11)  
TEN TRUMPETS AND TWO GUITARS — Pete Rugolo — (Stereo) PPS 6016 (Mono) PPS 2016 (Sept. 11)  
CHABRIER ESPANA, Suite Pastorale, DANSE SLAV AND FETE POLONAISE — Detroit Symphony — SR 90212 MG 50212 (Sept. 11)  
SCHUBERT: UNFINISHED SYMPHONY AND INCIDENTAL MUSIC TO RASAMUNDE — Minneapolis Symphony, Skrzawaczewski conducting — SR 90218 MG 50218 (Sept. 11)  
RACHMANINOFF: THIRD PIANO CONCERTO — Byron Janis, pianist — SR 90283 MG 50283 (Sept. 11)

SOUSA ON REVIEW — Eastman Wing Ensemble, Frederick Fennell — SR 90284 MG 50284 (Sept. 11)

GALAXY MUSIC FROM 16 GREAT ARTISTS — SRD 9 MGD 9 (Sept. 11)

GALAXY MUSIC FROM 11 GREAT ORCHESTRAS — PPSD 3-12 PPMD 3-12 (Sept. 11)

THE LIVING PRESENCE GALAXY — SRD 10 MGD 10 (Sept. 11)

### RCA VICTOR

VERDI: OTELLO — Conductor: Tullio Serafin. Rome Opera House Orchestra and Chorus. Starring: Jon Vickers, Leonie Rysanek, Tito Gobbi — LD-LDS 6155 (Sept. 1961)

ARTUR RUBINSTEIN PLAYS CHOPIN SONATAS — LD-LDS 2554 (Sept. 1961)  
THE GOLDEN AGE OF ENGLISH LUTE MUSIC — Julian Bream, lutenist — LD-LDS 2560 (Sept. 1961)

BRAHMS: CONCERTO FOR VIOLIN AND VIOLINCELLO IN A MINOR — Jascha Heifetz, Gregor Piatigorsky Orchestra under the direction of Alfred Wallenstein — LD-LDS 2513 (Sept. 1961)

### CAPITOL

MUSIC TO MAKE YOU MISTY — Jackie Gleason — DW 455 (Sept. 18)

LATIN ESCAPE — George Shearing — DT 737 (Sept. 18)

MANHATTAN TOWER — Gordon Jenkins — DT 766 (Sept. 18)

BAXTER'S BEST — Les Baxter — DT 1388 (Sept. 18)

ENCORES — The Kingston Trio — DT 1612 (Sept. 18)

STARLIGHT CONCERT — Hollywood Bowl, Carmen Dragon, Cond. — DP 8276 (Sept. 18)

BRAHMS: CONCERTO IN D MAJOR — P-SP 8561 (Sept. 18)

VIKING! — P-SP 8562 (Sept. 18)





MILT BERESON, Vice-President  
and DENNIS ZEITLER, Manager

**MUSICAL SALES CO.**  
(Record One-Stop)

***Find Billboard Music Week***

***AN INVALUABLE SOURCE  
OF NEWS AND PRACTICAL  
INFORMATION EACH WEEK***

"Billboard constantly delivers news and features of practical value . . ."

" . . . post charts on our display board."

"Weekly ads continue to deliver new accounts . . ."

" . . . pay for our advertising program many times over."

Typical of the ads appearing in Billboard Music Week carrying the Musical Sales Co. sales message to operators everywhere.



*Musical Sales Building*  
VERNON 7-5755 • 140 W. MT. ROYAL AVE. • BALTIMORE 1, MARYLAND

July 17, 1961

Mr. Richard J. Wilson  
Billboard Music Week  
1564 Broadway  
New York 36, N.Y.

Dear Dick:

Would you please send an extra tearsheet of the page one story from the July 17 issue of Billboard titled: "Juke Box Altering Singles A & R."

I plan to extract certain paragraphs from this story; then have them greatly enlarged for display in our one-stop.

I find Billboard constantly delivers news and features of practical value. The fact that several labels are now "gearing up" to produce records specifically for juke box operators is very significant to our business.

The new editorial treatment on stiff paper of the Top LP's, Hot 100, and new program guide are decided improvements. We now post these charts on our display board.

Jim Rogers of Galbraith, Hoffman and Rogers, Inc. will be in touch with you regarding a new Billboard ad. These weekly ads continue to deliver new accounts which pay for our advertising program many times over.

Sincerely,  
THE MUSICAL SALES COMPANY

*Milt Bereson*  
Milt Bereson  
Vice President  
*Dennis Zeitler*  
Dennis Zeitler  
Manager

SPECIAL NOTE TO OPERATORS

**You're sure of the newest and best in record and equipment offerings every week in**

**BILLBOARD  
MUSIC WEEK**



**VOX JOX**

By JUNE BUNDY

**COMEDY SERVICES:** Mark Fowler, production manager of WDVH, Gainesville, Fla., writes, "I have been trying, without success, to contact any composer or person who wrote humor material for deejay use." We have mentioned a few in past, including Orbson's deejay comedy service, and another provided by a disk jockey himself, **Buddy Morris**, KDAN, Eureka, Calif. In line with this, Morris reports that as a result of a "Vox Jox" mention about his service, he received mail "from as far afield as New Zealand."

**GRAB BAG:** Speaking of New Zealand, **Kieth Richardson**, of station 2ZC, Napier, New Zealand, writes: "For some time now I have been compering (emceeing) a two-hour hit parade on Saturday nights and have reached the stage where I could like to experiment with new ideas. I am keen to obtain "exchange tapes" with some of your American deejays, and in addition I would like to correspond with disk jockeys in the States."

**Bryan Hicks**, WACA, Camden, S. C., needs wax. . . . **John Mooney**, WBVH, Attica, N. Y., is looking for record artists to make guest appearances at his hops. . . . **Marty Lacker**, formerly program director of WKGW, Knoxville, Tenn., and now with WHHM, Memphis, has an all-night "Jazz Show" and reports a big audience response to the new airer. "I might add," he notes, "that the distributors here are happy with the response they've been getting on their jazz albums and they have been very co-operative with me on the show."

**THIS 'N' THAT:** **Gene Kaye**, WAAT, Trenton, N. J., is a busy man. In addition to three record hops per week and a Saturday night dance, he writes for several national magazines ("Hit Parader," "16," etc.) and recently aired his show as a remote from Grossinger's, the Catskills resort, for two weeks. His weekly Saturday dance, "Notre Dame Bandstand," is going into its fourth year, with average attendance of 1,500 teen-agers at each event. . . . Station WNBZ, Saranac Lake, N. Y., celebrates its 34th anniversary this week.

**AWARDS DEPARTMENT:** **William B. Williams**, WNEW, New York, will be honored by the Institute of High Fidelity Manufacturers at the opening of the New York Hi Fi Show at Manhattan's Trade Show Building this week. The Institute will present Williams with a silver bowl "for his all around contribution to the betterment of popular music." . . . Jazz deejay **Ed Case**, KPRC, Houston, Tex., was voted "Best Houston-area Jazz Disk Jockey" in a poll conducted by the Houston Informer, a bi-weekly beamed at the Negro market. Case, who piled up 15,000 votes, notes "I was quite surprised and honored to be the only white jockey to come through a winner."

**CHANGE OF THEME:** New appointments at WROV, Roanoke, Va., include program director-deejay **Ron Sunshine** and deejays **Fred Frelantz**, formerly with **KIRL**, Wichita, Kan.; **Charlie Bush**, ex-WAXX, Eau Claire, Wis., and **Dave Novak**, ex-WIST, Charlotte, N. C. . . . **Danny Dark**, ex-WFUN, Miami, has rejoined the Storz chain in the 4-8 p.m. time slot at **KXOK**, St. Louis. Another ex-WFUN staffer, **General Manager Bud Connell**, has also joined **KOXX** as program director.

New program director of the Communications Industries Corporation is **Gerry Desmond**, of CIC's WEOK, Poughkeepsie, N. Y. . . . **Jay Jaslin** will handle the afternoon time slot on **WQSR**, Syracuse, when that outlet goes on the air this month. . . . **Red Jones**, formerly with **KILT**,  
*(Continued on page 15)*

**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**  
**SEPTEMBER 15, 1956**

1. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
2. My Prayer, Platters, Mercury
3. What Ever Will Be Will Be, Doris Day, Columbia
4. Canadian Sunset, Hugo Winterhalter, RCA Victor
5. Tonight You Belong to Me, Patience and Prudence, Liberty
6. Flying Saucer, Buchanan & Goodman, Luniverse
7. Honky Tonk (Part 2), Bill Doggett, King
8. Allegheny Moon, Patti Page, Mercury
9. Fool, Sanford Clark, Dot
10. Canadian Sunset, Andy Williams, Cadence

**POP-10 Years Ago**  
**SEPTEMBER 15, 1951**

1. Because of You, Tony Bennett, Columbia
2. Come On-A My House, Rosemary Clooney, Columbia
3. World Is Waiting for the Sunrise, Les Paul & Mary Ford, Capitol
4. Loveliest Night of the Year, Mario Lanza, RCA Victor
5. I Got Ideas, Tony Martin, RCA Victor
6. Cold Cold Heart, Tony Bennett, Columbia
7. Too Young, Nat King Cole, Capitol
8. Sweet Violins, Dinah Shore, RCA Victor
9. Whispering, Les Paul, Capitol
10. Because of You, Les Baxter, Capitol

**RHYTHM & BLUES-5 Years Ago-SEPTEMBER 15, 1956**

- |                                                     |                                                 |
|-----------------------------------------------------|-------------------------------------------------|
| Let the Good Times Roll, Shirley & Lee, Aladdin     | In the Still of the Night, Five Satins, Ember   |
| Fever, Little Willie John, King                     | It's Too Late, Chuck Willis, Atlantic           |
| Rip It Up, Little Richard, Specialty                | Lipstick, Powder and Paint, Joe Turner Atlantic |
| When My Dreamboat Comes Home, Fats Domino, Imperial | Soldier of Fortune, Drifters, Atlantic          |
| Bad Luck, B. B. King, Kent                          | See Saw, Moonglows, Chess                       |

**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:**

**What is your favorite dance record?**

**THE ANSWERS:**

**LARRY KEENE**  
WMID, Atlantic City

Feeling just a bit hesitant, I'll say the Twist. This controversial dance has probably done more to stimulate a rebirth of interest in teen activities, modern radio, the Top-40 deejay and pop music sales in general than any other record or dance of the past five years. And contrary to popular belief, this "young granddaddy" of the Pony and the Fish can be performed in good taste.



**TOM BROWN**  
WIP, Philadelphia

I'm a watcher! I like to watch others work while I relax. I've been doing this for some time now and have become an authority on the subject. My favorite used to be the Cha Cha. Now it's the Twist. Take it from me, Chubby Checker has started something that will go down in history with the Big Apple. By the way, whatever happened to the Lambeth Walk?



**ROBIN SCOTT**  
WIL, St. Louis

The one dance tune that automatically jumps to the top of the list when speaking of favorites is "In the Mood," recorded in 1939 by Glenn Miller. The Miller touch never seems to grow old. It not only was a great hit the first time released but continues to be recorded with repeated success. A song truly appreciated by most everyone, young or old, at any time.



**HARVEY HUDSON**  
WLEE, Richmond, Va.

Buddy Morrow's "Night Train." It is all wrapped around a long friendship with Buddy. We celebrated the introduction of this record and we enjoyed the celebration so much that now we celebrate at any time, but especially when Buddy is in Richmond for our big WLEE Show Dances. So far, he has been here for three in the last two years. There is something about that beat that softens my arteries and exhilarates my pleasure.



**Williams, Fones PR Firm Formed**

NEW YORK—John Scott Fones and Phil Williams formed John Scott Fones, Inc., a new publicity-public relations office here. Working arrangements have been made with other established p.r. agencies in Hollywood, Chicago, Boston and Dallas to handle assignments for the new firm.

Phil Williams, vice-president of the new company, formerly served as publicity director of the "March of Time," a division of Time, Inc., and with Fortune magazine. More recently he has held executive positions with 20th Century-Fox; Ziv TV Programs, Inc.; ABC-TV Film Division, and United Artists.

Fones was a close associate of Benjamin Sonnenberg's for the past 10 years. Prior to joining the Sonnenberg agency in 1951, he was on the editorial staff of Time magazine for 14 years.

**Yarnell New Exec With WOR-TV**

NEW YORK—David Yarnell has joined WOR-TV here as assistant program manager. He will be active in all phases of TV program planning and management, reporting to Ivan Reiner, TV program manager.

Prior to joining WOR-TV, Yarnell served as program director of WMGM and as program manager of WNEW-TV, here. He started his broadcasting career in the publicity department of WNEW-Radio.

co-op funds available and are encouraging their respective distributors and dealers to sponsor local stereo-FM programming when they introduce new stereo product later this fall.

**Mfrs. Back Stereo FM**

Continued from page 6

and Packard-Bell companies are also active in the stereo-FM sponsorship field—either as sole sponsors or in co-op deals with local dealers and/or distributors.

Many manufacturers are getting into the stereo sponsorship picture on a market-to-market—buying time to coincide with the introduction of new stereo set product this fall. Others are keying their timebuys with the opening of local High Fidelity Fairs, so that shows can be kicked off with radio demonstrations during the events.

Station KFMU, Los Angeles, lists Scott Radio, Packard-Bell, and Official Radio as stereo-FM sponsors. Station WGFM, Schenectady, the G-E-owned outlet, of course, has lined up G-E as an FM-stereo sponsor and is currently negotiating a time-sale to Granco. The local RCA Victor distributor is buying FM-stereo time on WSPA-FM, Spartanburg, S. C.

Packard-Bell will sponsor an FM-stereo special shortly on station KMLA, Los Angeles, which expects to start FM-stereo broadcasting this week. Packard-Bell is buying three hours nightly for three nights on KMLA in order to provide dealers with programming for demonstrations.

Fisher Radio and Lafayette Radio are buying time co-operatively on WDHA-FM, Dover, N. J., which is now stereo testing. The two firms are co-sponsoring closed-circuit FM - stereo broadcasting from WDHA-FM during the New York High Fidelity Show here this week.

Zenith Radio plans to launch a time-buying schedule on FM-stereo stations this fall. Both Stromberg-Carlson and Motorola are making

**ARTISTS' BIOGRAPHIES**

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

**THE JARMELS**



This new Laurie Records recording group is comprised of Nathaniel Ruff, 22; Ray Smith, 20; Paul Burnett, 19, and Tom Eldridge, 20. The boys hail from Richmond, Va., where they sang together many years. They attended the same church and sang together in the school glee club.

Their first record on the Laurie label, "Little Lonely One," garnered some action, and currently their new disk, "A Little Bit of Soap," is moving up well on the Hot 100. Since it was the boys' primary objective to go to New York, it was only natural for them to name their group the Jarmels, a street in Harlem.

The Jarmels all seem to be athletically inclined, filling their leisure time with the pursuit of such sports as swimming, golf, football and baseball.

**BOB MOORE**

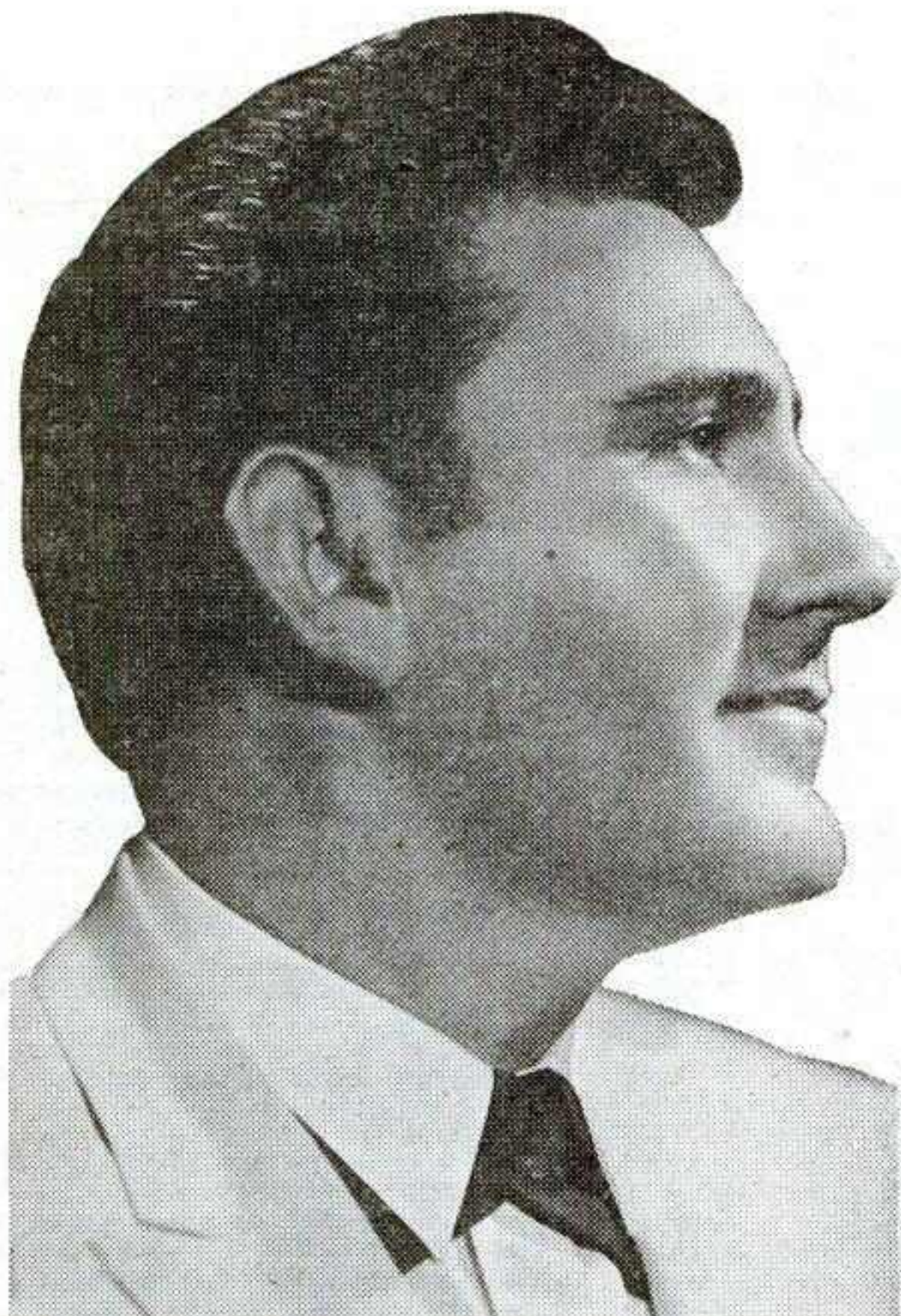
Bob Moore, who waxes on the Monument label, was born in Nashville November 30, 1932, and received his education in local schools.

Moore's musical interest is the bass, and he has worked as side man with such top artists as Elvis Presley, Roy Orbison, Brenda Lee, Connie Francis, Pat Boone and the Chet Atkins group at the Newport Jazz Festival. He has made personal appearances in all 50 States, as well as Canada and Mexico. For the past year Moore has been conducting for such Monument artists as Roy Orbison and the Velvets, both having had hit disks. This led Moore to form his own band and the recording of the hit disk tagged "Mexico," which is currently scoring on the Hot 100.

Moore's hobbies are flying, karate, fishing and golf.







# WEBB PIERCE

sings

**HOW DO YOU  
TALK TO A BABY**

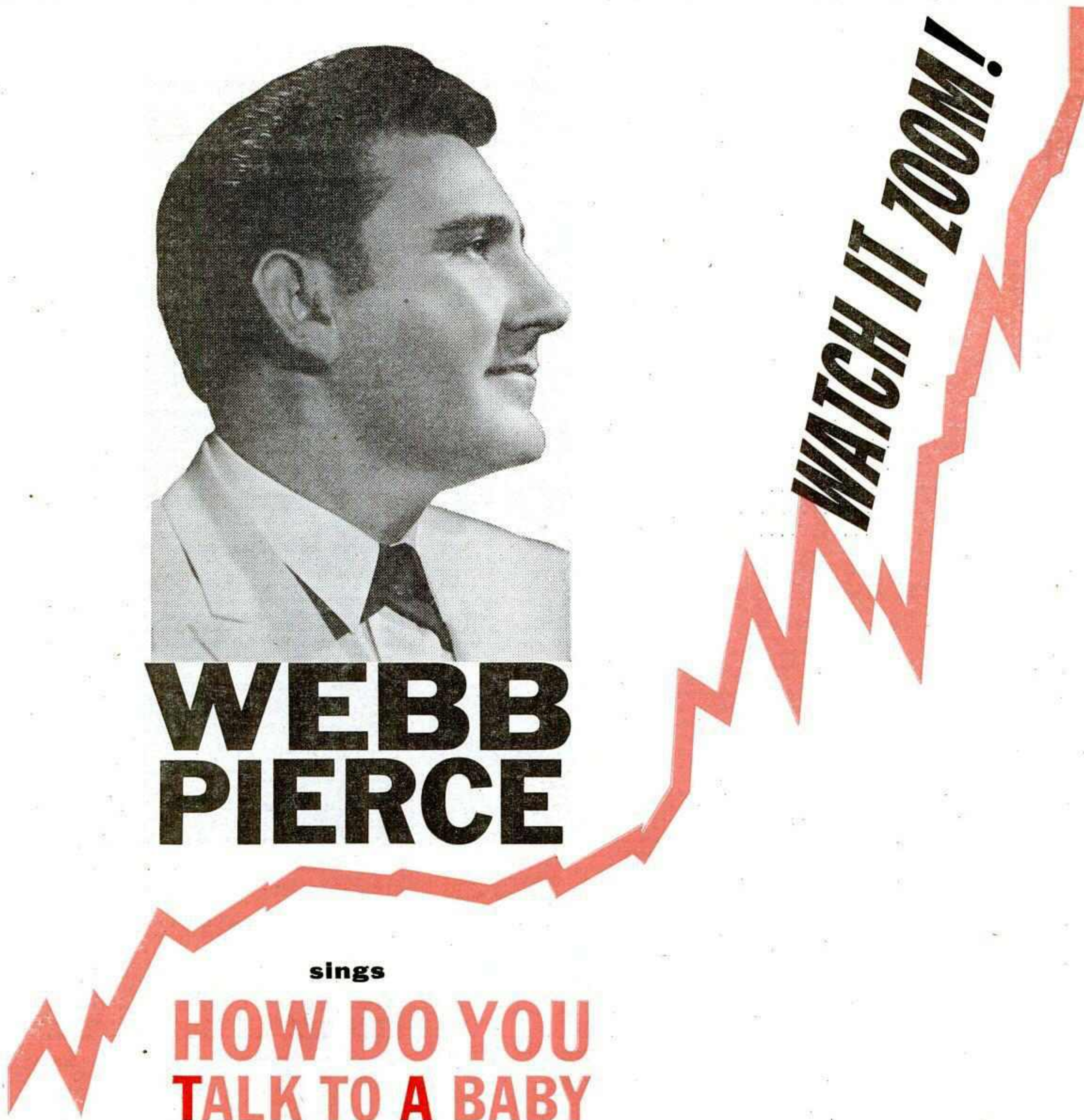
b/w

**WALKING  
THE STREETS**

31298

# DECCA<sup>®</sup> RECORDS

**WATCH IT ZOOM!**





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

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

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

**PHONOS LISTING FOR OVER \$500**

Position This Issue	Position 6/12/61 Issue	Brand	% of Total Points
1	1	Magnavox	54.5
2	5	Pilot	22.4
3	4	Stromberg-Carlson	16.0
4	—	Ampex	5.1
		Others	2.0

**Edward M. Snider Asks Co-Operation**

Continued from page 2

a much larger inventory of a specific label. This means faster channels of supply and ultimately faster service for the consumer. Elimination of the distributor in all labels might mean an insurmountable inventory problem for the merchandiser."

"2. The good distributor promotes his lines via radio, etc. The merchandiser need not concern himself with this aspect of the business."

**Work Together**

Working together, said Snider, the distributor and rack merchandiser can solidify each other's position in a given market, and, jointly, they can help convince the manufacturer to support their relationship and establish policies to make this association with each other a profitable one.

Examining the financial position of the record merchandising industry, Snider said it was "no disgrace that the record merchandiser often finds himself in a tight money position. Any dynamic, fast-growing business often encounters this

problem. I'm sure Henry Ford didn't start with \$1 million, and I'm equally sure that he had his money problems in the beginning." Snider noted that the record business in the stores serviced by rack merchandisers was a "plus factor," accounting for the biggest share of the increase in the record business as a whole exclusive of the record clubs, and that the exposure in these outlets has helped to create new customers for the entire industry.

**Services**

Citing services offered by the rack merchandiser to his customers, Snider listed: "We select through our buyers, the best available recordings from the mass of product being offered today and every day.

"We supply the fixtures to the store we sell—also sign work and promotional racks.

"We wrap and seal the records in poly bags.

"We physically inventory the record department in the stores—usually weekly. We offer a 100 per cent guarantee or guarantee exchange. We pick up non-sellers weekly for full credit.

"We rotate the merchandise. We offer promotions on a regular basis, many of which we design ourselves.

"Without some of these services," said Snider, "many of our customers would not be in the record business and if they were not, the record business would suffer."

**Bel Canto & UST Offer  
Tape Deals**

NEW YORK—Two of the leading suppliers of pre-recorded stereo tape, United Stereo Tapes and Bel Canto, have both announced special discount deals for dealers, emulating what has become virtually standard practice in the record field.

Bel Canto announced a "buy 10 get one free" plan running through October 15. For every 10 tapes bought from the current (September) release, one free tape from the same release is supplied. New releases feature lead disk items from the recent releases of Mercury, Liberty, Disneyland and Bel Canto.

UST's plan calls for regular discounts but with special deferred billing of 30 and 60 days on orders from \$500 to \$1,000 and 60 and 90 days on orders over \$1,000. These terms apply to a new UST Twin-Pak Sampler series, a new London Sampler series, and the new September release as well as all UST catalog. UST's plan is backed by national advertising, window and wall streamers, counter easels and a special counter-browser.

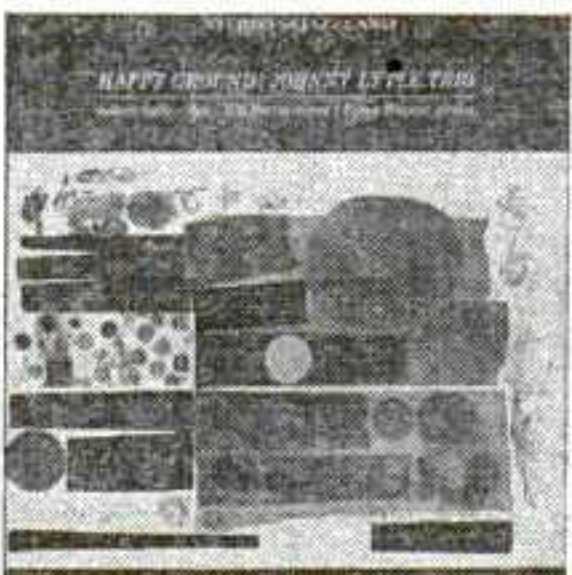
**New Columbia  
Phonos Debut**

NEW YORK — Columbia Records distributors, both factory branches and indies, are taking on a new line of phonographs to be merchandised under the "Philharmonic" label. The product will be manufactured by Symphonic Radio and Electronic Corporation, which formerly produced much of the product marketed by the now defunct Columbia Phonos division of CBS.

The portable product runs in price from \$19.95 to \$195.95. Stereo sets start in the portable category at \$59.95. Consoles range from \$129.95 to \$299.95. One of the portables and two of the consoles will include built-in multiplex stereo receiving units. A spokesman said that circuitry and components would be not unlike those of the most recent Columbia phono line but that cabinetry and styling would include complete departures from past product.

Key personnel at Symphonic involved in the Philharmonic project include Symphonic sales chief, Bill O'Boyle, himself formerly with Columbia; Max Zimmer, head of private label operations, and Al Leon, advertising manager.

**ALBUM COVER OF THE WEEK**



**HAPPY GROUND!** — Johnny Lytle Trio, Jazzland JLP 944S. An attractive abstract design in full color decorates this cover designed by Kenneth Dear-doff. Prime item for display on jazz counters.



**SONNY STITT AT THE D. J. LOUNGE**—Sonny Stitt, Argo LP 683. An eye-catching cover with an oil painting type likeness of the artist in shades of blue on a white background. Package, designed by Robert Trendler Jr., has lots of jazz display appeal.

**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.

**CONCERT-DISC**—Limited time only. Started June 23, 1961.

Dealer is offered two LP's for the price of one. Five new releases all packaged "piggy-back" style.

**RCA VICTOR**—Limited time only. Started May 29, 1961.

"Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra, is specially priced to the consumer at a "Save \$2" introductory offer

**DECCA**—Expires September 15, 1961. Started July 19, 1961.

On a minimum order of any combination of LP's, EP's, Tape or the Vocalion line totaling \$100, the dealer is allowed a 10 per cent discount on the total purchase. Chain stores are also eligible. See page 3, July 31 issue, for details.

**LONDON**—Expires September 15, 1961. Started August 14, 1961.

"Phase 4 Stereo." One free LP for every six purchased. Program covers 12 "Phase 4 Stereo" and "Sound 4 Mono" LP series. See page 4, August 21 issue, for details.

**TIME**—Expires September 15, 1961. Started August 1, 1961.

Entire Time Records series 2000 catalog available on a buy-four-get-one-free basis. Plan includes new releases.

**COLUMBIA**—Expires September 16, 1961. Started July 10, 1961.

Ten per cent discount on new LP releases in addition to complete catalog. See page 1, July 31 issue, for details.

**EPIC**—Expires September 16, 1961. Started July 10, 1961.

"Fall Merchandising Plan." Fifteen per cent discount on all new LP releases for August and September, plus the catalog. See page 1, July 31 issue, for details.

**LIBERTY**—Expires September 22, 1961. Started August 1, 1961.

Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except The Chipmunks. See page 3, July 24 issue, for details.

**WARNER BROS.**—Expires September 22, 1961. Started July 24, 1961.

Label is offering a 15 per cent bonus to dealers covering new releases and catalog. See page 3, July 31 issue, for details.

**ROULETTE**—Expires September 24, 1961. Started August 1, 1961.

Qualified dealers are offered 15 per cent discount on all LP's including new releases. See page 4, August 7 issue for details.

**ANGEL**—Expires September 30, 1961. Started August 14, 1961.

Fall program. Dealers qualify by purchasing minimum of 30 LP's. Three parts: New releases and 100 specified titles offered at 20 per cent; 200 specified titles offered at 15 per cent; balance of catalog offered at 20 per cent. Deferred shipping available. See page 3, August 21 issue, for details.

**ARGO-CHESS-CHECKER**—Expires September 30, 1961. Started August 28, 1961.

Straight 10 per cent discount on entire LP library, including six new releases.

**CAEDMON**—Expires September 30, 1961. Started September 1, 1961.

One free LP for every 10 purchased is offered to distributors. Program covers complete catalog.

**CAPITOL**—Expires September 30, 1961. Started August 14, 1961.

Fall program. Dealers qualify by minimum order of 50 LP's. Twelve per cent special discount instead of normal 2 per cent cash discount on all purchases plus special co-operative advertising allowance equal to 3 per cent of program purchases. See page 3, August 21 issue, for details.

**DELMAR**—Expires September 30, 1961. Started August 28, 1961.

Distributors are offered one free LP for every four purchased. Applies to August and September releases.

**DOT**—Expires September 30, 1961. Started September 1, 1961.

1961 Fall Catalog Program. Buy nine albums, get one free. Plan covers entire LP and EP catalogs, including current releases. See Page 1, September 4 issue, for details.

**ELEKTRA**—Expires September 30, 1961. Started August 22, 1961.

Fall plan. Label is offering one free LP for every seven purchased. Program includes complete catalog plus three new releases which includes Ed McCurdy's "The Treasure Chest of American Folk Song," a two record bonus pak priced at \$4.98.

**KAPP-MEDALLION**—Expires September 30, 1961. Started August 1, 1961.

Ten per cent discount on all Kapp new releases plus catalog; 15 per cent discount on all Medallion new releases plus catalog. See page 2, July 31 issue, for details.

**MONITOR**—Expires September 30, 1961. Started August 1, 1961.

Ten per cent bonus on all MF, MC and MR series. Additional 10 per cent discount on MC series.

**REQUEST**—Expires September 30, 1961. Started July 31, 1961.

For every purchase of 10 Request LP's the dealer may exchange at no charge three LP's of any other label, stereo or mono. LP's purchased under the program may be exchanged through December 31.

**VANGUARD-BACH GUILD**—Expires September 30, 1961. Started September 1, 1961.

Fifteen per cent discount on all series except the 9000 Series, including low-price demonstration records.

**VEE JAY**—Expires September 30, 1961. Started August 28, 1961.

One free copy of "Exodus to Jazz" by Eddie Harris for every five purchased.

**PRESTIGE**—Expires October 8, 1961. Started August 28, 1961.

Dealer is offered two LP's free for every 10 purchased. Program covers International, Bluesville and Swingville series plus new releases.

**MERCURY**—Expires October 15, 1961. Started September 1, 1961.

Project Mercury sales plan. Fifteen per cent merchandise discount. Buy 100 albums, get 15 free; deferred billing up to four months where credit qualifies, and 100 per cent exchange privilege. First orders must be placed by September 21. See story this issue for details.

**ABC-PARAMOUNT**—Expires October 20, 1961. Started July 17, 1961.

"Fall LP Program." Distributors are offered 12 1/2 per cent discount on all LP purchases. Program covers complete catalogs and new releases on ABC Paramount, Impulse and Chancellor labels. See page 8 July 3 issue, for details.

**COLOSSEUM**—Expires November 15, 1961. Started August 15, 1961.

"Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.

**PETER PAN**—Expires December 31, 1961. Started August 15, 1961.

Label is offering all of the current seven-inch singles to dealers six for \$1.

**AUDIO FIDELITY**—No expiration date. Started August 1, 1961.

One free album for every five purchased on entire catalog, all series included.

**INDIGO**—No expiration date. Started July 10, 1961.

Entire LP catalog is offered on a two-free-for-every-10-purchased plan.

**RIVERSIDE**—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

**TIME**—No expiration date. Started April 1, 1961.

Dealer is offered one LP free for every six purchased. Program covers complete catalog.

**MONITOR**—No expiration date. Started June 19, 1961.

Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

**KANDY**—No expiration date. Started July 17, 1961.

Label is offering seven LP's for price of six. Applies to Johnson's "Organ With a Beat" series. Same type of deal offered on singles.

**WONDERLAND**—No expiration date. Started August 23, 1961.

Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.



With Duotone needles, of course. You sell records, magnificent Hi-Fi and Stereo phonographs—all the items to make a customer music happy—but, do you remember to recommend a Duotone needle?

Tell your customers how a worn or imperfectly polished needle ruins expensive records. A Duotone diamond needle is the stylus with the genuine diamond tip that's handset and hand polished to perfect dimensions. What an easy way to easy profits for you.

Write for Free 1961 Duotone Needle Wall Chart.

**DUOTONE** COMPANY INC KEYPORT, N. J.



We took:  
 the amazing ROY HAMILTON, Beethoven's  
 "Moonlight Sonata" theme, a romantic lyric  
 and arrangement by Dick Manning, and...  
 "THERE WE WERE" b/w "IF" ■ 5-9466

ROY HAMILTON 5-9466  
 THERE WE WERE  
*(Based on Beethoven's "Moonlight Sonata")*  
 b/w IF



© "Epic", Marca Reg. "CBS" T. M. Printed in U. S. A.      OUTSTANDING HIGH FIDELITY THROUGH RADIAL SOUND - A PRODUCT OF CBS



Happening Fast... Stock up Fast! 



**Dot** RECORDS proudly presents



**KEELY  
SMITH**

**"PRISONER  
OF LOVE"**

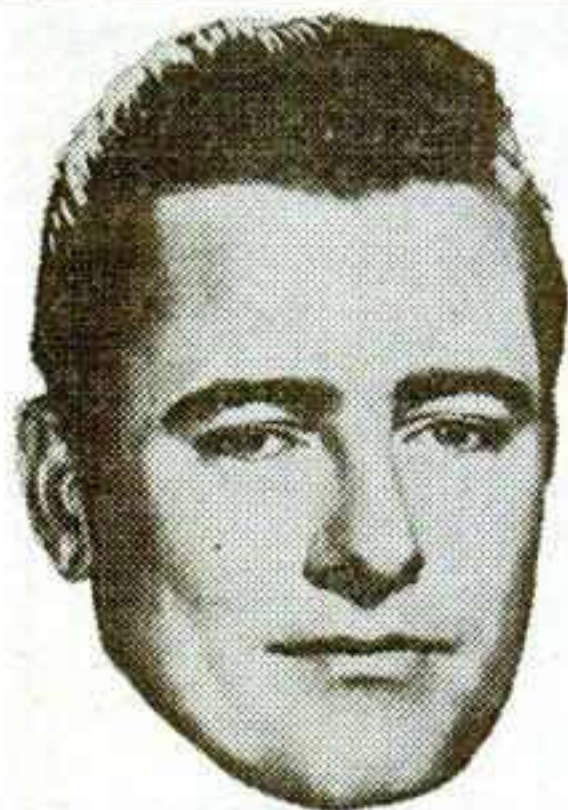
B/W "LOVELIEST NIGHT  
OF THE YEAR" #16257



**DODIE  
STEVENS**

**"LET ME TELL YOU  
'BOUT JOHNNY"**

B/W "YOU ARE THE  
ONLY ONE" #16259



**DORSEY  
BURNETTE**

**"FEMININE TOUCH"**

B/W  
"SAD BOY" #16265

**Best Selling Singles**

- |                                                                     |                                                                               |
|---------------------------------------------------------------------|-------------------------------------------------------------------------------|
| #16262 Berlin Melody<br>Come September<br><b>Billy Vaughn</b>       | #16256 Because<br>Dance Only With Me<br><b>Robert Knight</b>                  |
| #16237 Riders In The Sky<br>My Love For You<br><b>Lawrence Welk</b> | #16258 Ballerina<br>I'll Take Care Of Your Cares<br><b>The Mills Brothers</b> |
| #16255 Sad Movies<br>(Make Me Cry)<br><b>The Lennon Sisters</b>     | #16261 Every Time<br>I Understand<br><b>Ricky Page</b>                        |
| #16264 The Way You Look Tonight<br>You Cheated<br><b>Tab Hunter</b> | #16253 All Of Me<br>Two Ton Tessie<br><b>Johnny Rebb</b>                      |
|                                                                     | #16254 Swiss Waltz<br>Jumpin' Jack Polka<br><b>Six Fat Dutchmen</b>           |

**Best Selling Albums**

- |                                                |                                                                      |
|------------------------------------------------|----------------------------------------------------------------------|
| DLP 3389 Yellow Bird<br><b>Lawrence Welk</b>   | DLP 3366 Orange Blossom<br>Special and Wheels<br><b>Billy Vaughn</b> |
| DLP 3280 Golden Waltzes<br><b>Billy Vaughn</b> | DLP 3338 Yellow Bird<br><b>The Mills Brothers</b>                    |
| DLP 3384 Moody River<br><b>Pat Boone</b>       | DLP 3359 Calcutta<br><b>Lawrence Welk</b>                            |
| DLP 3385 Blue Moon<br><b>Louis Prima</b>       | DLP 3363 San Antonio Rose<br><b>The Mills Brothers</b>               |
| DLP 3387 Dearly Beloved<br><b>Keely Smith</b>  |                                                                      |



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



# VOX JOX

Continued from page 10

Houston, has moved to KWKH, Shreveport, La., in the afternoon time seg. . . Mel Bailey, ex-program manager of Westinghouse's KEX, Portland, and WBZ, Boston, is the new director of program development for Seattle, Portland and Spokane Radio, Inc., which operates KJR, Seattle; KXL, Portland, Ore., and KNEW, Spokane.

Bill Jones, WIBG, Philadelphia, is the new "morning radio mayor of Philadelphia" in WIBG's 6-10 a.m. seg. . . Deejay Sam Sherwood, KDWB, Minneapolis, has replaced Ted Randal as program director of that outlet. Randal has moved to KDWB's sister station, KFWB, Los Angeles. . . Also new at KDWB is Jim O'Neill, a veteran of 18 years in broadcasting, including a stint with KOWH, Omaha. . . Ray Check, ex-WHAY, New Britain, Conn., has moved into the 5-10 a.m. time period on WWCO, Waterbury, Conn. He will use the air name, Ray Conway, at WWCO.

Jim Lucas, ex-morning man at WAPI, Birmingham, takes over Bill Cullen's 6-10 a.m. morning show at WNBC, New York, October 2. . . Felix Leon, staff continuity writer at WNYC, New York, has replaced Martin Bush as producer of "Spoken Words," a daily 11-11:55 a.m. record show. . . Norman White and Brad Harris have joined WACE, Springfield, Mass. White, ex-WWCO, Waterbury, Conn., is WACE's new program director and 10 a.m.-noon "feature personality." Harris, also an ex-WWCO staffer, is the WACE's early morning "Timekeeper" from sign on to 10 a.m.

Jay Lawrence, formerly with KLIF, Dallas, is succeeding Johnny Williams as the noon-3 p.m. man at KTKT, Tucson, Ariz. Guy Williams of that outlet notes that "it took two months of looking" to find Lawrence. "I listened to 84 audition tapes" comments the executive, adding "May I say that good 'Top 40' jocks are at a premium—not just screamers or gagsters, but really clever men."

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Copies of Lance Records' new release, "Someone's Crying" b.w. "What's the Use," by Jackie Dee and the Country Gentlemen, of WEMY-TV, Greensboro, N. C., are available by writing to Glenn Parks, Jim-Gleen Enterprises, 3508 Chamberlayne Avenue, Richmond 27, Va. Put your request on your station's letterhead. . . Bob Day has just taken over the c.&w. deejay chores at KPLC, Lake Charles, La., which recently revived its c.&w. programming. He says he has a great need for promotional releases. . . With WNOP, Newport, Ky., having recently shifted from a c.&w. to a so-called "good music" policy, many Cincinnati country fans have switched allegiance to WPFB-AM, Middletown, Ohio, which programs nearly 30 hours of country music weekly. Tommy Sutton is heard on the air there from 5:15-7 a.m., Monday through Saturday, and again at 3-5 p.m. Jimmy Hibbard airs his "Jimmy's Jamboree" on the station from 12:30-2 p.m., weekdays.

Dean Evans is now spinning wax at WBKH, Hattiesburg, Miss. . . Pappy Gibbs, hot from Baltimore with the country wax, has taken over the turntable duties at KTLW, Texas City, Tex. . . George Hammil, c.&w. deejay at WFIW, Fairfield, Ill., writes that country music is on the move in Southern Illinois and that he needs more wax from the various diskeries to whet his listeners' appetite. A recent visitor on Hammil's "Country Time" show was Pee Wee King, who revealed his future plans, including an upcoming ABC-TV program for late fall.

Station WAXE, Vero Beach, Fla., which for the last three months has been programming country music an hour a day, has found the response so gratifying that it has increased its programming to seven hours a day and from sign-on till sign-off on Saturdays. Early Jack Collins, who spins the c.&w. wax on WAXE, says that the station's library is sadly lacking in country records and asks the

co-operation of the record companies and artists to solve the problem. . . Others putting in pleas for country and gospel records, especially from the major labels, are Cousin Carl, Station WFRB, Box 74, Frostburg, Md., and Jerry Woodring, WTRN, Tyrone, Pa.

"Country music is really the big thing hereabouts," type-writes Tom Cross, who recently succeeded Lee Richards as program director at KWOW, Pomona, Calif., now programming c.&w. music exclusively. "Local talent is getting good exposure with KWOW's nightly remotes from local clubs," continues Tom, "and we have big things planned for the Los Angeles County Fair starting September 15. As usual, we need records, both albums and singles, from the various diskeries, as well as station breaks and intros from the artists. I would like correspondence from other P.D.'s and jocks regarding their promotions and happenings." Guy Nelson handles promotion and publicity and also is staff singer on the station. KWOW deejay staff includes Jerry Mack, Tom Cross, Jack Morris (recently with KFOX), Guy Nelson and Bill Jaeger.

Veteran country music deejay Cuzzin Don McGraw, who pioneered country music in Roanoke, Va., and who formerly conducted an all-night record round-up via WRVA, Richmond, Va., is now operating several music stores specializing in c.&w. music in the Roanoke-Salem sector of Virginia. He is heard daily, 12:30-2 p.m., over WRIS, Roanoke, in a country music seg originating from his Main Street store in Salem. He is billed on the program as Jolly Don McGraw. . . Eddie Craig, son of Uncle Hank Craig, of XEG, has been doing considerable platter spinning the last six months over KCLE, Cleburne, Tex. Eddie began his senior year in high school last week.

Country music suffered a blow Saturday, September 2

## Discophile Distributes European Albums

NEW YORK—Discophile, Inc., has acquired the United States distribution rights to four European record lines.

These are Harmonia Mundi, of Freiburg im Breisgau, Germany, producer of sacred and secular classical music; Disques Valois, Paris, a classical line; Disques Lumen AMS, Paris, a sacred Catholic catalog, and Fona Klubben, Copenhagen. Latter is owned by Fona, Denmark's largest record retailer, and the label's only issue to date is the Carl Nielsen Symphony No. 2 and "Little Suite for Strings" by the Tivoli Concert Hall orchestra (stereo and monaural).

## More Changes on WMGM's Staff

NEW YORK—Still more personnel changes took place at WMGM here last week. Arthur J. Wander joined the outlet as assistant to Executive Vice-President, Director Arthur M. Tolchin, and Rick Sklar succeeded Gene Edwards as program director.

Wander formerly served as assistant to the vice-president-general manager of WAKR, (AM, FM and TV) Akron. Sklar resigned his p.d. post at WINS here to take the WMGM job.

## WCPO-TV Ups Robert Gordon

CINCINNATI—Robert Gordon, sales manager of WCPO-TV here since last April, has been elevated to assistant general manager of the WCPO station, it was announced Tuesday (5) by General Manager Mort Watters. Prior to joining WCPO-TV last September, Gordon served as announcer-director at a Syracuse, N. Y., station, and later was associated with stations in Tupelo, Miss., and Tulsa, Okla.

when Station WNOP, Newport, Ky., a heavy programmer of c.&w. music for many years, covering Cincinnati and surrounding territory, succumbed to a new policy of so-called "good music" as instituted by the station's new program director, Dick Pike, himself a prominent deejay in the Cincy area for many years. With the change in policy, country singer Jimmie Skinner, for 11 years a popular artist on the station, is dropped from the roster. Ray Scott, who has spun the c.&w. melodies at WNOP the last five years, continues on the staff. Skinner, incidentally, is sporting a new release on the Mercury label, "Four Walls, a Table and a Ceiling," which he wrote in collaboration with Rusty York. Deejays may obtain a sample by writing on their station's letterhead to the Jimmie Skinner Music Center, 222 E. Fifth Street, Cincinnati.

Al Lynch, who deejays on Okinawa, is anxious to do a job for c.&w. music in the Far East but is having trouble getting the latest releases. His address is S. Sgt. Al Lynch, 1962 Comm. GP, A.P.O. 239, San Francisco. . . "To borrow a slogan from Buick, let me say that when better a.&r. work is done, Shelby Singleton will do it," writes Walter Breeland, of Country Music Promotions, Houston. "I heard dubs of Claude Gray's first Mercury LP which will be released in early October. Every song is a potential single release. Deejays can also be on the lookout for some great new releases by Lawton Williams, James O'Gwynn and a duet by George Jones and Margie Singleton." Breeland visited "Big D Jamboree" in Dallas August 26 and says he caught Rose Maddox, Claude Gray and Billy Mack performing before more than 5,000 enthusiastic Dallasites.

**DON'T BE MISLED  
THERE ARE TWO COUNTRY VERSIONS  
BUT THE BIG POP HIT OF**

# "YOU'RE THE REASON"

IS BY

# JOE SOUTH

FAIRLANE 21006

**CLIMBING THE CHARTS**

THE ONE THAT'S BREAKING IN THE MAJOR MARKETS

**FAIRLANE RECORDS**

220 Pharr Rd.  
ATLANTA, GA.

Distributed Nationally by King Records, Inc.

HIGH FIDELITY now offers your customers broad coverage of new audio equipment, new records and tapes, exciting personalities in music.

And it offers you two important new areas of profit:

- 1—You buy copies for 36¢, sell them for 60¢ . . . make a 40% profit on each sale.
- 2—The editorial material and the advertisements in HIGH FIDELITY help bring your customers into your store again. HIGH FIDELITY stimulates them to buy what you sell.

A New Jersey dealer reported selling \$400 worth of stereo equipment to a customer who came in for HIGH FIDELITY, took his copy home, read the HF Reports section and came back to buy three of the items reported on. . . An Illinois dealer tells of selling a HIGH FIDELITY buyer seven new record releases reviewed in the magazine—before the customer left the store!

# EXTRA PROFITS

## FOR RECORD AND COMPONENT DEALERS

For a few square inches of display space on your counter you can net hundreds of extra dollars.

high fidelity

So fill out the handy order form below and mail it today. The sooner you do it . . . the sooner the profits begin.

TO: HIGH FIDELITY, The Publishing House, Great Barrington, Mass.

Please send me, each month, \_\_\_\_\_ copies of HIGH FIDELITY.  
(Retail price: 60¢, I pay 36¢; minimum order: 5 copies)  
I will pay within 60 days.

Store \_\_\_\_\_

Address \_\_\_\_\_

Signature \_\_\_\_\_



**NEW DEALER PRODUCTS**

**FM Console Multiplexer**

The Admiral Corporation has made available this self-powered, transistorized, multiplexer unit for use with the company's 1962 line of stereo console combinations having FM radio. Some of the firm's 1960 and 1961 line sets can also take the multiplex adaptor.



**Wafer-Shaped Speaker Debuts**

Emerson Radio & Phonograph has come up with a wafer-thin speaker which can be made as thin as three-eighths of an inch. It was demonstrated at an international distributor meeting at the Statler Hilton Hotel, New York. The unique item was installed in a picture frame that had an over-all thickness of less than two inches to demonstrate its power and facility. The new speaker is a result of research work done by Professor Frei and Dr. Gamzon, of Weizmann Institute of Israeli. The new speaker goes under the technical name of the Emerson Isophase Transducer.

**SINGLE MOVES YEAR-OLD LP**

NEW YORK—United Artists has re-packaged its year-old album "The Highwaymen" to cash in on the group's current success in the singles field. "Michael," a single that was taken out of the Highwaymen's old LP, is currently the No. 1 record in the country. (See BMW's "Hot 100" this week.)

The re-packaged album (a line on the cover now reads "featuring the hit song 'Michael'") was a sparse seller until the single clicked. Now UA reports that over 100,000 copies of the LP were ordered and shipped last week, and its pressing plant working around the clock to meet the orders.

**Step Up East Berlin Tune Barrage**

• Continued from page 8

lin and AFN by the U. S. Army for its troops.

Of the four stations, RIAS has the greatest impact on the East German population. In fact, RIAS is operated exclusively to serve East Germany; all of its transmissions are beamed to East Germany and its program format is tailored to East Germans.

It is RIAS that will be most important in the new Western drive to pump pop music into East Germany in volume and listening format calculated to bridge, at least partially, the listening gap caused by the East Berlin seal-off.

**Smuggling Considered**

Moreover, there are various schemes under consideration to circulate Western pop records in East Germany on a straight-out Western propaganda basis. These schemes include smuggling substantial quantities of top tune platters into the Red German satrapy and ex-

perimenting with distribution through mailing disks to individual East Germans.

The latter proposal has scant prospect of success, however, as East German police inspect all parcels sent to East Germans. It is a virtual certainty they would confiscate on sight all Western disk mailings.

**Disks by Balloon**

The scheme which has the widest expert backing calls for the balloon-lifting of disks from West Berlin into East Germany. This scheme, which at the moment is no more than an idea, would borrow techniques employed by Radio Free Europe, in Munich, to balloon-lift printed material into Poland, Czechoslovakia and Hungary.

RPE perfected its printed-material balloon lift to almost a science. Communist protests forced discontinuance of the RPE balloon lift, but this was in the period when East and West were striving for co-existence several years ago.

Some experts believe inexpensive, spring-powered record players could be mass-produced and balloon-lifted to East Germany along with the records.

These schemes all would require a substantial expenditure and assume that the West is sufficiently interested in maintaining East German access to Western music to organize a major effort in this direction.

U. S. experts here who favor trying to pump pop into East Germany believe U. S. record producers could be interested in supporting such a program. East German distribution of U. S. disks, however achieved, would be invaluable advertising for the American industry, aside from being a patriotic gesture in support of the U. S. propaganda effort.

Meantime, most East Germans will have to depend on RIAS for continued access to Western music. It is a role for which the U. S. State Department station is well equipped. It transmits for 24 hours each day from two transmitters in Berlin, one at Hof, in Bavaria, and, for five hours every evening over the 1,000-kilocycle Voice of America transmitter in Munich. It can be heard by every inhabitant of East Germany and in much of the rest of Eastern Europe.

**Police Serenaded**

Meantime, the U. S. Army is making use of U. S. music—primarily c.&w.—to "serenade" East German police in night "light and sound" spectacles in West Berlin along the cement curtain erected by the Communists.

The spectacles are staged by teams of two tanks and a jeep. The tanks, after dark, take up positions along the East Berlin boundary wall, the jeep whipping between the two tanks.

Inside the tanks, the crews flick on searchlights flooding the cement curtain with a 1½-million-candlepower glare. The jeep's crew, meanwhile, is operating its phonograph.

From a stack of records — all carried in the jeep — the driver picks one and places it on the jeep's turntable. From two loudspeakers on the front of the jeep comes the voice of Johnny Burnette singing "Big, Big World."

West Berliners cheer. Then comes Johnny Wallace singing "Life's a Holiday" and Brenda Lee "You Can Depend On Me." Across the curtain, the Communist police cringe, then turn their backs and go into an excited huddle.

Then they face the jeering, whistling crowd of West Berliners again and, blinking against the bright light, stand motionless. After the "serenade" has gone on for perhaps 10 minutes the task force commander orders the tanks and jeep on to the next point.



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"Country" Music	<input type="checkbox"/>	<input type="checkbox"/>	"Jazz"	<input type="checkbox"/>	<input type="checkbox"/>

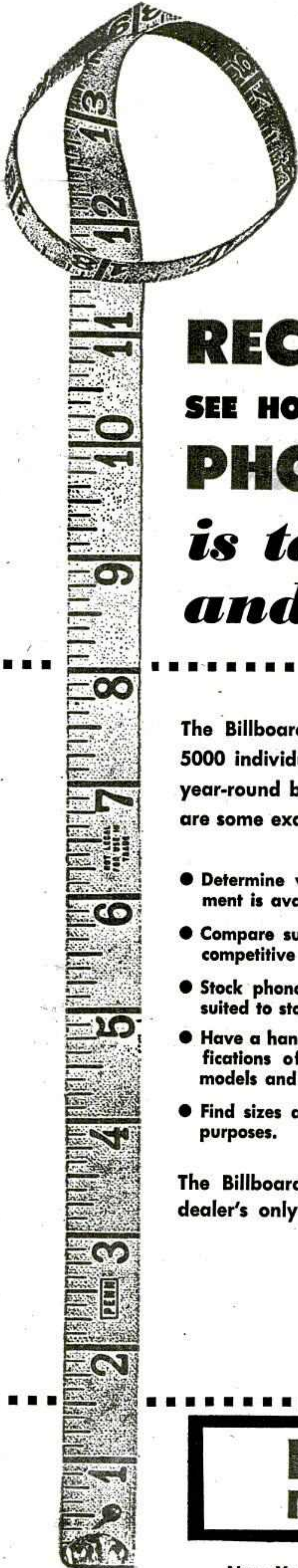
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## OCTOBER 2 ISSUE

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# BILLBOARD MUSIC WEEK HITS OF THE WORLD



## Europe

### GERMANY

- This Last Week**
- 1 HELLO MARY LOU—Jan & Kjeld (Ariola); Nelson (London); Ricky Boys (Philips)
  - 2 CORINNA, CORINNA—Peter Bell (Fontana); Ray Peterson (Heliodor)
  - 4 ZUCKERPUPPE—Bill Ramsey (Polydor)
  - 3 SCHOENER FREMDE MANN—Connie Francis (MGM)
  - 5 AM SONNTAG WILL MEIN SUSSER MIT MIR SEGELIN GEHN—Old Merry Tale Jazzband (Brunswick)
  - 11 LA PALOMA—Freddy (Polydor)
  - 6 DER SHERIFF VON ARKAN-SAS IST NE LADY—Caterina Valente (Decca)
  - 7 1 BIN A STILLER ZECHER—Gus Backus (Polydor)
  - 13 EIN ENGEL OHNE FLUGEL (I Can See an Angel)—Detlef Engel (Telefunken)
  - 9 MORGEN BIST DU ALLE SORGEN LOS (Little Lonely One)—James Brothers (Polydor)
  - 16 ANNA—Jorgen Ingmann (Metronome)
  - 10 IRENA—Rocco Granata (Columbia)
  - WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana)
  - 8 HUH-A-HO (Wheels)—Tito Kolenka (Philips)
  - SAN ANTONIO ROSE—Floyd Cramer (RCA); Die Continentals (Decca)
  - BLUE TOMORROW—Billy Vaughn (London)
  - MARIANNA—Ping Ping (Ariola)
  - DER MANN IM MOND—Gus Backus (Polydor)
  - YELLOW BIRD—Lawrence Welk (London)
  - 19 HAFENLIGHT—Bruce Low (Ariola)

### SPAIN

- (Courtesy Discomania, Madrid)
- This Last Week**
- 1 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Hispavox)
  - 2 LA NOVIA—Antonio Prieto (RCA)
  - 3 EXODUS—Duo Dinamico (La Voz de su Amo)
  - 4 QUISIERA SER—Duo Dinamico (La Voz de su Amo)
  - 8 WHEELS—String-A-Longs (London-Columbia)
  - 5 ENAMORADA—Jose Guardiola (La Voz de su Amo)
  - 6 BLUE MOON—The Marcels (Colpix-Discophon)
  - 10 DANCE ON LITTLE GIRL—Paul Anka (ABC-Hispavox)
  - 7 POETRY IN MOTION—Duo Dinamico (La Voz de su Amo)
  - 9 MY HOME TOWN—Paul Anka (La Voz de su Amo)

### HOLLAND

- (Courtesy Platennieuws, Amersfoort)
- This Last Week**
- 1 HELLO MARY LOU—Ricky Nelson (Imperial)
  - 2 RUNAWAY—Del Shannon (London)
  - 4 OCH, WAS IK MAAR—Johnny Hoes (Philips)
  - 3 TEMPTATION—The Everly Brothers (Warner Bros.)
  - 5 WHEELS—String-A-Longs (London)
  - 6 I FEEL SO BAD—Elvis Presley (RCA)
  - 7 I'M BREAKING IN A BRAND NEW BROKEN HEART—Connie Francis (MGM)
  - 8 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Paramount)
  - 9 NON, JE NE REGRETTE—Edith Piaf (Columbia)
  - 10 ARE YOU SURE—The Allisons (Fontana)

### ITALY

- (Courtesy Musica e Dischi, Milan)
- This Last Week**
- 1 LEGATA A UN GRANELLO DI SABBIA—Nico Fidenco (RCA)
  - 4 LA NOVIA—Tony Dallara (Music); Domenico Modugno (Fonit)
  - 2 RIVIERA—Umberto Bindi (Ricordi)
  - 3 NON ESISTE L'AMOR—Adriano Celentano (Jolly)
  - 7 CHITARRA ROMANA—Connie Francis (MGM)
  - 6 I MAGNIFICI SETTE—Al Caiola (UA); Felix Slatkin (London)
  - 5 IL MONDO DI SUZIE WONG—Nico Fidenco (RCA)

- 11 PISCATORE 'E PUSILLECO—Peppino Di Capri (Carisch)
- 8 NON DIMENTICAR LE MIE PAROLE—Caterina Valente (Decca)
- PEPITO—Cocky Mazzetti (Primary)
- 9 TU SAI/VILLAGGIO SUL FIUME—Pino Donaggio (Columbia)
- 14 GLI INNAMORATI SONO SEMPRE SOLI—Gino Paoli (Ricordi)
- 15 PERA MATURA—Pino Donaggio (Columbia)
- 13 PONY TIME—Chubby Checker (Galleria del Corso); Don Covay (Top Rank)
- SAG WARUM—Camillo (Voce del Padrone)

### SWEDEN

- (Courtesy Show Business)
- This Last Week**
- 1 DEN SISTE MOHIKANEN/PETTER OCH FRIDA—Little Gerhard (Karussell)
  - 2 PUTTI PUTTI—Jay Epae (Mercury)
  - 3 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Sonet)
  - 4 EN GANG SKALL VI ATER MOTAS—Thory Bernhards (Polydor)
  - 7 TRAVELIN' MAN/HELLO MARY LOU—Ricky Nelson (California)
  - 6 KARA MOR—Goingeflickorna (Joker)
  - 5 FLAMING STAR/SURRENDER—Elvis Presley (RCA)
  - 11 MOODY RIVER—Pat Boone (Dot)
  - 8 DO WHAT YOU WANT—Damita Jo (Mercury)
  - 12 PER OLSSON—Owe Thornqvist (Philips)

### DENMARK

- (Courtesy Quan's Musikbureau)
- This Last Week**
- 1 I'VE TOLD EVERY LITTLE STAR—Gitte (HMV); Linda Scott (Sonet)
  - 2 NAR JEG STAR VED EN BAR (A Pub With No Beer)—Harry Felbert (Sonet)
  - 3 HELLO MARY LOU—Ricky Nelson (California)
  - 8 NORTH TO ALASKA—Johnny Horton (Philips)
  - 4 WHEELS—The String-A-Longs (London)
  - SUCU SUCU—Ping Ping (Sonet)
  - 5 DU FORSTAR INGENTING (Wedding Cake)—Siw Malmkvist (Metronome)
  - 7 A GIRL LIKE YOU—Cliff Richard (Columbia)
  - 9 BLUE MOON—The Marcels (Colpix)
  - MANHATTAN SPIRITUAL—Francis Bay (Philips)

### EIRE

- (Courtesy Dublin Herald and Evening Mail)
- This Week**
- 1 YOU DON'T KNOW—Helen Shapiro (Columbia)
  - 2 DON'T YOU KNOW IT—Adam Faith (Parlophone)
  - 3 BUT I DO—Clarence Henry (Pye Int.)
  - 4 WELL I ASK YOU—Eden Kane (Decca)
  - 4 YOU ALWAYS HURT THE ONE YOU LOVE—Clarence Henry (Pye Int.)
  - 5 HELLO MARY LOU—Ricky Nelson (London)
  - 6 ROMEO—Petula Clark (Pye)
  - 7 A GIRL LIKE YOU—Cliff Richard (Columbia)
  - 8 MOODY RIVER—Pat Boone (London)
  - 9 REACH FOR THE STARS—Shirley Bassey (Columbia)
  - 9 HALFWAY TO PARADISE—Billy Fury (Decca)
  - 9 FORTY SHADES OF GREEN—Johnny Cash (Philips)
  - 10 PASADENA—Temperance Seven (Parlophone)
  - 10 MARCHETA—Karl Denver (Decca)

### NORWAY

- (Courtesy Verdens Gang, Oslo)
- This Last Week**
- 1 HELLO MARY LOU—Ricky Nelson (California)
  - 3 A GIRL LIKE YOU—Cliff Richard (Columbia)
  - 2 GREENFIELDS—Brothers Four (Philips)
  - 4 MOODY RIVER—Pat Boone (Dot)
  - 5 SUCU SUCU—The Monn Keys (Triola)
  - 6 BUT I DO—Clarence Henry (Pye)
  - 8 ROMEO—Petula Clark (Pye)
  - 1 YOU DON'T KNOW—Helen Shapiro (Columbia)
  - 8 PEPE—Jorgen Ingmann (Metronome)
  - 7 BABY SITTING BOOGIE—Buzz Clifford (Philips)

### FRENCH (Walloon) BELGIUM

- (Courtesy Juke Box Mag., Mechelen)
- Two Weeks Ago**
- 1 PARASOL—The Cousins (Palette)
  - 3 RUNAWAY—Del Shannon (London)
  - 1 WHEELS—The String-A-Longs (London)
  - 4 PEPITO—Los Machucambos (Decca)
  - 7 DANCE ON, LITTLE GIRL—Paul Anka (ABC-Paramount)
  - 11 CA, C'EST DU POULET—Les Chakachas (RCA)
  - 5 BABY SITTING BOOGIE—Buzz Clifford (Philips)
  - 9 APACHE—The Shadows (Columbia)
  - 6 NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
  - BRIGITTE BARDOT—Roberto Seto (Vogue)

## Asia & Pacific

### JAPAN

- (Courtesy Utamatic, Tokyo)
- This Last Week**
- 1 KIMI KOISHI—Frank Nagai (Victor)
  - 2 MOLIENDO CAFE—Hugo Blanco (Polydor)
  - 4 SUCU SUCU—The Peanuts (King); Ping Ping (Kapp)
  - 3 CALENDAR GIRL—Neil Sedaka (Victor)
  - 6 BROKEN PROMISES—Kitamura Eiji (King); Henri De Pari (Colpix); Kobayashi Akira (Columbia)
  - 7 KUTSUKAKE TOKIJIRO—Hashi Yukio (Victor)
  - 8 LITTLE DEVIL—Neil Sedaka (Victor)
  - 9 GINZA NO KOI NO MONGA-TARI—Ishihari Yujiro (Teichiku)
  - 10 PLEIN SOLEIL—The Film Symphonic Ork (Polydor)
  - 5 LONELY SOLDIER BOY—Johnny Deerfield (Capitol)
  - 12 NANGOKU NO YORU—Buckie Shirakata (Teichiku)
  - POCKET TRANSISTOR—Moriyama Kayoko (Toshiba); Alma Cogan (Angel)
  - WHEELS—Billy Vaughn (Dot)
  - 14 MUJO NO YUME—Sagawa Mitsuo (Victor)
  - 11 G. I. BLUES—Elvis Presley (Victor)

### NEW ZEALAND

- This Last Week**
- 4 SAN ANTONIO ROSE—Floyd Cramer (RCA)
  - 5 RAINDROPS—Dee Clark (Top Rank)
  - 7 HATS OFF TO LARRY—Del Shannon (London)
  - 8 THEME FROM DIXIE—Duane Eddy (London)
  - 10 DUM DUM—Brenda Lee (Festival)
  - 13 HEART AND SOUL—Jan and Dean (London)
  - 3 LOVE MY LIFE AWAY—Bill and Boyd (Philips)
  - 1 HALFWAY TO PARADISE—Tony Orlando (Philips)
  - 2 MOODY RIVER—Pat Boone (London)
  - A GIRL LIKE YOU—Cliff Richard (Columbia)

### HONG KONG

- This Last Week**
- A GIRL LIKE YOU—Cliff Richard (Columbia)
  - 3 TOGETHER—Connie Francis (MGM)
  - 1 DANCE ON LITTLE GIRL—Paul Anka (ABC-Paramount)
  - 7 YOU'LL ANSWER TO ME—Patti Page (Mercury)
  - HOW MANY TEARS—Bobby Vee (Liberty)
  - 5 I'LL BE THERE—Damita Jo (Mercury)
  - 2 MORE THAN I CAN SAY—Bobby Vee (Liberty)
  - YOURS TONIGHT—Eydie Gorme (RCA)
  - 4 MAGNIFICENT SEVEN—Al Caiola (UA)
  - 6 LET THE FOUR WINDS BLOW—Fats Domino (Imperial)

### SOUTH AFRICA

- (Courtesy S. African & Loureque Marques Radio)
- This Last Week**
- 9 SENTIMENTAL ME—Elvis Presley (RCA)
  - 2 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Columbia)
  - TRAVELIN' MAN—Ricky Nelson (Renown)

- 7 LITTLE DEVIL—Neil Sedaka (RCA)
- 1 MOODY RIVER—Pat Boone (Dot)
- THE FRIGHTENED CITY—The Shadows (Columbia)
- STICK WITH ME BABY—Everly Brothers (Warner Bros.)
- 10 TAKE GOOD CARE OF HER—Adam Wade (HMV)
- HELLO WALLS—Faron Young (Capitol)
- I SLIPPED, I STUMBLED, I FELL—Elvis Presley (RCA)
- STAY—Maurice Williams (Ridge)
- A GIRL LIKE YOU—Cliff Richard (Columbia)
- 4 ALL HANDS ON DECK—Pat Boone (Dot)

### AUSTRALIA

- (Courtesy Music Maker, Sydney)
- This Last Week**
- 12 I'M COUNTING ON YOU—Johnny O'Keefe (Festival)
  - 2 SMOKEY MOKES—Joy Boys (Festival)
  - 1 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (London)
  - 3 SEA OF HEARTBREAK—Don Gibson (RCA)
  - 4 THE BATTLE'S O'ER—Andy Stewart (Top Rank)
  - 10 LI'L OLE ME—Warren Carr (Festival)
  - 8 MICHAEL—The Highwaymen (Coronet)
  - 5 TRAVELIN' MAN—Ricky Nelson (London)
  - 7 WELL I ASK YOU—Eden Kane (Decca)
  - 6 YELLOW BIRD—Arthur Lyman (Hi Fi)
  - 11 DANGER, HEARTBREAK AHEAD—Judy Stone (Festival)
  - DONALD, WHERE'S YOUR TROUSERS?—Andy Stewart (Top Rank)
  - 9 DREAM GIRL—Brian Davies (HMV)
  - 13 BABY FACE—Bobby Vee (London)
  - 14 SCOTTISH SOLDIER—Andy Stewart (Top Rank)

## The Americas

### MEXICO

- (Courtesy Audiomusica, Mexico)
- This Last Week**
- 1 ESCANDALO—M. A. Muniz (RCA); Javier Solis (Columbia)
  - 2 AGUJETAS, COLOR DE ROSA—Los Hooligans (Columbia)
  - 4 PRESUMIDA—Los Teen Tops (Columbia)
  - ETERNAMENTE—Los Dandys (RCA)
  - 3 ENORME DISTANCIA—J. A. Jimenez (RCA)
  - 10 LUCES DE NUEVA YORK—Sonora Santanera (Columbia)
  - 5 CAMINO OSCURO—M. A. Muniz (RCA)
  - GOTAS DE LLUVIA—Enrique Guzman (Columbia)
  - 6 SUSPENSO INFERNAL—Los Dandys (RCA)
  - 8 Y...—Javier Solis (Columbia)

### PERU

- (Courtesy La Prensa, Lima)
- This Last Week**
- FINA ESTAMPA—Los Chamas (Sono Radio)
  - 7 LAS HOJAS VERDES—Alfonso y Fernando (Virrey); The Brothers Four (Columbia)
  - 1 MOLIENDO CAFE—Xiomara Alfaro (Sono Radio)
  - 4 CARA DE PAYASO—A Prieto (RCA); Gustavo H. Moreno (Sono Radio)
  - 6 LA BALADA DEL ALAMO—Roy Baxter (Philips)
  - 6 77 SUNSET STRIP—Roy Baxter (Philips)
  - 8 LITTLE DEVIL—Neil Sedaka (RCA)
  - 2 MI SECRETO—Gustavo "Hit" Moreno (Sono Radio)
  - TU SERAS—Sergio Murillo (Columbia)
  - 10 MUCHACHO SOLITARIO (Lonely Boy)—Paul Anka (Paramount-Philips)

### VENEZUELA

- (Courtesy Notidiscos, Caracas)
- This Last Week**
- 1 CARMELITO—Conjunto Medenal (Fidelity)
  - 5 NO EXISTE EL AMOR—Adriano Celentano (Jolly)
  - 3 PITAGORAS—Los Hooligans (Columbia)
  - PRESUMIDA—Los Teen Topp (Columbia)
  - 2 EL HERRERO—Hugo Blanco (Palacio)
  - AGUJETAS COLOR DE ROSA—Los Hooligans (Columbia)

### CHILE

- This Last Week**
- 1 WHEELS—The String-A-Longs (London)
  - 8 LITTLE DEVIL—Neil Sedaka (RCA)
  - 4 IT'S NEVER TOO LATE—Fresia Soto (RCA)
  - DANCE ON LITTLE GIRL—Paul Anka (Polydor)
  - 2 CORINNA, CORINNA—Danny Chilean (RCA)
  - 5 THE GREEN LEAVES OF SUMMER—Frankie Avalon (Odeon)
  - 7 HOW MANY TEARS—Pat Henry (Odeon)
  - NATURE BOY—Bobby Darin (CRC)
  - 6 RUNAWAY—Del Shannon (London)
  - 10 LLORANDO ME DORMI—Babby Capo (CRC)

## NORWAY

# UA Carries Own Norwegian Label

By ESPEN ERIKSEN  
Verdens Gang, Akersgaten 34, Oslo

Concluding a series of negotiations between United Artists in the U.S.A., Deutsche Grammophon in Germany and A-S Proton in Norway, UA records will be issued in Norway on their own label, according to Proton's Director Sverre Dahl this week.

Until now, UA records have been issued on the London label in Norway. Then orders came from Deutsche Grammophon to release the records on their Helidor label. When everything seemed arranged, UA insisted that the records be issued on the UA label.

Proton in Norway (representing also Decca and Polydor) have great expectations for their new United Artist repertoire. Their first success was the Melina Mercouri disk "Never on Sunday," and this fall they issue the music from the film "Exodus," together with a series of jazz portraits featuring Gerry Mulligan, and Art Farmer.

The reason UA wants its music issued on its own label is, of course, to avoid having their records "drown" in the big sea of labels now being spread out all over Norway (and the rest of the world).

Another Norwegian recording artist, Per Asplin, may follow in the international steps of Ray Adams and Jan Hoiland and be introduced on the world market, if the negotiations that have taken place between Warner Bros. Records and Egil Monn Iversen A-S in Norway is brought to a happy ending. Bob Weiss of Warner Bros. has had talks with Jorg Ellertsen in Norway on Per Asplin, and chances are that this Norwegian artist will have his records distributed the world over by Warner Bros. Also, the vocal quartet of which Per Asplin is a member, the Monn Keys, may have their records issued throughout the world by Warner.

The EMI representatives in Scandinavia come together on a repertoire meeting this week. The meeting takes place in Oslo, Norway, and Ivar Nordstrom, Stockholm, Kurt Michelsen, Copenhagen, and Rolf Syversen, Oslo, will participate.

Their discussion will mainly be concentrated on which records may be issued simultaneously in the three Scandinavian countries. The three record markets are so different that one almost may think each of the countries was situated in a different part of the world. The thought is to try to find what elements in the popularity of hit records pleases the public of all three lands in common.



8th straight  
smash

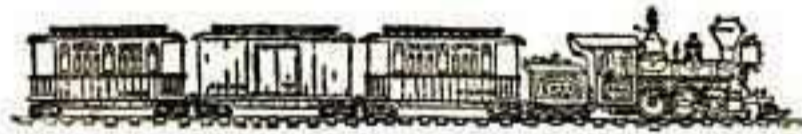
# Bill Black's Combo

"The Untouchable Sound"

# MOVIN'

B. W

# HONKY TRAIN



45-2038

## BILLBOARD LATE POP SPOTLIGHTS

**BILL BLACK'S COMBO**

**HONKY TRAIN** (Jec, BMI) (2:00)—**MOVIN'** (Jec, BMI) (2:11) — Two sock sides by the Bill Black Combo that should keep the group's hit string going. Top instrumental has overtones of the old "Boogie Woogie" hit of years back. Flip is a driving item featuring honking horn.

## The Cash Box Pick of the Week

"MOVIN'" (2:01) [JEC BMI—Black]  
"HONKY TRAIN" (2:00) [JEC BMI—Black]  
**BILL BLACK'S COMBO** (HI 2038)  
Here's another winning duo that's sure to keep the Bill Black Combo's long hit chain intact. Big side to watch is "Movin'" a solid driver that'll be collecting loot in no time flat. "Honky Train" is in the more familiar Black Shuffle category. Looks like a double-header.

## BLACK'S BEST SELLING LP'S



Don't Be Cruel; Singing The Blues; Blueberry Hill; I Almost Lost My Mind; Cherry Pink; Mona Lisa; Honkey Tonk; Tequilla; Raunchy; You Win Again; Mack The Knife; others.

Mono: HL 12003



Nobody Knows (The Trouble I've Seen); This Old House; When The Saints Go Marching In; It Is No Secret; Swing Low Sweet Chariot; He's Got The Whole World In His Hands; others.

Stereo: SHL 32004 Mono: HL 12004



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## BRITAIN

# Johnny Leyton Has Quick Smash in 'Me'

By DON WEDGE

News Editor, New Musical Express

ABC-Paramount is to issue Britain's current No. 1 disk, **John Leyton's** "Johnny Remember Me," in the U. S. Released here on Top Rank, it is one of the fastest hits of the year. Issued July 21, it immediately entered the charts at No. 14 and hit the top spot three weeks later, returning this week. Disk was launched with maximum promotion via a big-audience TV drama in which Leyton, basically an actor, figured. Song is a first hit for **Geoffrey Goddard**, a new British writer signed by Southern Music last April.

## Visitors

Publisher **Lee Eastman**, head of Anglo-Pic Music, visiting London affiliates after continental tour. . . . **Ivan Mogul** passed through. . . . Musical director **Marty Stevens** visiting from Hollywood. . . . **Billy Rose**, part composer of "Chewing Gum," just visiting London on vacation. . . . New York disk promotion man **Bill Downs** in for confabs with **Ray Mackender** and **Ian Bevan**, Mark Wynter's (Decca) manager and agent respectively; Bevan subsequently planned to New York. . . . **Fred Dale** in for talks with concert promoter **Vic Lewis** on return visits for the **Four Freshmen** (April) and **Johnny Mathis** (fall, 1962).

Capitol's **Ivory Joe Hunter** here on first trip. . . . **Matt Monro** and manager **Don Black** back from New York after trip to record radio and TV commercials for Pepsi-Cola.

## Publisher Business

On visit from New York, former resident **Ray Martin** discussing a new music publishing operation with **Fred Jackson**, head of the Tin Pan Alley Music group. . . . **Chappell's** commissioned English lyric to Italian hit from **Marcell Stellman** called "My Heart." It was waxed by **Petula Clark** (Pye) as the coupling of "Sailor." It has now been cut by **Eydie Gorme** for United Artists. . . . **Dominion Music's Noel Rogers** set up music showing of "Rocco and His Brothers"; **Dominion group** controls music right in Britain and Decca last weekend issued the **Mantovani** waxing of "Madia's Theme."

## Disk Business

Four covers of American hits in last weekend's releases is a notable development. The practice of covering U. S. successes, except for movie themes and show tunes, has been declining with the growing ability of British writers to pen directly for local artists. **Adam Wade** (Coed, HMV here) suffered when "Writing on the Wall" was waxed by **Tommy Steele** (Decca), the latter version entering the charts. Wade's "As If I Didn't Know," issued here last week, now gets opposition from another Decca artist, **Mike Preston**.

**Freddy Cannon** (Swan, Top Rank here) has in the past been successfully covered by Steele. Now he has competition from Decca's **Robb Storme** with "Transistor Sister" (Storme's coupling is "Earth Angel"). . . . Third U. S. hit covered this week was "Bless You" by **Garry Mills** (also British Decca); **Tony Orlando** (Epic, Fontana here), who was moving on the song in America was covered last time out by Decca's **Billy Fury** with "Halfway to Paradise"; latter version, still in the charts at No. 7 after 7 weeks looks like the longest-selling record of the year. . . . **EMI** countered with a **Tony Osborne** (HMV) cover of "Mexico," the U. S. hot disk being available to Decca.

Another cover last week was of the "Tammy Tell Me True" movie

theme song — by **Ruby Murray** (EMI-Columbia). . . . **Pye** has acquired the sound track album rights to the French-made ballet movie, "Black Tights."

Of the Decca-group's six issues on the London label last weekend, five had made previous entries in BMW's "Hot 100"; they were **Dick and Deedee's** "The Mountain's High" (Liberty); the **Bob Moore Ork** playing "Mexico" (Monument); **Chris Kenner's** "I Like It Like That" (Instant); the **Ventures'** "Theme From Silver City" (Dolton), and **Johnny Tillotson's** "Without You" (Cadence).

EMI group weighed in with (in addition to those mentioned as being covered earlier) **Brian Hyland's** "Let Me Belong to You" (HMV from Am-Par), **Paul Anka's** "Cinderella" (Columbia from Am-Par), **Brook Benton's** "Frankie and Johnny" and **Ray Stevens's** "Jeremiah's Pills" (both Mercury).

## AUSTRALIA

## ARC Has Vee Jay Record Rights

By GEORGE HILDER

19 Todman Ave., Sydney

The Australian Record Company announced that acquisition of the Vee Jay label for release in Australia. **Jim Sutton** stated that "I'm a Telling You," sung by **Jerry Butler**, and "Exodus to Jazz" album will be released immediately. The Vee Jay disks were previously issued on Top Rank by Festival Records.

## New Sides

Other releases for September by A.R.C. on the Coronet label include "Michael" by the **Highwaymen** from U.A. and **Claude King** singing "Big River Man" from Columbia.

"Two Ton Tessie" and "All of Me" are the titles of **Johnny Rebb's** first record since leaving Australia 12 months ago to try his luck in the U. S. **Gene Pitney** wrote "Tessie" which will be released on London Records September 14.

Leedon Records releasing a single by **Warren Williams**, "A Star Fell From Heaven," originally recorded during the early 'forties by German tenor **Joseph Schmidt**.

## Visitors

**Dr. Murray Banks**, who recently toured this country under the Lee Gordon banner, finalized a deal with E.M.I. before returning to the States for all his disks to be released on H.M.V. The first album to go in September will be "A Lesson in Love."

## Music Publishers

**Belinda Music** has a number of hits climbing the charts at the moment, including "A Tear" recorded on Liberty by **Gene McDaniels** and released here on London, also "Pretty Little Angel Eyes" by **Curtis Lee** on London and "The Fish" by **Bobby Rydell**.

**Leeds Music** battling for the new **Jimmy Little** recording of "Mary Said" on Festival. **Don Costa's** "These Things Remain" and **Jimmy Clanton's** "Not Like a Brother."

"I Like It Like That," originally recorded by **Chris Kenner** on Instant records in the States, was banned on Australian Radio because of the raucous sound. This disk has now been locally recorded by a new artist for Leedon by **Paul Wayne** with a slightly softer approach which has been approved by the local disk jockeys. Radio Corporation have released on the Hi Fi label "Songs for a Shattered Parlour," by **Elsa Lancaster**, with

## DENMARK

## Anka Cancels Scandia Tour

By PAUL BACH

Brede 184, Kgs. Lyngby, Copenhagen

**Paul Anka's** visit to Scandinavia was canceled at the very last moment because of the tight shooting schedule for a big television show in Paris. When he may be free again for Scandinavia has not been decided yet. . . . **Jimmy Darren** and pretty wife, **Danish Evy Nordlund** with their seven-month-old baby **James Christian**, spent a few days in Copenhagen. The tour was strictly a vacation from Jimmy's tight filming schedule, and no TV or radio programs were made. Jimmy has had several recordings released in Denmark. Latest is "Come on My Love." . . . **Linda Scott's** second recording "Don't Bet Money Honey" has just been released by Sonet Records and first reaction has been good. The company expects a lot from **Miss Scott**, and great promotion has been done.

The 13-year-old singing Italian sensation **Robertino** has just recorded his first two titles in English: "Darling" and "Baby." He composed both of the tunes himself.

commentaries by husband, **Charles Laughton**.

New singles from the E.M.I. group include the introduction to local record buyers of British teenage star **Helen Shapiro** singing "You Don't Know" which is at present topping best selling lists throughout the United Kingdom. This disk is already receiving heavy exposure through local radio stations. The number is recorded by **English Columbia** and released on the Australian counterpart.

## HONG KONG

## Aussie Dig Hong Kong Sides

By CARL MYATT

44 Mt. Kellett Road, The Peak

Hong Kong recordings of local artists have created much interest in Australia, according to **Bill Dorwood**, a Radio Hong Kong announcer and Trade Delegate to the Sydney Trade Fair, who returned recently. Recordings by Chinese thrushes **Mona Fong** and **Kong Ling** were given plenty of air time on the Australian Broadcasting Corporation network — a nationwide link. Later, inquiries were received from other stations in the land.

Dealers also contacted **Dr. Dorwood**, who is now in the process of setting up negotiations between Australian dealers and the Hong Kong manufacturers of the disks.

**Dee Jays Down Under**, however, had one criticism. They said that since the majority of the artists on the label were not known outside of the Colony, there was insufficient information on the sleeve of the record to aid them in their work.

## Air Time

The **Pat Boone** show went on the air last week for the first time and was well received. Pat thus joins a select group of Americans whose shows are heard regularly over the Rediffusion network. They include **Jim Ameche** and **Jay Jasin**. These programs are taped specially for Rediffusion and flown out. They include station identification and time-checks. Other such shows are being planned.

## Hot Disks

**Cliff Richards'** recording of a "Girl Like You" on the British Columbia label, shot into the number one position on the Hong Kong Hit Parade. It has provided Co-

## ITALY

# Naples Opera House Set As Scene of Song Meet

By SAM'L STEINMAN

Piazz S. Anselmo 1, Rome

The dignified Naples opera house, Teatro San Carlo, will be the scene of the Ninth Neapolitan Song Festival, September 16, 17 and 18, with more than 30 soloists presenting 24 new songs to the accompaniment of the **Anapeta** and **Kramer** orchestra. American TV emcee **Mike Bongiorno**, Italy's most popular quizmaster, will introduce the singers and their songs on the occasion.

It will follow in the heels of the "Exodus" contest in Milan on the occasion of the film opening at which the best male, female and orchestral rendition of the film's theme song will be chosen from 26 records in circulation in Italy.

**Connie Francis** will open her Italian tour at Viareggio's "La Busola" and then appear in Rome, Bologna, Turin and Milan. While here she will record four segments of the new TV show, "The Connie Francis Hour." . . . Editorial **Antar** of Uruguay is the latest CGD outlet. . . . **Robert Weiss**, of Warner Brothers Records, has postponed an Italian visit until the fall. . . . Hit of the summer circuit has been the "Summer Garden" touring unit of **Galleria del Corso** label artists, the new company headed by **Giuseppe Giannini**.

**Ornette Coleman** has been booked for a European tour which will begin in Italy March 20, 1962. . . . **Milva** was married in a surprise ceremony to **Maurizio Corguati**, TV director. Meanwhile **Nilla Pizzi** has brought a libel action against three journalists who reported a quarrel between her and **Milva**.

October 7 has been set as the date for the Ninth Veletri Song Festival. . . . **RCA Italiana** has issued an LP of **Alessandro Cicognani's** original sound track for the Venice Film Festival entry, "The Last Judgment." . . . **Nico Fidenco**, the same label's "golden boy," closed the event with a Lido appearance to sing his latest and first "happy" number, "Laugh, Laugh!" . . . Graz, lots!

## BELGIUM

## Leemans Waxes in German

By JAN TORFS

Stuivenbergvaart 37, Mechelen

**Jo Leemans** made her first German recordings on the Philips label: "Es geht alles vorüber" and "Ich tanze mit dir in den Himmel hinein." Both songs are German evergreens. **Bobbejaan** also recorded for the Ariola label two German sides: "Ich musz ein Cowboy sein" and "Spiel, Gitarre, spiel." Both songs are composed by **Bobbejaan** himself.

Since **Paul Anka** and **Elvis Presley** are Belgium's two top teen-age idols and ABC-Paramount last week released Anka's "Cinderella," RCA did not wait long to do the same with **Elvis'** latest: "Little Sister," and "His Latest Flame." Both records enjoyed an enthusiastic welcome. Other releases this week were: **Fats Domino's** "Let the Four Winds Blow" (Imperial), **Johnny and the Hurricanes'** "Old Smokie" (London), **Ella Fitzgerald's** "Mr.

Columbia with their first single hit in many months. Also making very steady progress is **Connie Francis'** "Together," which has jumped nine places in three weeks. It's now in the number two spot.

By MARIO DE LUIGI

Editor, Musica e Dischi, Milan

The **Four Freshmen** have had an overwhelming success at the night club **La Bussola** in Viareggio. On August 31 they returned to New York, leaving Milan from Linate airport. They will be seen very soon on Italian TV.

His Master's Voice has recently issued four records from "Impulse." One record in particular has received acclaim both from critics and public; "Genius Plus Soul-Jazz," featuring **Ray Charles**.

## NEW ZEALAND

## Talent Competitions Held

By FRED GEBBIE

Box 2443, Auckland, N. Z.

The capital city of New Zealand, Wellington, has just held its 41st Competitions which included Ballet, Music, Tap Dancing, Speech, Comedy Pieces, and this year for the first time a Jazz Section which five groups entered. The three winners played rather ordinary modern jazz and the unplaced two groups attempted more challenging material. First place went to **The Barry Hariund** combo doing "Love for Sale."

"My Fair Lady" has opened in Wellington and is assured of a record season in this city. . . . Commercial TV starts in Christchurch in October and in Wellington in November.

## Single News

The popular **Brothers Four** have a new release on Coronet "Frog." Local boys **Tony** and **the Initials** have a big one on Kiwi, which they have over TV. The disk is "My Darling Dixie" and is available to overseas agents. . . . **HMV** waxing strong with a bunch of certain chart toppers including "Last Night," by the **Mar-Keys**; "I'm Gonna Knock on Your Door," by **Eddie Hodges**; "Well I Ask You," by **Eden Kane**. . . . **Mercury** released the chart topper "Wooden Heart," by **Joe Dowell**, and **Top Rank** has a newy by **Ernie Fields** called "The Charleston," which could go big here.

**Paganini** (Verve), **Ben E. King's** "Amor" (Atlantic), and **England's** No. 1, **John Leyton's** "Johnny, Remember Me" (Top Rank). Capitol is issuing this week **Frank Sinatra's** recent album "Come Swing With Me" as an LP and as 3 EP's. A single from the same album is to be released next week. Titles are: "American Beauty Rose c/w "Sentimental Journey."

Sales are very strong for **Helen Shapiro's** "You Don't Know" all over the country. This disk which topped the English charts could meet with a similar success in Belgium. Last week, **Joe Rene**, composer of **Bobby Lewis'** "Tossin' and Turnin'," and **Beltone a.&r.** man was in Belgium to meet some people of the Gramophone record firm who are distributing the record here.

**Camillo's** latest recording "Wanderer ohne Sterne" was released. It is the German version of the Paris Coq d'Or winner—"Le voyageur sans étoiles." It is an Electrola release. Under the MGM label a stereo single has been issued by **Charlie Shavers**: "Darling, je vous aime beaucoup" and "Mam'selle." The single is—for the time being—only available in Belgium.



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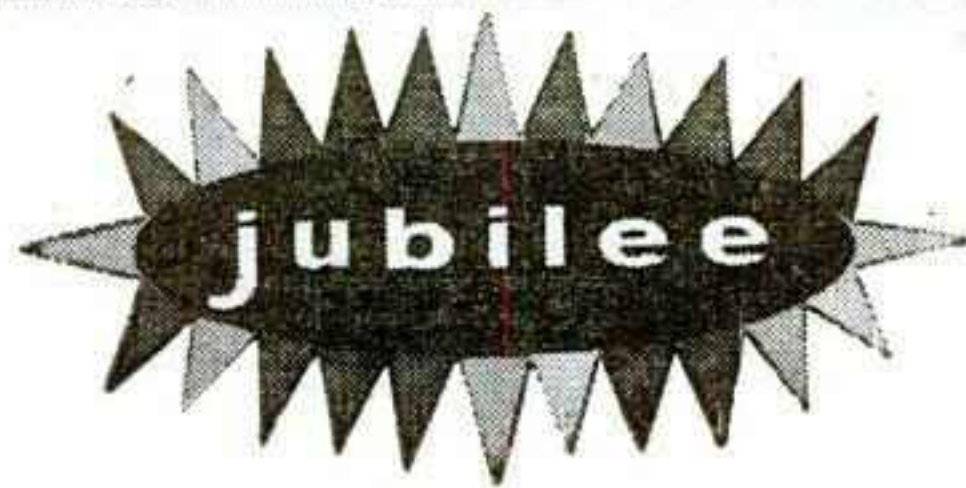
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## GERMANY

## 'Berlin Melody' Recorded On Both Sides of Atlantic

By BRIGITTE KEEB  
Music Editor, Automaten - Markt  
Braunschweig, Germany

Carlton Music, an affiliate of Hans Gerig Publishing Company, Cologne, Paul Siegel, of Siegel Productions, Berlin, and composer Heino Gaze ("Calcutta") are currently excited over the "Berlin Polka." Polydor issued this instrumental composed by Gaze with the Kurt Edelhagen orchestra in

Germany and or Decca in the States.

Randy Wood, Dot president, recorded the tune with Billy Vaughn under the title "Berlin Melody." Teldec started sales of the Vaughn version on London here August 30.

Aberbach Publishing Company, Hamburg, has placed the standard "Indian Love Call" on Telefunken sung by Gerd Bottcher and Detlef Engel, a new duo currently successful with "Weil du Meine Grosse

Liebe Bist" (Santa Lucia). Werner Muller recorded the title in Berlin recently. General manager of the German Aberbach affiliate, Alfred K. Schacht, is also busy on several American titles to be issued with German lyrics, such as "Pretty Little Angel Eyes," German version of which will be recorded by Rene Kollo, a grandson of famous Berlin composer Walter Kollo, who has been started on records on Polydor with another German version of "Hello Mary Lou." The Del Shannon hit "Hats Off to Larry" has been issued on Ariola in Germany.

The Bobby Darin number "Come September," already released in the original on Atlantic distributed by Metronome, is to be released on Polydor with a German lyric sung by newcomer Dick Jacobs, and "You're Not Losing a Daughter" will be issued by Ariola with a new songstress Carmela Corren entitled "Sei Nicht Traurig, Geliebte Mama."

The Hans Sikorski Publishing House, Hamburg, has placed the Italian No. 1 title, "Legata a un Granello di Sabbia" with Teldec to appear soon in the original on Telefunken or Decca.

Connie Stevens picked out tunes for her first German releases. The first one, the evergreen "La-Le-Lu," has already been recorded with Werner Muller in the Berlin Teldec studios.

## Ella Sings German

Norman Granz, Ella Fitzgerald and the chief of the German Verve distribution firm, Bernhard Mikulski, met in Copenhagen, where the songstress spent her holidays, to record her first German song titles: "Mr. Paganini" and "Ich Fuhle Mich Crazy" (You're Driving Me Crazy), her latest U. S. records. Lyrics were written by Dr. Gilbert Obermaier.

## To the U.S.S.R.

August 29 Vico Torriani has started a four-week tour through Soviet Russia, arranged by the Moscow GOS Agency. Starting in Leningrad, Moscow and Kiev, he will give concerts with Russian and international song repertoire in all big Soviet towns, accompanied by the orchestra of Radio Moscow. His films "Gitarren der Liebe" (Guitars of Love) and "Strassen-Serenade" (Street Serenade) are listed on place 9 of the foreign film best-sellers in Russia and the singer has been elected No. 4 popular foreign artist in that country.

## Sales

A sensational sales result is reported by Polydor distribution department for the new Freddy LP "Freddy Auf Hoher See," featuring the most popular sailor tunes. Within the first four weeks after release 35,000 have been sold. This means an absolute climax in the pop LP sales field during the last years in Germany.

## EIRE

## Pye Wagons Speed Delivery

By KEN STEWART  
Dublin Evening Mail

Pye Records now operating Ireland's first-ever van delivery service, under the direction of their newly appointed manager, John Woods. His predecessor, J. Kavanagh, has joined Pye in New Zealand. The van service, at present operating in Dublin only, may be extended to other parts of the country before long. This new service should greatly speed up delivery. Slow delivery is one of the Irish markets major headaches.

Although record prices have increased in Britain, there has been no change in Ireland—yet!

Bing Crosby, currently filming in England, spent a day in Dublin recently. He said that in two or three years he'll wind up his singing career. Bing was due to play in a charity golf match on September 15, but at the time of writing this had been postponed.

## MEXICO

## Victor to Release Hot Connors Disk

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

Running since last year, the series "Tightrope" (originated at ABC) has been the most successful TV show in Mexico. It is dubbed in Spanish under the title "La Cuerda floja." When last week its hero, Mike Connors, came to our country, he got the stormiest reception a foreign artist has ever received by the Mexican public. Night after night, the pistol-whipping TV-idol appears before packed houses at the Blanquita Theatre and two night clubs. Shortly, RCA will bring out a single, in which Connors recorded in Spanish "Crei" (by Mexican composer Chucho Monge) and the old Parisian classic "Que-reste-t-il."

RCA's ranchero singer Julio Aleman recorded "En Chapultepec" (The Giggling Girls of Greece) and Benidorm's top award "Enamorada," the latter in calypso-rock rhythm. . . . Musart's rock and rollers Dino and Alberto Vazquez recorded "Cinderella" and Neil Sedaka's hit "You Mean Everything to Me." . . . Over 4,000 copies were sold during last month of the first LP of Marco Antonio Muniz, RCA's top-selling artist for three months with "Escandalo."

## Disk Business

Columbia opened new offices for its artistic department at Londres 45, Mexico 6, D.F., where Andre Toffel, artistic director general, established his headquarters. . . . SACM gave a cocktail party to the Hi-Lo's, where a dozen outstanding composers acquainted the American singing quartet with their latest songs.

At the last minute, Columbia's first Latin American convention, to be held at Rio de Janeiro the first week of September, was canceled because of the political situation in Brazil. . . . The first week of "Mi bella dama" ("My Fair Lady") at the Teatra Nacional of Buenos Aires, which opened September 24, was a great success. Its star is Argentinian singer-actress

## JAPAN

## Boone a Smash Again After 3 Years

By TEN KATTORI  
Yokohama Correspondent

Following Elvis Presley's triumphant return in the early part of this year to the pop field in this market with "G.I. Blues," Pat Boone has also hit a leading position with "Exodus." This after a chart absence of three years.

Boone's "Exodus" has been ranked among the best selling pops since released here a few months ago.

"Moody River," by the same artist, recently stood at No. 6 in the chart. In line with the booming "Boone" mood, some Japanese diskeries have marketed Japanese versions of "Exodus."

A stereo LP featuring 22 songs sung in the Civil War days in the U. S. will be put for sale by Teichiku. The LP entitled "Blue and Gray" was waxed by Landsdown Orchestra and George Mitchell chorus.

Nippon Columbia has released an unusual series of records featuring "background music" for the increase of productivity. Unlike those of this kind in the past, the works grooved in five LP's are those written by Japanese composers, aiming at relaxing employees during office hours. Playing the music is Columbia BGM Orchestra. The first of the series

## PUERTO RICO

## Rafael Munoz Dies at Age 61

By TONY CONTRERAS

26 Gertrudis St. Santurce, P. R.  
Rafael Munoz, beloved Puerto Rican musician, composer and orchestra leader, died at his home on Saturday, September 2. He would have been 61 years of age three days later.

Munoz, accomplished musician (trumpet, saxophone, flute) organized his first orchestra around 1929 but it was his now famous Escambron Beach Club Orchestra, that brought him fame here in Puerto Rico, New York and throughout Latin America. Former members of this orchestra are among today's leaders of Latin dance bands: Noro Morales, Pepito Torres, Miguelito Miranda, the Gonzalez Pena brothers and vocalist Jose Luis Monero.

Rafael Munoz was also among the founders of the Puerto Rican Musicians Union and its first president.

Munoz and his orchestra were an institution that spanned three generations of dance-loving Puerto Ricans. It was nothing unusual to see, as this writer did some weeks ago at a local hotel ballroom, grandfathers, parents and grandchildren dancing to the strains of romantic bolero "Olvidame" as played by Munoz and his orchestra.

He recorded for several labels but his all-time best sellers with the old Escambron Orchestra are on the RCA Victor catalog. The aforementioned bolero "Olvidame" stands among the biggest selling singles in the RCA Victor Latin collection. Munoz is survived by his widow Carmen M. Rodriguez, his son Raffi (a professional vocalist) and another son Moncho. Augusto Rodriguez, a brother-in-law, is the founder and director of the famous Choir and Glee Club of the University of Puerto Rico.

Rosita Quintana, a resident of Mexico. This is a co-production by Bob Lerner, film director Sergio Kogan (Rosita's husband) and Mussio, impresario of the theater.

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# ALBUM PROGRAMMING & BUYING GUIDE

## 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 charts nine weeks or less.

### VOCAL LP's

Title (Label)	(Stereo) Mono	Top LP Rank
<b>Male Vocalists</b>		
All the Way (Cap)		(33) 45
Paul Anka Sings His Big 15 (ABC)		31
Belafonte at Carnegie Hall (RCA)		(35) 36
Belafonte Returns to Carnegie Hall (RCA)		134
Brook Benton Golden Hits (Mer)		82
Bobby's Biggest Hits (Cameo)		122
● <b>COME SWING WITH ME (CAP)</b>		(15) 12
Bobby Darin Story (Atco)		25
Dedicated to You (ABC)		80
Heavenly (Col)		85
Buddy Holly Story (Cor)		95
Johnny Horton's Greatest Hits (Col)		56
Hymns (Cap)		83
I'll Buy You a Star (Col)		88
It's Pony Time (Park)		128
Johnny's Greatest Hits (Col)		69
Johnny's Moods (Col)		92
● <b>JUMP UP CALYPSO (RCA)</b>		(32) 22
● <b>LOVE SWINGS (ATCO)</b>		146
● <b>MOODY RIVER (DOT)</b>		(44) 42
Most Popular Guitar (RCA)		135
Nice 'n' Easy (Cap)		90
● <b>PORTRAIT OF JOHNNY (COL)</b>		(28) 13
● <b>PORTRAIT OF MY LOVE (UA)</b>		76
Rick Is 21 (Imp)		14
Ring-a-Ding Ding (Rep)		(30) 21
● <b>SINATRA SWINGS (REP)</b>		(16) 8
Sinatra's Swingin' Session (Cap)		127
● <b>SOMETHING FOR EVERYBODY (RCA)</b>		(18) 6
Touch of Your Lips (Cap)		150
Twist (Park)		124

Title (Label)	(Stereo) Mono	Top LP Rank
<b>Female Vocalists</b>		
● <b>ALL THE WAY (DEC)</b>		30
● <b>AT LAST (ARGO)</b>		68
● <b>BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE (CAP)</b>		149
Connie Francis at the Copa (MGM)		131
Connie's Greatest Hits (MGM)		93
Emotions (Dec)		35
● <b>JUDY AT CARNEGIE HALL (CAP)</b>		(3) 1
Brenda Lee (Dec)		112
More Greatest Hits (MGM)		50
Roarin' 20's (WB)		89
This Is Brenda (Dec)		103

Title (Label)	(Stereo) Mono	Top LP Rank
<b>Duos and Groups</b>		
Another Smash (Dol)		84
Best Music On/Off Campus (Col)		136
Encore of Golden Hits (Mer)		44
● <b>FOUR PREPS ON CAMPUS, THE (CAP)</b>		(27) 29
From the Hungry I (Cap)		52
Goin' Places (Cap)		(13) 3
Hawaii (CA)		139
Here We Go Again (Cap)		79
Kingston Trio (Cap)		62
Kingston Trio at Large (Cap)		78
● <b>LIMELITERS (ELEK)</b>		100
Make Way (Cap)		39
Sold Out (Cap)		116
String Along (Cap)		81
Tonight in Person (RCA)		(48) 24

Title (Label)	(Stereo) Mono	Top LP Rank
<b>Choruses</b>		
Happy Times Sing Along With Mitch (Col)		(40) 66
Memories Sing Along With Mitch (Col)		67
More Sing Along With Mitch (Col)		111
Saturday Night Sing Along With Mitch (Col)		73
Sentimental Sing Along With Mitch (Col)		86
Sing Along With Mitch (Col)		(25) 23
Still More Sing Along With Mitch (Col)		71
TV Sing Along With Mitch (Col)		(11) 19

Title (Label)	(Stereo) Mono	Top LP Rank
<b>Mixed Voices</b>		
Oldies But Goodies (OS)		64
● <b>OLDIES BUT GOODIES, VOL. III (OS)</b>		28

Title (Label)	(Stereo) Mono	Top LP Rank
<b>COMEDY LP's</b>		
Button-Down Mind of Bob Newhart (WB)		34
Button-Down Mind Strikes Back (WB)		47
Stan Freberg Presents the U. S. A. (Cap)		94
Here's Jonathan (Ver)		49
In Living Black and White (Colpix)		57
Inside Shelley Berman (Ver)		87
Kick Thy Own Self (RCA)		126
Knockers Up (Jub)		17
● <b>JOSE JIMENEZ AT THE HUNGRY I (KAPP)</b>		15
Moms Mabley at the U. N. (Chs)		48
● <b>MANNA OVERBOARD (DEC)</b>		27
Sinational (Jub)		37

### INSTRUMENTAL LP's

Title (Label)	(Stereo) Mono	Top LP Rank
<b>Mood and Dance</b>		
Blue Hawaii (Dot)		117
Calcutta (Dot)		(6) 26
● <b>EBB TIDE AND OTHER INSTRUMENTAL FAVORITES (DEC)</b>		(34) 113
Italia Mia (Lon)		(20) 41
Memories Are Made of This (Col)		(39) 99
Mr. Lucky Goes Latin (RCA)		132
Orange Blossom Special and Wheels (Dot)		(21) 46
● <b>PIANO FORTE (RCA)</b>		(37) 141
Say It With Music (Col)		(49) 140
● <b>SOMEBODY LOVES ME (COL)</b>		(45) 142
Songs to Remember (Lon)		106
Stars for a Summer Night (Col)		(1) 9
Temptation (Kapp)		125
Till (Kapp)		138
Wonderland by Night (Dec)		133
● <b>YELLOW BIRD (LIFE)</b>		(19) 40
● <b>YELLOW BIRD (DOT)</b>		(5) 4
● <b>YELLOW BIRD (KAPP)</b>		(50) 143
<b>Jazz</b>		
● <b>RAY CHARLES AND BETTY CARTER (ABC)</b>		58
Dreamstreet (ABC)		75
Exodus to Jazz (VJ)		(12) 10
● <b>PETE FOUNTAIN'S FRENCH QUARTER NEW ORLEANS (COR)</b>		147
Pete Fountain's New Orleans (Cor)		60
● <b>GENIUS AFTER HOURS (ATL)</b>		54
Genius Hits the Road (ABC)		118
● <b>GENIUS OF RAY CHARLES (ATL)</b>		137
Genius Plus Soul Equals Jazz (Imp)		(26) 33
● <b>AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)</b>		(22) 53
● <b>TIME OUT (COL)</b>		(38) 51
● <b>WHAT'D I SAY (ATL)</b>		108
<b>Tean Beat</b>		
● <b>DANCE TILL A QUARTER TO THREE (LEGRAND)</b>		7
● <b>GIRLS, GIRLS, GIRLS (JAMIE)</b>		97
● <b>ON THE REBOUND (RCA)</b>		104
● <b>SPANISH HARLEM (ATCO)</b>		115
Walk, Don't Run (Dol)		129
<b>Percussion and Sound</b>		
● <b>DYNAMICA (RCA)</b>		(43) —
Persuasive Percussion, Vol. I (Com)		(7) —
Provocative Percussion, Vol. I (Com)		(24) —
Quiet Village (Lib)		148

### SHOW MUSIC

Title (Label)	(Stereo) Mono	Top LP Rank
<b>Original Cast</b>		
Bye Bye Birdie (Col)		109
Camelot (Col)		(2) 5
Carnival (MGM)		(14) 32
● <b>DONNYBROOK (KAPP)</b>		63
Fiorello (Cap)		130
Flower Drum Song (Col)		77
Gypsy (Col)		110
Music Man (Cap)		(42) 121
My Fair Lady (Col)		(17) 61
The Sound of Music (Col)		(9) 18
South Pacific (Col)		65
Unsinkable Molly Brown (Cap)		(41) 70
West Side Story (Col)		(46) 38
Wildcat (RCA)		(47) 59
<b>Sound Track</b>		
Ben-Hur (MGM)		105
Exodus (RCA)		(8) 20
G. I. Blues (RCA)		(31) 16
Gigi (MGM)		107
Gone With the Wind (Cam)		96
King and I (Cap)		72
Never on Sunday (UA)		(4) 2
Oklahomal (Cap)		120
Porgy and Bess (Col)		145
South Pacific (RCA)		(29) 55
<b>Music From Musicals, Films and TV</b>		
Film Encores (Lon)		98
Gone With the Wind (WB)		91
Great Motion Picture Themes (UA)		(10) 11
Mr. Lucky (RCA)		114
Music From Exodus and Other Great Themes (Lon)		(23) 43
Theme From Carnival and Other Great Broadway Hits (Lon)		(36) 74

### CLASSICAL & SEMI-CLASSICAL LP's

● <b>RODGERS: VICTORY AT SEA, VOL. III (RCA)</b>		144
Sixty Years of Music America Loves Best, Vol. II (RCA)		119
● <b>SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (RCA) (POPULAR)</b>		101
● <b>SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (RCA) (CLASSICAL)</b>		102

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

## Reviews of New Albums

The pick of the new releases:

### SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

#### Pop

##### GALAXY



**Various Artists. Mercury SRD 9 (Stereo & Monaural)**—Mercury has culled some memorable best sellers of yesterday by a flock of artists on this package, which showcases sides from 16 different albums. The varied line-up—with something to appeal to every member of the family—includes Dinah Washington's "What a Difference a Day Makes," "Brook Benton's "It's Just a Matter of Time," plus sides by Damita Jo, the Platters, George Jones, Eddy Howard, Billy Eckstine and others.

##### HERE I GO AGAIN



**Eileen Farrell. Columbia CS 8453 (Stereo & Monaural)**—This is Eileen Farrell's second album of pop tunes and it is presented in a most appealing manner. The noted soprano, smartly backed by Luther Henderson's ork, gives out with some exuberant and stirring renditions of pop favorites, including, "In Other Words," "Somebody Loves Me," "Solitaire" and "A Foggy Day" Deejays should have a field day with this package and the sales on the star's first LP prove she has a wide following in the pop field as well as with the opera buffs.

##### SONGS OF THE NORTH & SOUTH 1861-1865



**Mormon Tabernacle Choir. Columbia MS 6259 (Stereo & Monaural)**—A class package, of much interest musically and also from a historical viewpoint. The songs, as done by the choir, are stirring and beautiful, and include "Tramp, Tramp, Tramp," "Lorena," "Battle Hymn of the Republic" (the group's smash hit) and many others. Liner notes tell an interesting story and the album is further enhanced by a set of lyrics.

##### THE SECOND TIME AROUND



**Etta James. Argo LP 4011**—Here's a hot item for the rhythm and blues as well as the pop market. Miss James, who has had some best-selling singles, is in standout vocal form on a group of originals and oldies, including "Don't Get Around Much Anymore," "Dream," "It's Too Soon to Know," and "One for My Baby." Effective color photo of star gives album good display value.

##### TEN TRUMPETS AND 2 GUITARS



**Pete Rugulo and Orchestra. Mercury PPS 6016 (Stereo & Monaural)**—A brilliant display of tone and sound. The well-known arranger-maestro, Pete Rugulo, has scored the selections in a most offbeat manner for the combination of 10 trumpets, two guitars and three drums. Such diverse items as "Sugar Blues," "Hot Lips," "Cherry Pink," and "Whispering," are included and maximum use is made of stereo separation effects. Double-fold packaging contains detailed liner notes on the session, placement of instruments, etc.

##### THE HIGHWAYMEN



**United Artists UAL 3125 (Stereo & Monaural)**—This album was originally released several months ago, and reviewed by BMW in the folk category. Now that a side from the LP, "Michael," has become a best-selling single (No. 1 on the Hot 100 this week) UA is re-releasing the album—repackaged, via the addition of the line "Featuring the hit song 'Michael'" on the cover. The label should cash in heavily on the group's current success with this re-release, featuring a group of listenable folk items.

#### Jazz

##### THE JAZZTET AND JOHN LEWIS



**Argo LP 684**—Material on this disk was written by Lewis, of the Modern Jazz Quartet. Although the make-up of the Jazztet is different than MJQ, this album is still a gas. It is thoughtful, subtle and full of pith. Gutsy, some would say. Some of the tunes are reworkings of Lewis material, such as "Django." "Bel" is new. Another reworking is "2 Degrees East, 3 Degrees West."

#### Classical

##### LIVING PRESENCE GALAXY



**Various Artists. Mercury SRD 10 (Stereo)**—Here is a sort of "Oldies But Goodies," classical style. From 10 years of recording under the "Living Presence" technique, the diskery has selected outstanding excerpts for inclusion here. Among these are such standout items as "1812 Overture," and "Pictures at an Exhibition." Artists include Dorati, Callas, Fennell, Paray, Hanson, Janis and Szigeti. Top-notch bookfold packaging.

(Continued on page 56)



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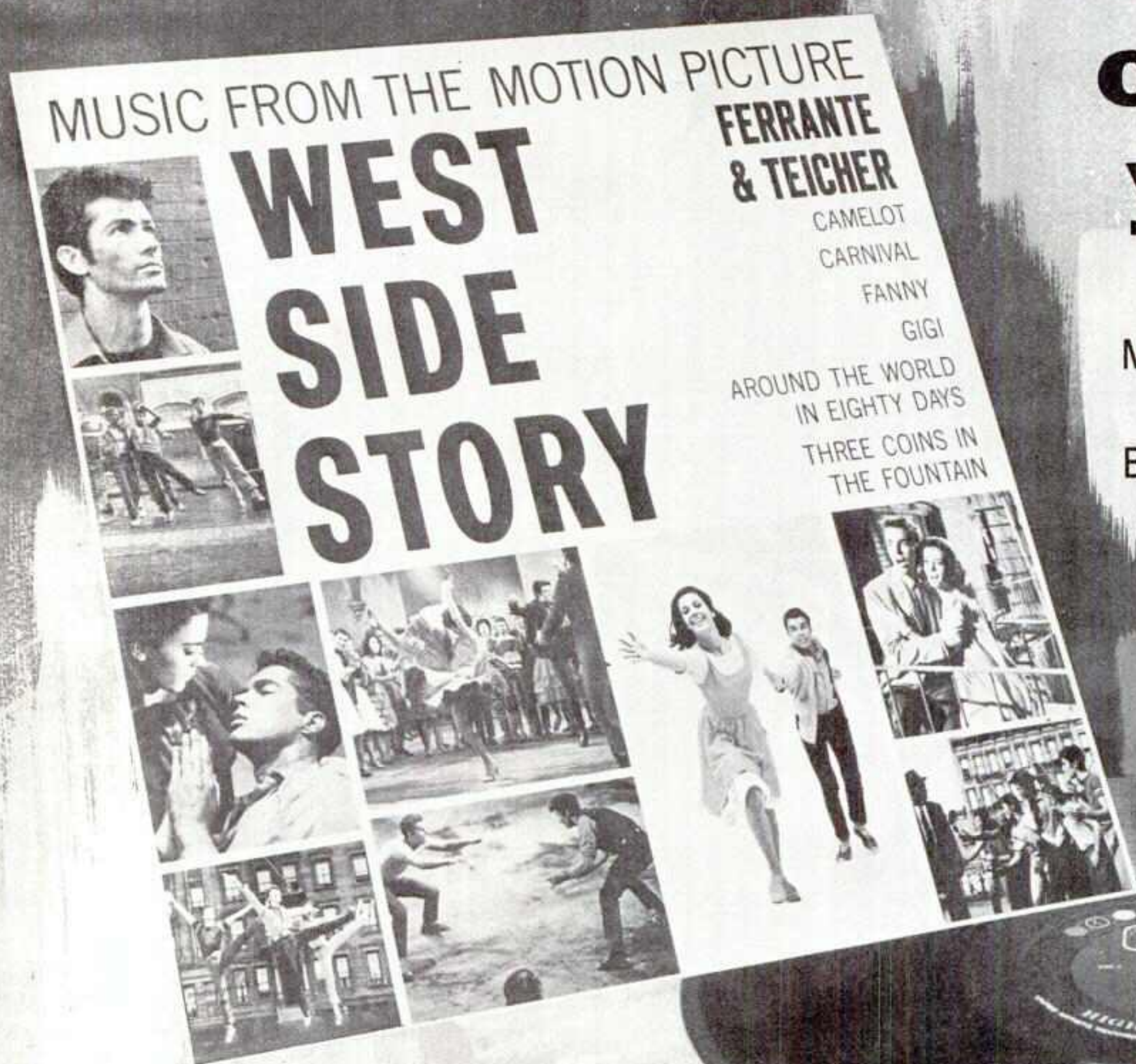




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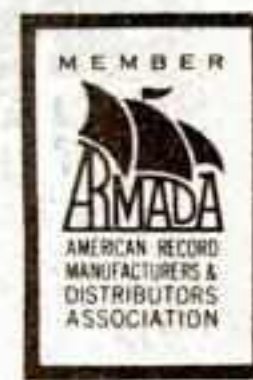


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## 150 Best Selling MONAURAL LP's

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

LP's in black reverse are most recent additions and on chart 9 weeks or less.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	7
2	3	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	34
3	4	GOIN' PLACES Kingston Trio, Capitol T 1864	11
4	10	YELLOW BIRD Lawrence Welk, Dot DLP 3389	5
5	5	CAMELOT Original Cast, Columbia KOL 5620	34
6	1	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	10
7	6	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	6
8	15	SINATRA SWINGS Frank Sinatra, Reprise R 1002	5
9	8	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	15
10	7	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	16
11	12	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	33
12	16	COME SWING WITH ME Frank Sinatra, Capitol W 1594	5
13	35	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	3
14	11	RICK IS 21 Ricky Nelson, Imperial LP 9152	16
15	28	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 2238	9
16	18	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	46
17	14	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	45
18	17	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	91
19	13	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	15
20	19	EXODUS Sound Track, RCA Victor LOC 1058	35
21	9	RING-A-DING DING Frank Sinatra, Reprise R 1001	20
22	55	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	3
23	26	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	165
24	20	TONIGHT IN PERSON Limeiters, RCA Victor LPM 2272	29
25	21	BOBBY DARIN STORY Atco 131	17
26	23	CALCUTTA Lawrence Welk, Dot DLP 3359	33
27	45	MANNA OVERBOARD Charlie Manna, Decca DL 4159	8
28	41	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	5
29	36	THE FOUR PREPS ON CAMPUS Capitol T 1566	4
30	93	ALL THE WAY Brenda Lee, Decca DL 4176	3
31	22	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	63
32	24	CARNIVAL Original Cast, MGM E 3946	16
33	27	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	25
34	38	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	70
35	25	EMOTIONS Brenda Lee, Decca DL 4104	19
36	30	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	97
37	33	SINATRA Rusty Warren, Jubilee JGM 2034	17
38	54	WEST SIDE STORY Original Cast, Columbia OL 5230	49
39	31	MAKE WAY Kingston Trio, Capitol T 1474	29
40	39	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	8
41	29	ITALIA MIA Mantovani, London LL 3239	16
42	34	MOODY RIVER Pat Boone, Dot DLP 3384	9
43	43	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	39
44	32	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	79
45	37	ALL THE WAY Frank Sinatra, Capitol W 1538	22
46	40	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	20
47	46	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	44
48	51	MOM'S MABLEY AT THE UN Chess 1452	20
49	56	HERE'S JONATHAN Jonathan Winters, Verve MGV 15025	16
50	71	MORE GREATEST HITS Connie Francis, MGM E 3942	11
51	57	TIME OUT Dave Brubeck, Columbia CL 1397	37

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	68	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	135
53	92	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	18
54	96	GENIUS AFTER HOURS Ray Charles, Atlantic 1369	3
55	42	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	181
56	44	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	29
57	47	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	15
58	117	RAY CHARLES AND BETTY CARTER ABC-Paramount ABC 305	2
59	60	WILDCAT Original Cast, RCA Victor LOC 1040	34
60	75	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	35
61	48	MY FAIR LADY Original Cast, Columbia OL 5090	284
62	49	KINGSTON TRIO Capitol T 996	147
63	58	DONNYBROOK Original Cast, Kapp KDL 8500	7
64	50	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	102
65	52	SOUTH PACIFIC Original Cast, Columbia OL 4180	379
66	78	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	27
67	100	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	44
68	116	AT LAST Etta James, Argo 4003	4
69	59	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123	176
70	62	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	38
71	63	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	108
72	69	KING AND I Sound Track, Capitol W 740	245
73	90	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	56
74	74	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London LL 3250	5
75	115	DREAMSTREET Eroll Garner, ABC-Paramount ABC 365	12
76	111	PORTRAIT OF MY LOVE Steve Lawrence, United Artists UAL 3150	5
77	113	FLOWER DRUM SONG Original Cast, Decca DL 5350	115
78	70	KINGSTON TRIO AT LARGE Capitol T 1199	115
79	76	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	91
80	53	DEDICATED TO YOU Ray Charles, ABC-Paramount ABC 355	28
81	79	STRING ALONG Kingston Trio, Capitol T 1407	57
82	83	BROOK BENTON GOLDEN HITS Mercury MG 20607	15
83	94	HYMNS Tennessee Ernie Ford, Capitol T 756	208
84	99	ANOTHER SMASH Ventures, Dolton B 2006	12
85	105	HEAVENLY Johnny Mathis, Columbia CL 1351	104
86	112	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	62
87	61	INSIDE SHELLEY BERMAN Verve MGV 15003	125
88	72	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	18
89	82	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	18
90	86	NICE 'N' EASY Frank Sinatra, Capitol W 1417	56
91	88	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. W 1322	16
92	98	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	38
93	65	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	58
94	67	STAN FREDERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	11
95	77	BUDDY HOLLY STORY Coral CRL 57326	36
96	80	GONE WITH THE WIND Sound Track, Camden CAL 625	11
97	95	GIRLS, GIRLS, GIRLS Duane Eddy, Jamie 3019	9
98	102	FILM ENCORES, VOL. I Mantovani, London LL 1700	164
99	109	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	31
100	118	LIMEITERS Elektra EKL 190	2
101	150	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	149	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical), Various Artists, RCA Victor LM 2574	2
103	81	THIS IS BRENDA Brenda Lee, Decca DL 4082	40
104	73	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	5
105	85	BEH-HUR Sound Track, MGM 1E1	72
106	89	SONGS TO REMEMBER Mantovani, London LL 3149	52
107	97	GIGI Sound Track, MGM E 3641	167
108	91	WHAT'D I SAY Ray Charles, Atlantic 8029	3
109	87	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	46
110	84	GYPSY Original Cast, Columbia OL 5420	93
111	64	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	134
112	66	BRENDA LEE Decca DL 4039	56
113	131	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	4
114	101	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	67
115	103	SPANISH HARLEM Ben E. King, Atco J33	6
116	108	SOLD OUT Kingston Trio, Capitol T 1352	73
117	110	BLUE HAWAII Billy Vaughn, Dot DLP 3165	73
118	114	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	49
119	122	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	46
120	125	OKLAHOMA! Sound Track, Capitol WAO 595	254
121	128	MUSIC MAN Original Cast, Capitol WAO 990	185
122	136	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	29
123	106	THE ALAMO Sound Track, Columbia CL 1558	40
124	119	TWIST Chubby Checker, Parkway P 7001	45
125	120	TEMPTATION Roger Williams, Kapp KL 1217	36
126	107	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	55
127	123	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	26
128	126	IT'S PONY TIME Chubby Checker, Parkway P 7003	16
129	129	WALK, DON'T RUN Ventures, Dolton B 2003	35
130	135	FIORILLO Original Cast, Capitol WAO 1321	58
131	141	CONNIE FRANCIS AT THE COPA MGM E 3913	17
132	—	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	15
133	104	WUNDERLAND BY NIGHT Bert Kaempfer, Decca DL 4101	37
134	130	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	37
135	138	MOST POPULAR GUITAR Chet Atkins, RCA Victor LPM 2346	10
136	139	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	31
137	140	GENIUS OF RAY CHARLES Atlantic 1312	59
138	144	TILL Roger Williams, Kapp KL 1081	29
139	143	HAWAII Santo & Johnny, Canadian American CALP 1004	12
140	148	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	48
141	124	PIANO FORTE Peter Nero, RCA Victor LPM 2334	10
142	—	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	1
143	—	YELLOW BIRD Roger Williams, Kapp KL 1244	1
144	—	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	1
145	127	PORGY AND BESS Sound Track, Columbia OL 5410	92
146	—	LOVE SWINGS Bobby Darin, Atco 134	1
147	—	PETE FOUNTAIN'S FRENCH QUARTER NEW ORLEANS Coral CRL 57359	1
148	—	QUIET VILLAGE Martin Denny, Liberty LRP 3122	44
149	—	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520	1
150	142	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	17

## 50 Best Selling STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	15
2	2	CAMELOT Original Cast, Columbia KOS 2031	34
3	3	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	7
4	4	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	17
5	5	YELLOW BIRD Lawrence Welk, Dot DLP 25389	6
6	6	CALCUTTA Lawrence Welk, Dot DLP 25359	33
7	9	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 900 SD	78
8	8	EXODUS Sound Track, RCA Victor LSO 1058	35
9	7	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	79
10	12	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	34
11	19	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	14
12	13	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	11
13	11	GOIN' PLACES Kingston Trio, Capitol ST 1404	10
14	10	CARNIVAL Original Cast, MGM SE 3946	13
15	25	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	4
16	15	SINATRA SWINGS Frank Sinatra, Reprise R 9-1002	3
17	18	MY FAIR LADY Original Cast, Columbia OS 2015	116
18	14	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	8
19	16	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	8
20	20	ITALIA MIA Mantovani, London PS 232	12
21	21	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	20
22	33	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	7
23	38	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	40
24	23	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	86
25	28	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	66
26	29	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS-2	16
27	50	THE FOUR PREPS ON CAMPUS Capitol ST 1566	2
28	30	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	2
29	22	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	116
30	17	RING-A-DING DING Frank Sinatra, Reprise R 9-1001	16
31	26	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	41
32	49	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	2
33	27	ALL THE WAY Frank Sinatra, Capitol SW 1538	22
34	31	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	4
35	24	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	94
36	32	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London PS 242	5
37	34	PIANO FORTE Peter Nero, RCA Victor LSP 2334	7
38	36	TIME OUT Dave Brubeck, Columbia CS 6192	6
39	37	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	28
40	40	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	27
41	35	UNSINKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	35
42	39	MUSIC MAN Original Cast, Capitol SWAO 990	87
43	43	DYNAMICA Ray Martin Orch., RCA Victor LSA 2287	5
44	42	MOODY RIVER Pat Boone, Dot DLP 25384	7
45	—	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	1
46	45	WEST SIDE STORY Original Cast, Columbia CS 2001	12
47	46	WILDCAT Original Cast, RCA Victor LSO 1060	32
48	47	TONIGHT IN PERSON Limeiters, RCA Victor LSP 2272	28
49	48	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	44
50	—	YELLOW BIRD Roger Williams, Kapp RS 2244	1



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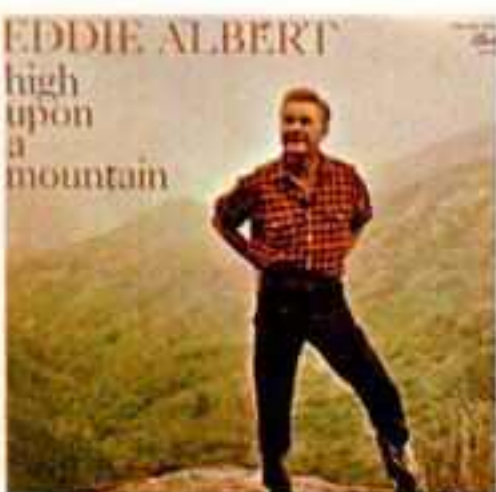
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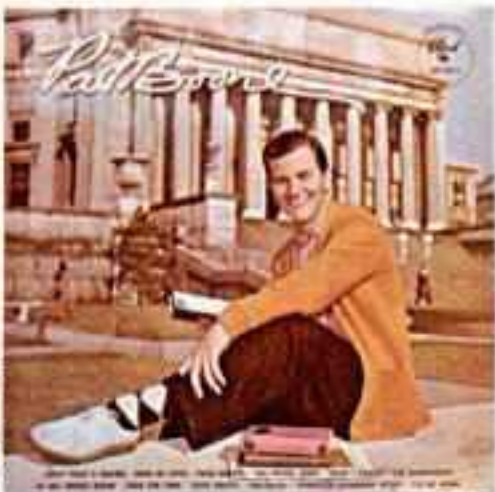
**HIGH UPON A MOUNTAIN**  
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Steve Allen and His Orch.  
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Tony Almerico and His Dixieland  
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DLP-3009



**HAUNTED GUITAR**  
Earl Backus  
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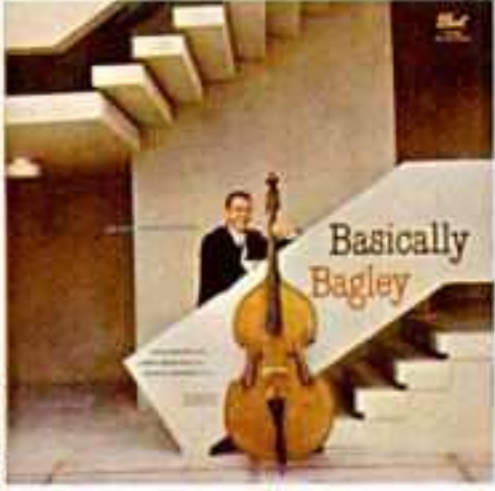
**THE SOFT SELL**  
Don Bagley  
(Stereo) DLP-29007 (Mono) DLP-9007



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Pat Boone  
(Stereo) DLP-25077 (Mono) DLP-3077



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**BASICALLY BAGLEY**  
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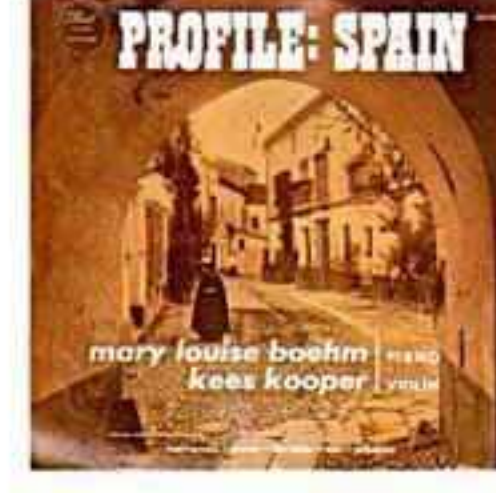
**HYMNS WE LOVE**  
Pat Boone  
(Stereo) DLP-25068 (Mono) DLP-3068



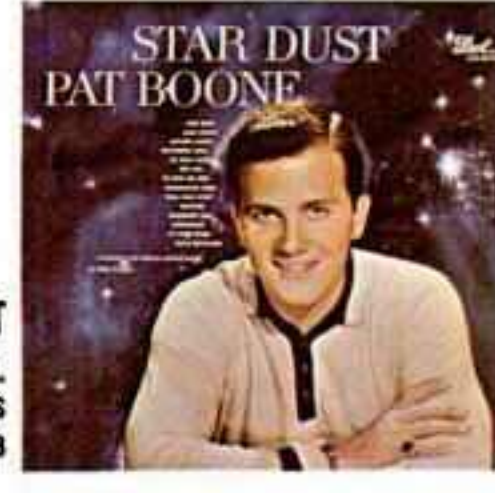
**AND ALL THAT JAZZ**  
Steve Allen  
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**GENE AUSTIN'S GREAT HITS**  
Gene Austin  
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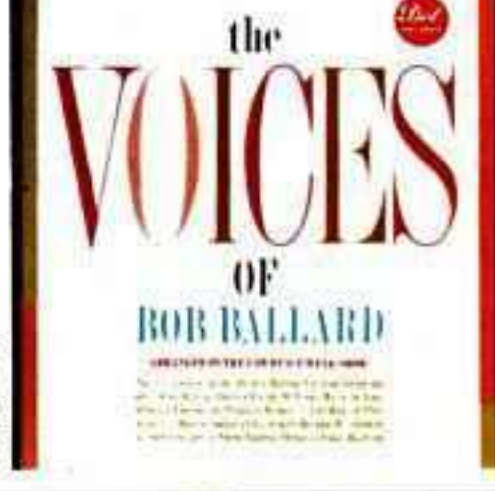
**PROFILE: SPAIN**  
Mary Louise Boehm, Kees Kooper  
DLP-3040



**STAR DUST**  
Pat Boone with Billy Vaughn Orch.  
and Chorus  
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**LURE OF THE ISLANDS**  
Hal Aloma and His Hawaiian Orch.  
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**TENDERLY**  
Pat Boone  
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**WHITE CHRISTMAS**  
Pat Boone  
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**VIENNA IS HER NAME**  
Emerich Bremen Orch.  
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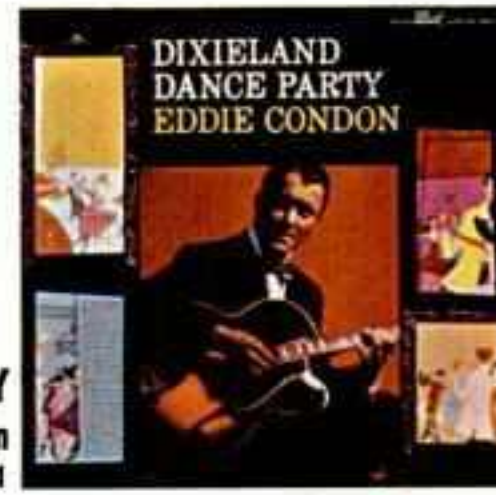
**APRIL LOVE**  
Pat Boone and Shirley Jones  
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**RAGTIME PIANO GAL**  
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(Stereo) DLP-25249 (Mono) DLP-3249



**DIXIELAND DANCE PARTY**  
Eddie Condon  
(Stereo) DLP-25141 (Mono) DLP-3141



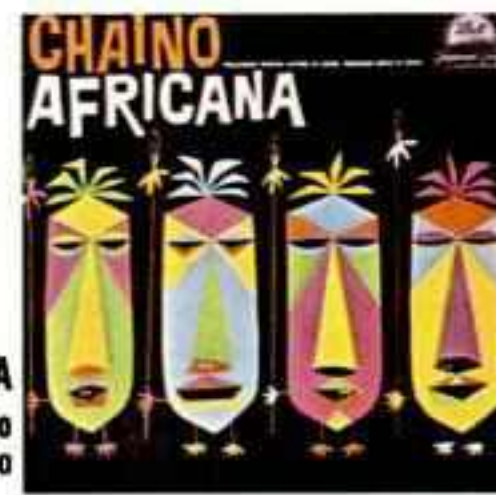
**YES INDEED!**  
Pat Boone  
(Stereo) DLP-25121 (Mono) DLP-3121



**GREAT! GREAT! GREAT!**  
Pat Boone  
(Stereo) DLP-25346 (Mono) DLP-3346



**THE RAT RACE**  
Sam Butera And The Witnesses  
(Stereo) DLP-25306 (Mono) DLP-3306



**CHAINO AFRICANA**  
Chaino  
(Stereo) DLP-25240 (Mono) DLP-3240



**SIDE BY SIDE**  
Pat & Shirley Boone  
(Stereo) DLP-25199 (Mono) DLP-3199



**MY GOD AND I**  
Pat Boone With The Abilene Christian  
College A Cappella Chorus  
(Stereo) DLP-25386 (Mono) DLP-3386



**MOONSTRUCK**  
John Cacavas & His Orch.  
(Stereo) DLP-25269 (Mono) DLP-3269



**PASSPORT TO DREAMLAND**  
Andre Chante  
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**HE LEADETH ME**  
Pat Boone  
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**DUTCHMAN'S GOLD**  
Walter Brennan  
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SWING AGAIN**  
The Clark Sisters  
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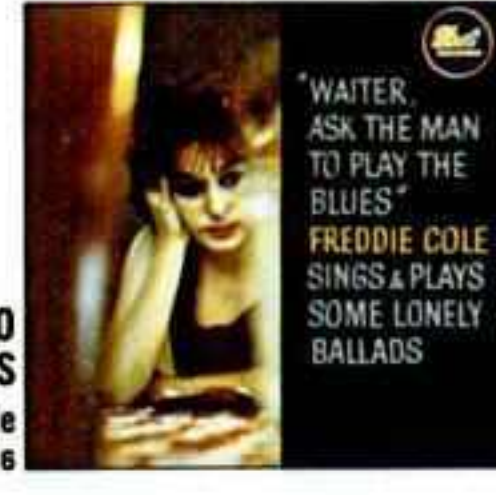
**MOONGLOW**  
Pat Boone  
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Rusty Bryant  
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Joe Carioca and Nester Amaral  
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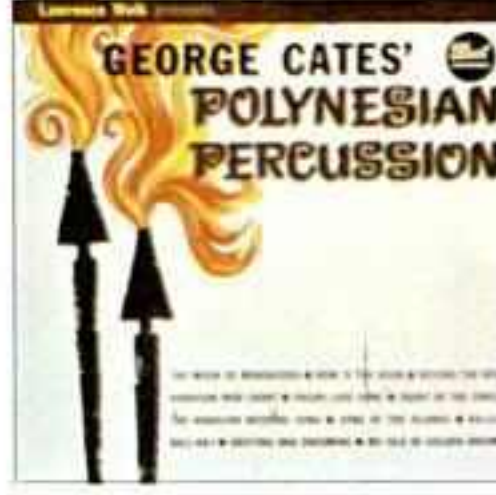
**WAITER ASK THE MAN TO  
PLAY THE BLUES**  
Freddie Cole  
(Stereo) DLP-25316 (Mono) DLP-3316



**THIS AND THAT**  
Pat Boone  
(Stereo) DLP-25285 (Mono) DLP-3285



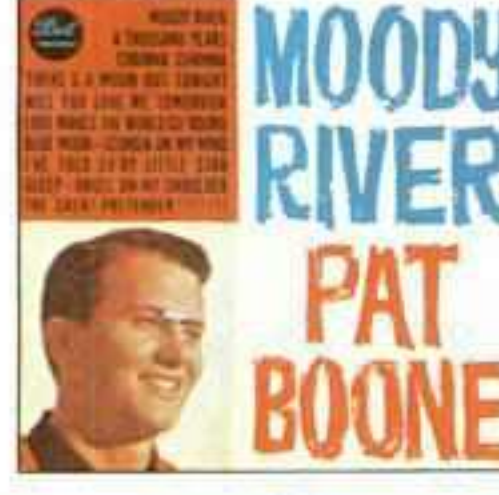
**THE WILDEST CLAN**  
Sam Butera And The Witnesses  
(Stereo) DLP-25272 (Mono) DLP-3272



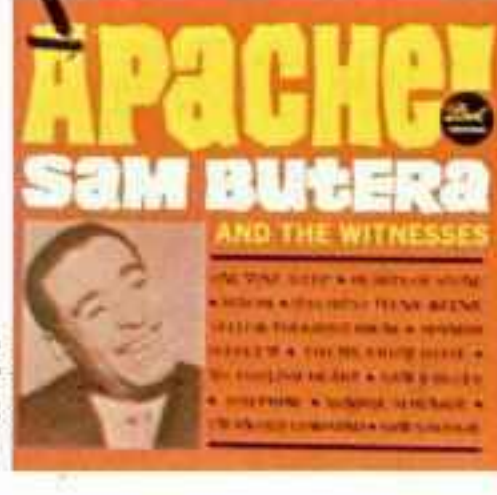
**POLYNESIAN PERCUSSION**  
George Cates  
(Stereo) DLP-25355 (Mono) DLP-3355



**MARLENE CORD**  
Marlene Cord  
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**MOODY RIVER**  
Pat Boone  
(Stereo) DLP-25384 (Mono) DLP-3384



**APACHE**  
Sam Butera And The Witnesses  
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Andre Chante  
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Don Cornell  
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Johnny Costa and His Orch.  
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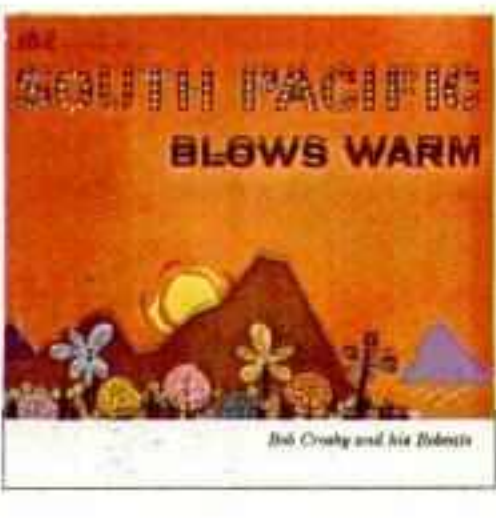
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D'Artega And The Milan  
Symphony Orchestra  
(Stereo) DLP-25362 (Mono) DLP-3362



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Arcadio Elias and the  
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FONTANE SISTERS**  
The Fontane Sisters  
(Mono) DLP-3042



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Bob Crosby and His Bobcats  
(Stereo) DLP-25136 (Mono) DLP-3136



**CROSS COUNTRY SUITE**  
Buddy De Franco  
(Stereo) DLP-29006 (Mono) DLP-9006



**FIELDS & DREAMS**  
Frank Fields and His Orch.  
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**RITA FORD MUSIC BOXES**  
Rita Ford  
(Stereo) DLP-25236 (Mono) DLP-3236



**THE MOVIES SWING**  
Jackie Cooper and His Combo  
(Stereo) DLP-25146 (Mono) DLP-3146



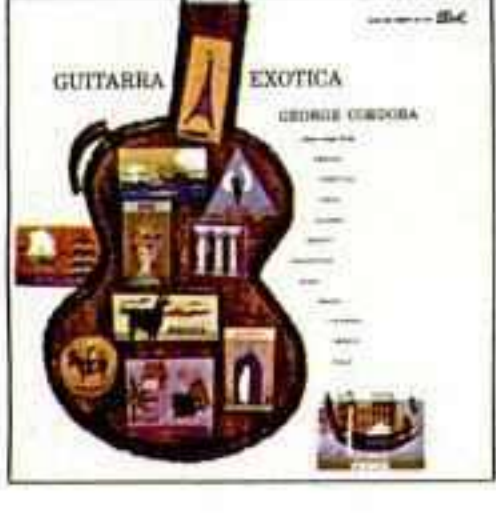
**LONNIE DONEGAN**  
Featuring—Does The Chewing Gum  
Lose Its Flavor (On The Bedpost  
Over Night)  
DLP-3394



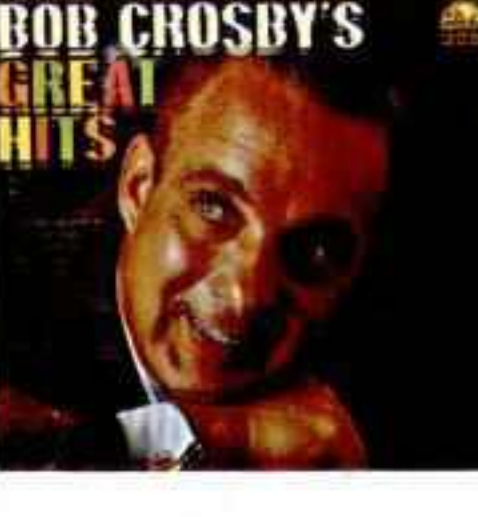
**LET'S HAVE A PARTY**  
Irving Fields  
(Stereo) DLP-25311 (Mono) DLP-3311



**JACK FINA PLAYS  
BOOGIE WOOGIE**  
Jack Fina  
(Stereo) DLP-25243 (Mono) DLP-3243



**GUITARRA EXOTICA**  
George Cordoba  
DLP-3134



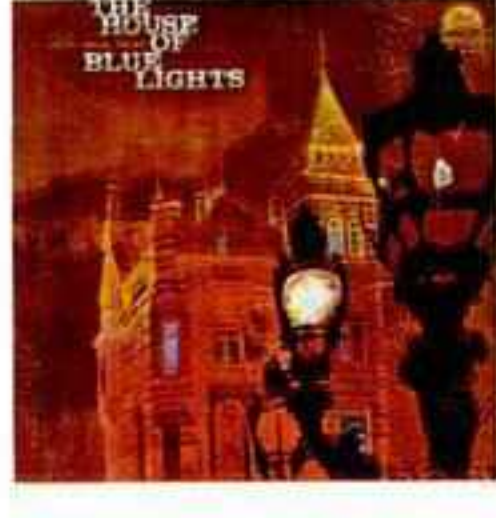
**BOB CROSBY'S GREAT HITS**  
Bob Crosby  
(Stereo) DLP-25278 (Mono) DLP-3278



**DORIAN CONDUCTING**  
Charles Dorian and His Orch.  
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**GREAT HITS IN BOOGIE WOOGIE**  
Jack Fina  
(Stereo) DLP-25374 (Mono) DLP-3374



**THE HOUSE OF BLUE LIGHTS**  
Eddie Costa  
(Stereo) DLP-25206 (Mono) DLP-3206



**WHAT'S MY LINE**  
John Daly, moderator  
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**GILBERT & SULLIVAN RESTYLED**  
Jerry Duane Singers and  
Manny Albam Orch.  
(Stereo) DLP-25172 (Mono) DLP-3172



**THE FONTANE SISTERS SING**  
The Fontane Sisters  
(Mono) DLP-3004



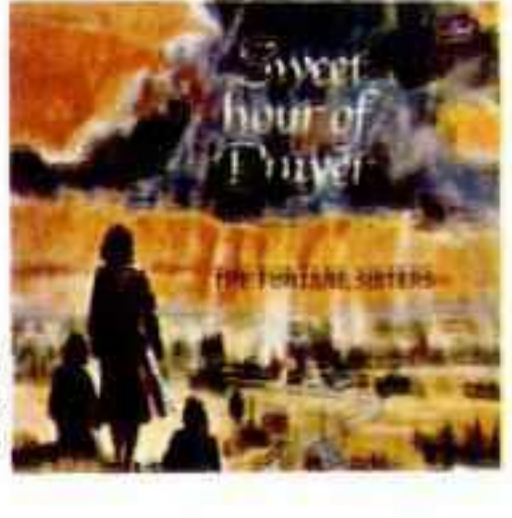
**THE FAMED SONGS OF NOEL  
COWARD AND IVOR NOVELLO**  
Noel Coward and Iver Novello  
DLP-3047



**LIVIN' WITH THE BLUES**  
— BARBARA DANE  
Barbara Dane With Earl 'Fatha' Hines  
and His Orch.  
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**SWEET SUE EVANS**  
Sue Evans  
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**SWEET HOUR OF PRAYER**  
The Fontane Sisters  
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**PETITE FLEUR**  
Bob Crosby and His Bobcats  
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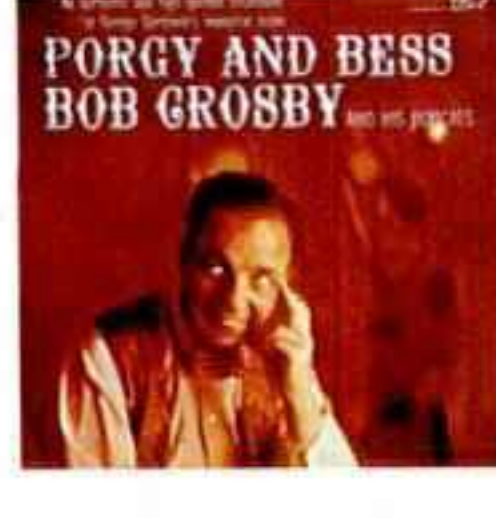
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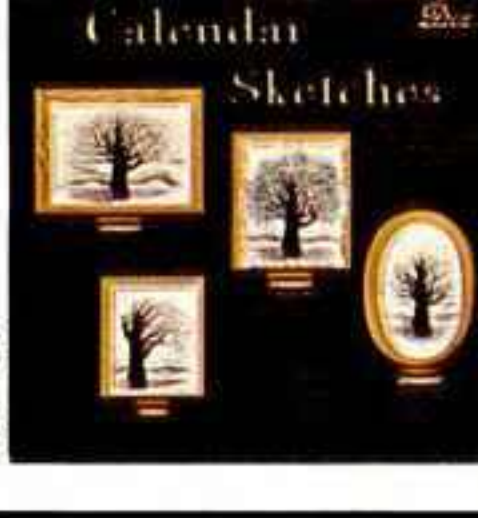
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Jack Fina  
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Slim Gaillard  
(Stereo) DLP-25190 (Mono) DLP-3190



**C'EST SI BON**  
Bob Crosby  
(Stereo) DLP-25382 (Mono) DLP-3382



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Charles Dorian and His Orch.  
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Myron Floren  
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**LORRAINE GELLER  
AT THE PIANO**  
Lorraine Geller  
(Mono) DLP-3174





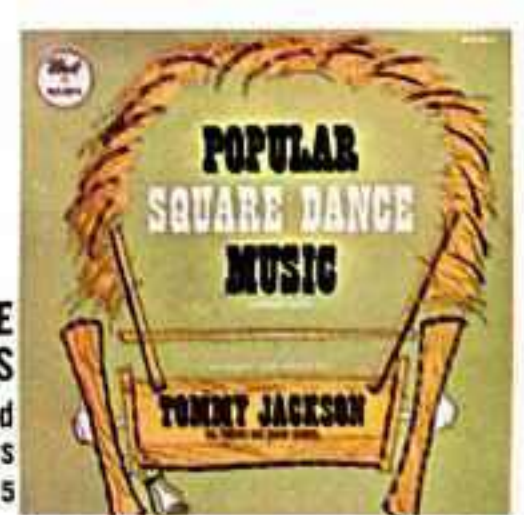
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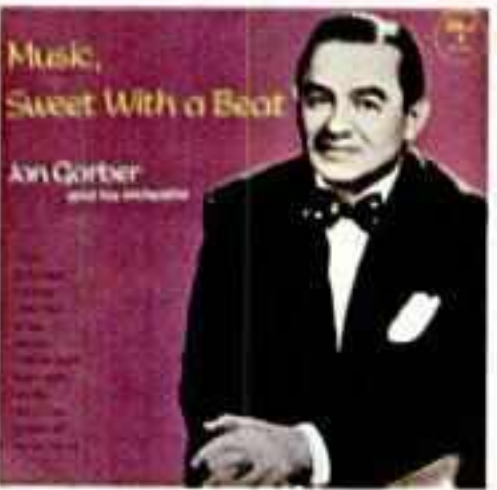
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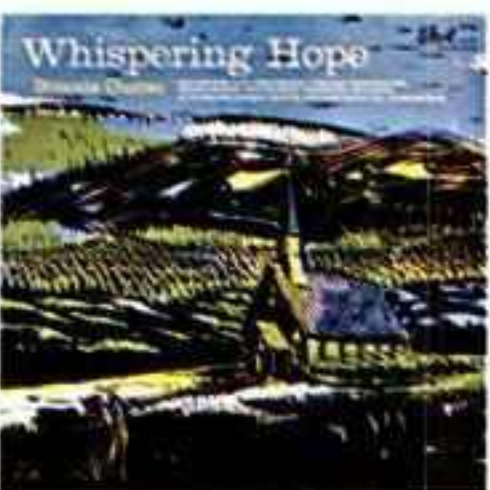
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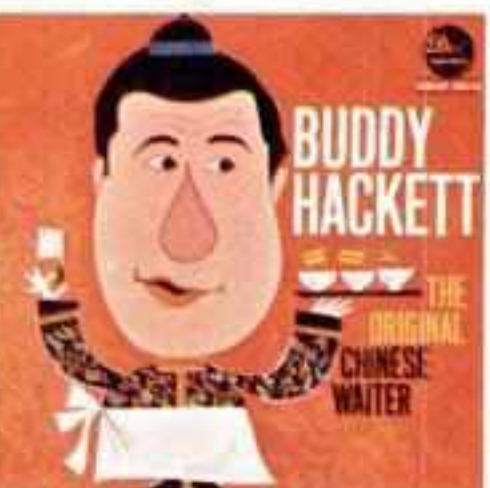
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Milt Herth  
(Stereo) DLP-25226 (Mono) DLP-3226



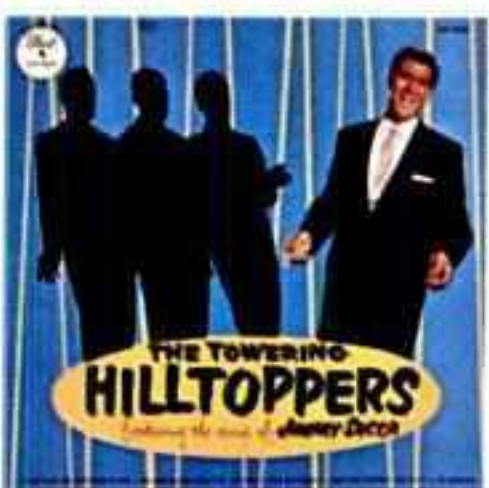
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Buddy Hackett  
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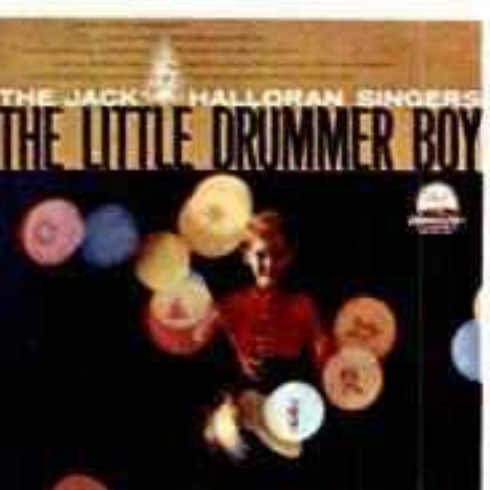
**THE TOWERING HILLTOPPERS**  
(Mono) DLP-3029



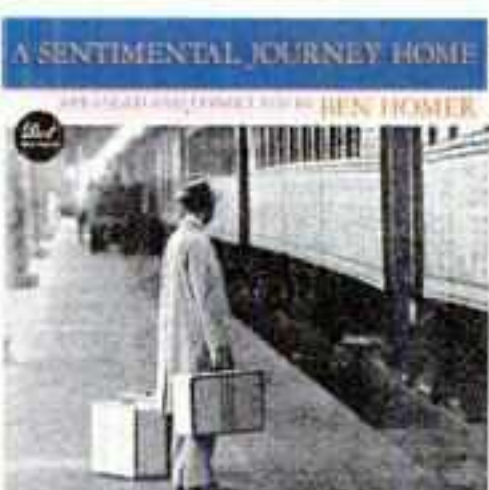
**HANS BRINKER OR THE SILVER SKATES**  
Tab Hunter with Peggy King, Jarmila Novotna  
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**LEAVE IT TO JANE**  
Jane Harvey  
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**HOUSE OF HORN**  
Paul Horn  
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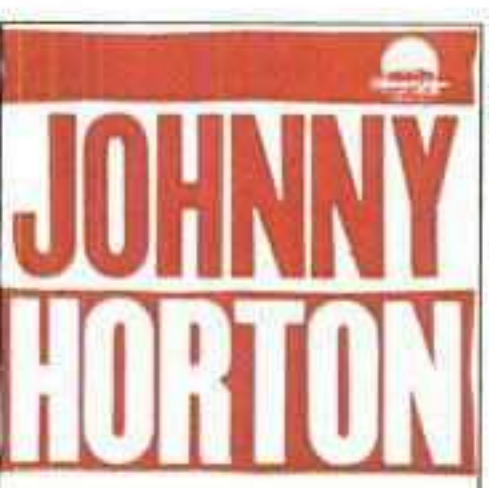
**SQUARE DANCE FESTIVAL—VOL. I**  
Tommy Jackson  
(Mono) DLP-3330



**MOONLIGHT AND SHADOWS**  
Bonnie Guitar  
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Orquesta Tropicana Directed by George Hernandez & Johnny Martinez  
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Warren Luening  
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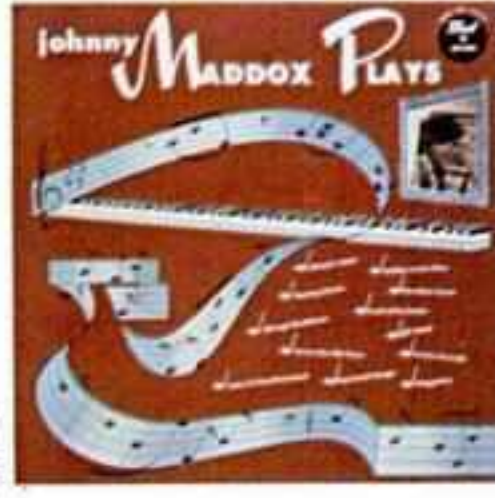
**DO NOT DISTURB**  
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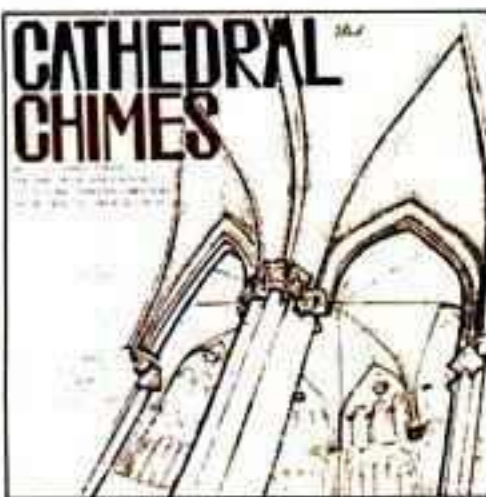
**CHIMES AT EVENTIDE**  
Dr. Charles S. Kendall  
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TWELVE GREAT HITS**  
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(Mono) DLP-3005



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Dr. Charles S. Kendall  
(Mono) DLP-3101



**CHRISTMAS CHIMES**  
Dr. Charles S. Kendall  
(Mono) DLP-3082



**AN ORGAN AND MORT LINDSEY**  
(Mono) DLP-3027



**KING OF RAGTIME**  
Johnny Maddox  
(Mono) DLP-3044



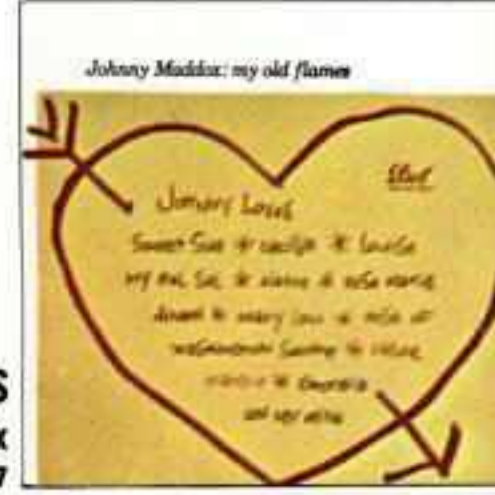
**CUBAN FIREWORKS**  
George Hernandez Orch., Nita Baron  
Bobby Ramos  
(Stereo) DLP-25179 (Mono) DLP-3179



**EASTER CHIMES**  
Dr. Charles S. Kendall  
(Stereo) DLP-25271 (Mono) DLP-3271



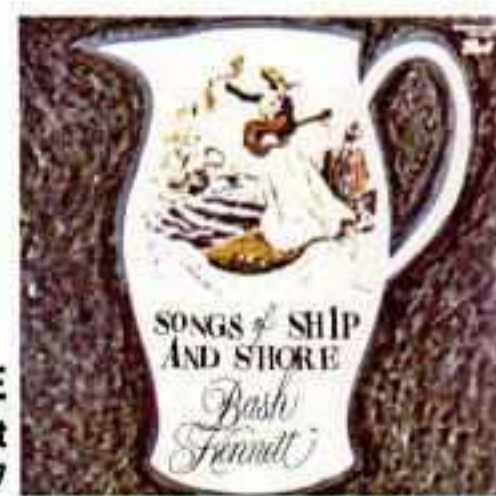
**BOPPIN'**  
Al Lombardy and His Orch.  
(Mono) DLP-3007



**MY OLD FLAMES**  
Johnny Maddox  
(Mono) DLP-3067



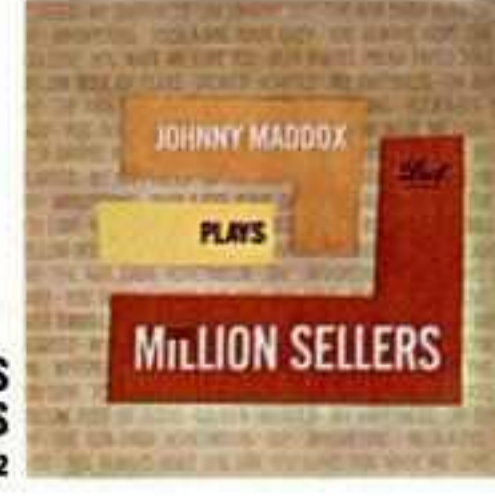
**JACK KANE SALUTES THE COMICS**  
Jack Kane  
(Stereo) DLP-25143 (Mono) DLP-3143



**SONGS OF SHIP AND SHORE**  
Bash Kennett  
(Mono) DLP-3127



**WICKED WOMEN**  
Jim Lowe  
(Mono) DLP-3114



**JOHNNY MADDOX PLAYS  
THE MILLION SELLERS**  
(Stereo) DLP-25122 (Mono) DLP-3122



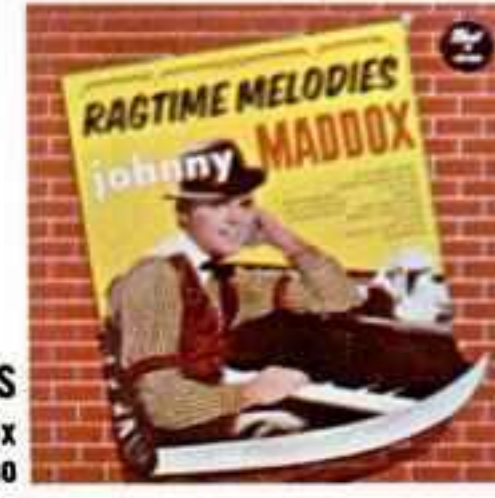
**WHEN THE LIGHTS ARE LOW**  
Piano and Strings of Priam Keith  
(Mono) DLP-3018



**AND BABY MAKES THREE**  
Dr. John Kruglick  
(Mono) DLP-3144



**BEST-LOVED CATHOLIC HYMNS**  
The Lennon Sisters  
(Mono) DLP-3250



**RAGTIME MELODIES**  
Johnny Maddox  
(Mono) DLP-3000



**CHIMES OF FAITH**  
Dr. Charles S. Kendall  
(Mono) DLP-3129



**10 YEARS OF GREAT HITS**  
Snooky Lanson  
(Stereo) DLP-25279 (Mono) DLP-3279



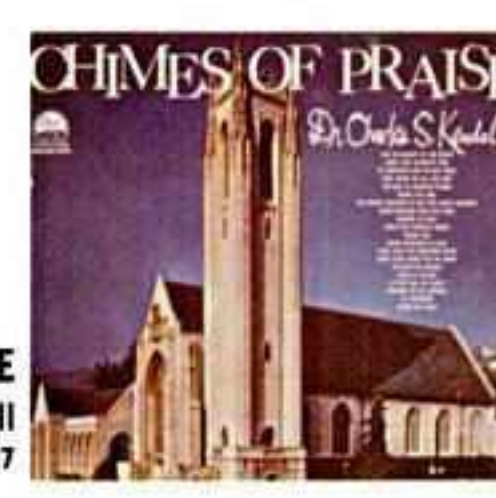
**CHRISTMAS WITH THE  
LENNON SISTERS**  
(Stereo) DLP-25343 (Mono) DLP-3343



**TAP DANCE RHYTHM**  
Johnny Maddox At The Piano  
(Mono) DLP-3008



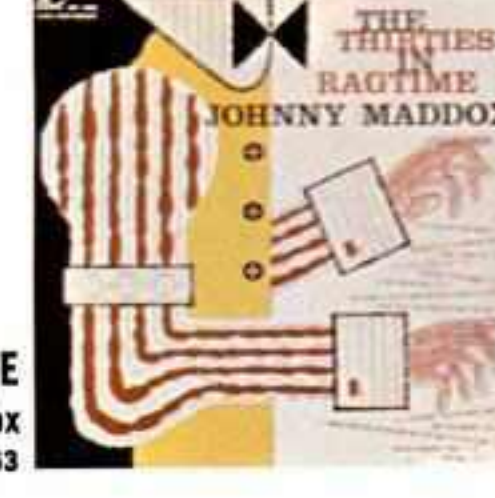
**WEDDING CHIMES**  
Dr. Charles S. Kendall  
(Stereo) DLP-25187 (Mono) DLP-3187



**CHIMES OF PRAISE**  
Dr. Charles S. Kendall  
(Stereo) DLP-25227 (Mono) DLP-3227



**THE GREAT SOUNDS OF  
MORT LINDSEY**  
(Stereo) DLP-25273 (Mono) DLP-3273



**THE THIRTIES IN RAGTIME**  
Johnny Maddox  
(Mono) DLP-3063



**PATRIOTIC CHIMES**  
Dr. Charles S. Kendall  
(Stereo) DLP-25202 (Mono) DLP-3202



**CHIMES OF MEMORY**  
Dr. Charles S. Kendall  
(Stereo) DLP-25341 (Mono) DLP-3341



**SONGS THEY SING BEHIND  
THE GREEN DOOR**  
Jim Lowe  
(Mono) DLP-3051



**RAGTIME PIANO — 1917-18**  
Johnny Maddox  
(Stereo) DLP-25108 (Mono) DLP-3108





**DIXIELAND BLUES**  
Johnny Maddox  
(Stereo) DLP-25131 (Mono) DLP-3131



**DECK OF CARDS**  
Wink Martindale  
(Stereo) DLP-25245 (Mono) DLP-3245



**MERRY CHRISTMAS**  
The Mills Brothers  
(Stereo) DLP-25232 (Mono) DLP-3232



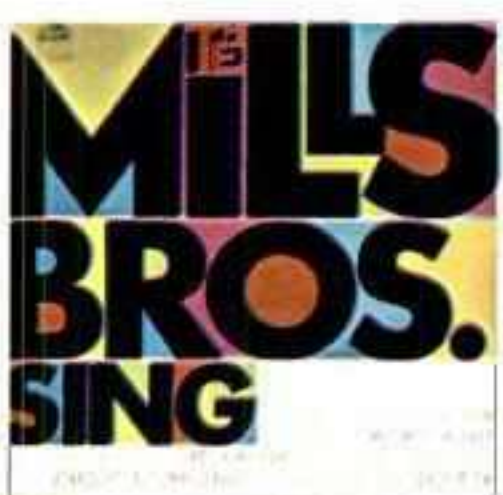
**FOR LAUGHS!**  
Corbett Monica  
(Mono) DLP-3303



**OLD FASHIONED LOVE**  
Johnny Maddox  
(Stereo) DLP-25198 (Mono) DLP-3198



**TAKE OFF**  
Leon McAuliff and His Cimarron Boys  
(Mono) DLP-3139



**THE MILLS BROS. SING**  
The Mills Brothers  
(Stereo) DLP-25237 (Mono) DLP-3237



**HAPPY DAYS**  
The Mulcays  
(Mono) DLP-3133



**JOHNNY MADDOX PLAYS MORE MILLION SELLERS**  
(Stereo) DLP-25314 (Mono) DLP-3314



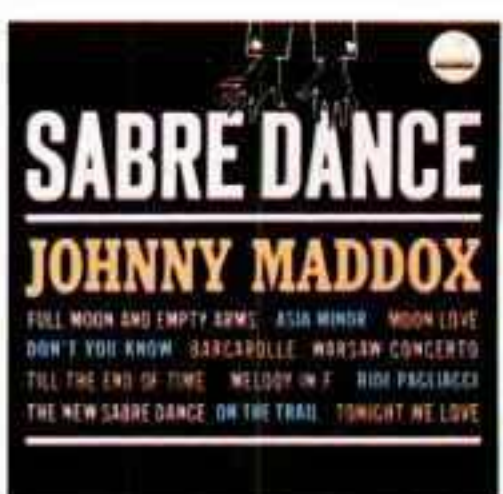
**FABULOUS SONGS OF THE 40'S**  
Charlie McKenzie And His Twin Piano  
(Stereo) DLP-25379 (Mono) DLP-3379



**THE MILLS BROTHERS — GREAT HITS Vol. 2**  
(Stereo) DLP-25308 (Mono) DLP-3308



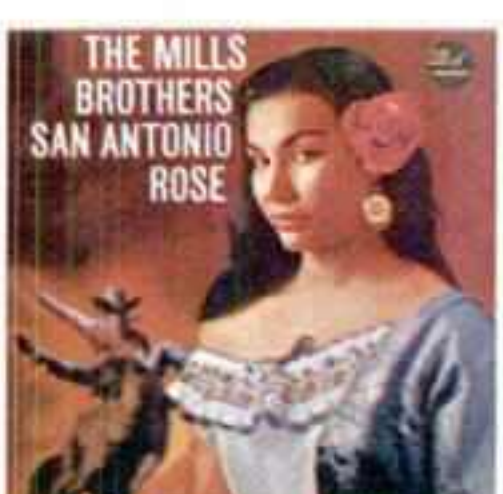
**SING THE FOLK HITS WITH JACK NARZ**  
Jack Narz  
(Stereo) DLP-25244 (Mono) DLP-3244



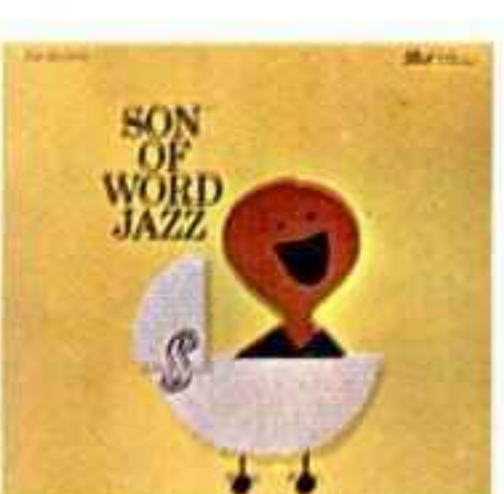
**SABRE DANCE**  
Johnny Maddox  
(Stereo) DLP-25378 (Mono) DLP-3378



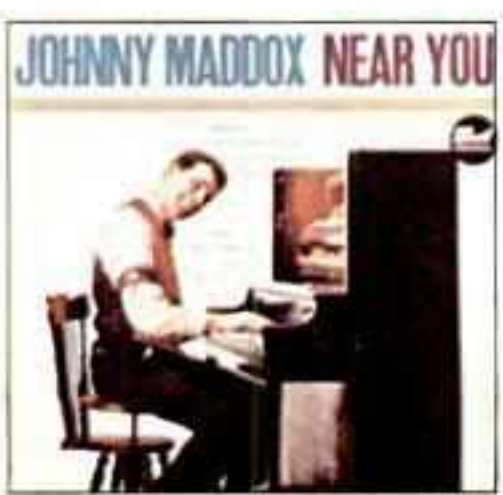
**SILVER JUBILEE**  
Don McNeill's Breakfast Club  
(Mono) DLP-3116



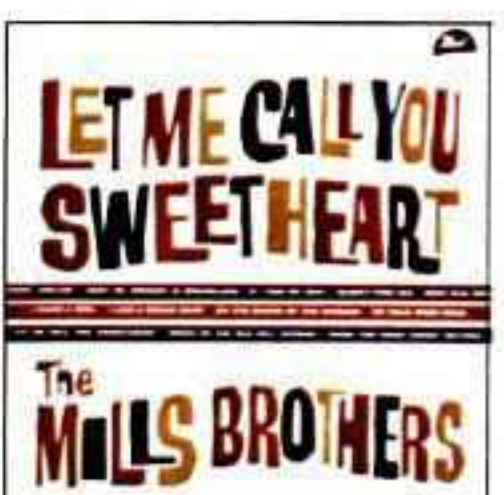
**SAN ANTONIO ROSE**  
The Mills Brothers  
(Stereo) DLP-25363 (Mono) DLP-3363



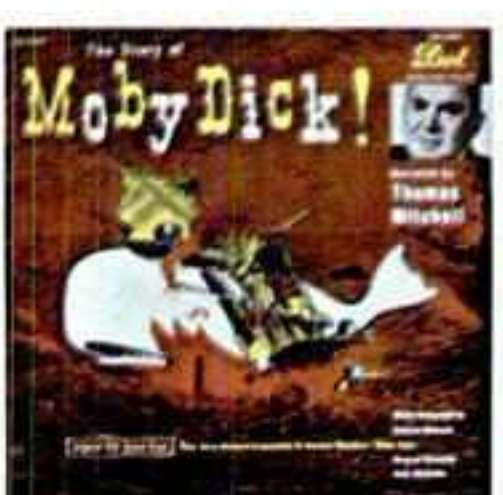
**SON OF WORD JAZZ**  
Ken Nordine  
(Stereo) DLP-25096 (Mono) DLP-3096



**NEAR YOU**  
Johnny Maddox  
(Mono) DLP-3334



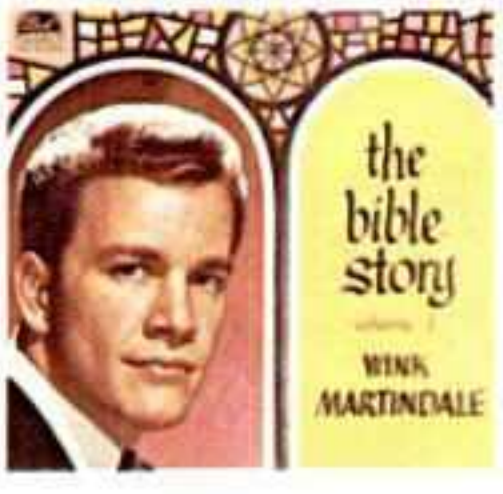
**LET ME CALL YOU SWEETHEART**  
The Mills Brothers  
(Stereo) DLP-25208 (Mono) DLP-3208



**THE STORY OF MOBY DICK**  
Thomas Mitchell, Narrator  
(Mono) DLP-3043



**MY BABY**  
Ken Nordine & The Fred Katz Group  
(Mono) DLP-3142



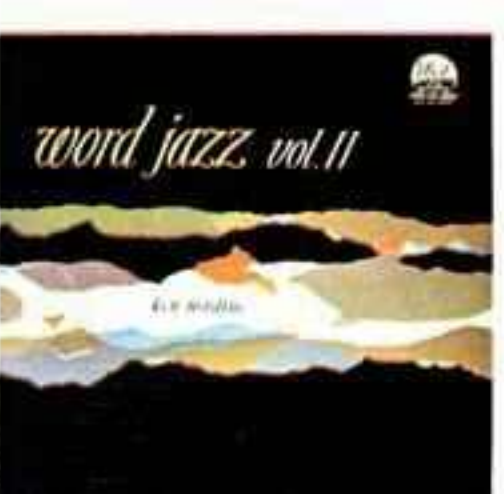
**THE BIBLE STORY**  
Wink Martindale  
(Stereo) DLP-25293 (Mono) DLP-3293



**WHEN ONLY THE MEMORY REMAINS**  
Roger Massenet at The Piano with Priam Keith and His Orch.  
(Mono) DLP-3032



**MUSIC WAS BORN IN AFRICA**  
The Music Of Modern Urban Africa  
(Mono) DLP-3372



**WORD JAZZ VOL. II**  
Ken Nordine  
(Stereo) DLP-25301 (Mono) DLP-3301



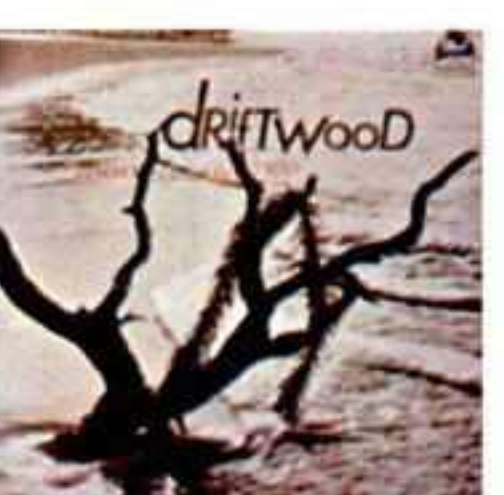
**JOHNNY MADDOX PRESENTS THE WORLD'S GREATEST PIANO ROLLS**  
(Stereo) DLP-25321 (Mono) DLP-3321



**FABULOUS SONGS OF THE 30'S**  
Charlie McKenzie And His Twin Piano  
(Stereo) DLP-25377 (Mono) DLP-3377



**THE MILLS BROTHERS GREAT HITS**  
The Mills Brothers  
(Stereo) DLP-25157 (Mono) DLP-3157



**DRIFTWOOD**  
The Jimmy Namoro Trio  
(Stereo) DLP-25246 (Mono) DLP-3246



**JOHNNY MADDOX CRAZY OTTO PIANO**  
Johnny Maddox  
(Stereo) DLP-25289 (Mono) DLP-3289



**FABULOUS SONGS OF THE 50'S**  
Charlie McKenzie And His Twin Piano  
(Stereo) DLP-25380 (Mono) DLP-3380



**YELLOW BIRD**  
The Mills Brothers  
(Stereo) DLP-25338 (Mono) DLP-3338



**WORD JAZZ**  
Ken Nordine & The Fred Katz Group  
(Mono) DLP-3075



**TONY MARTIN His Greatest Hits**  
(Stereo) DLP-25360 (Mono) DLP-3360



**MMM... THE MILLS BROTHERS**  
The Mills Brothers  
(Stereo) DLP-25103 (Mono) DLP-3103

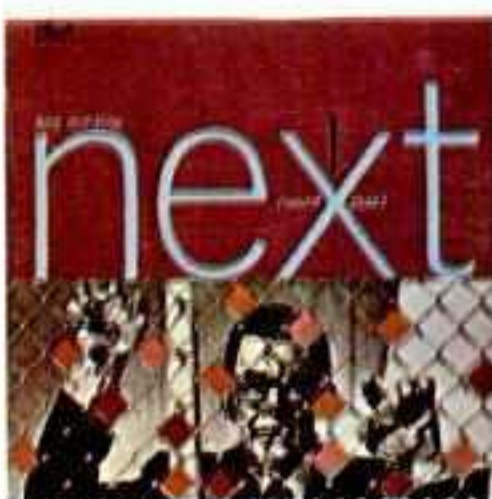


**GREAT HAWAIIAN HITS**  
The Mills Brothers  
(Stereo) DLP-25368 (Mono) DLP-3368



**LOVE WORDS**  
Ken Nordine  
(Stereo) DLP-25115 (Mono) DLP-3115

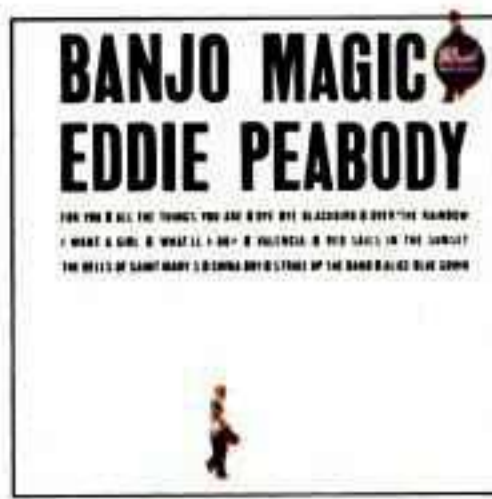




**NEXT**  
Ken Nordine  
(Stereo) DLP-25196 (Mono) DLP-3196



**MAN WITH THE BANJO**  
Eddie Peabody  
(Mono) DLP-110



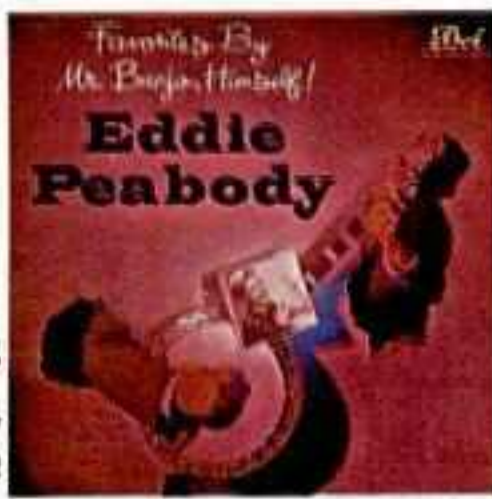
**BANJO MAGIC**  
Eddie Peabody  
(Stereo) DLP-25376 (Mono) DLP-3376



**BE MY LOVE**  
Keely Smith  
(Stereo) DLP-25241 (Mono) DLP-3241



**WINDJAMMER CITY STYLE**  
Red Norvo  
(Stereo) DLP-25126 (Mono) DLP-3126



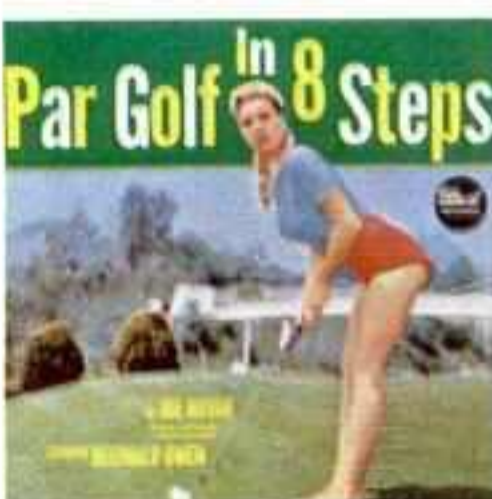
**FAVORITES BY MR. BANJO, HIMSELF**  
Eddie Peabody  
(Mono) DLP-3052



**ON STAGE**  
Louis Prima & Keely Smith With  
Sam Butera And The Witnesses  
(Stereo) DLP-25266 (Mono) DLP-3266



**A KEELY CHRISTMAS**  
(Stereo) DLP-25345 (Mono) DLP-3345



**PAR GOLF IN 8 STEPS**  
Joe Norvak & Reginald Owen  
(Mono) DLP-3326



**ME AND MY BANJO**  
Eddie Peabody  
(Mono) DLP-3112



**BLUE MOON**  
Louis Prima  
(Mono) DLP-3385



**THE PERSUASIVE SAX OF RUSS PROCOPE**  
Russ Procope  
(Mono) DLP-3010



**SY OLIVER BACK STAGE**  
Sy Oliver  
(Stereo) DLP-25184 (Mono) DLP-3184



**EDDIE PEABODY PLAYS**  
(Stereo) DLP-25211 (Mono) DLP-3211



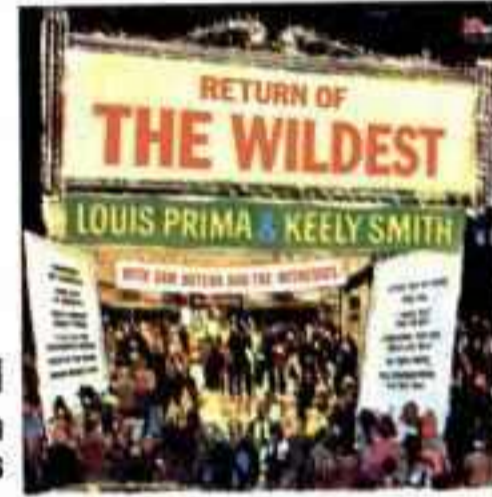
**TOGETHER**  
Louis Prima & Keely Smith  
(Stereo) DLP-25263 (Mono) DLP-3263



**DEBBIE**  
Debbie Reynolds  
(Stereo) DLP-25191 (Mono) DLP-3191



**THEMES FROM THE GREAT SYMPHONIES**  
Willis Page Conducting The Nashville  
Symphony Orchestra  
(Stereo) DLP-25307 (Mono) DLP-3307



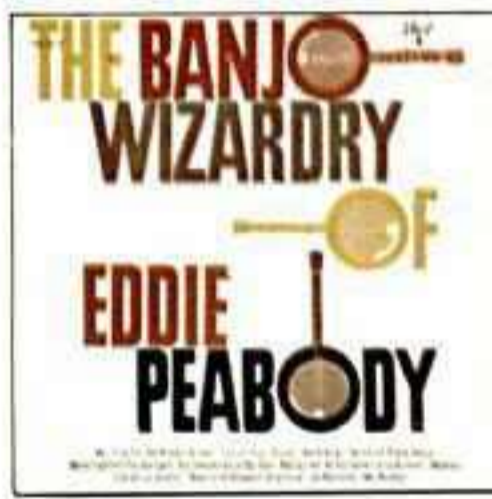
**RETURN OF THE WILDEST CLAN**  
Louis Prima & Keely Smith  
(Stereo) DLP-25396 (Mono) DLP-3396



**PRETTY MUSIC — PRIMA STYLE**  
Louis Prima  
(Stereo) DLP-25264 (Mono) DLP-3264



**AM I THAT EASY TO FORGET?**  
Debbie Reynolds  
(Stereo) DLP-25295 (Mono) DLP-3295



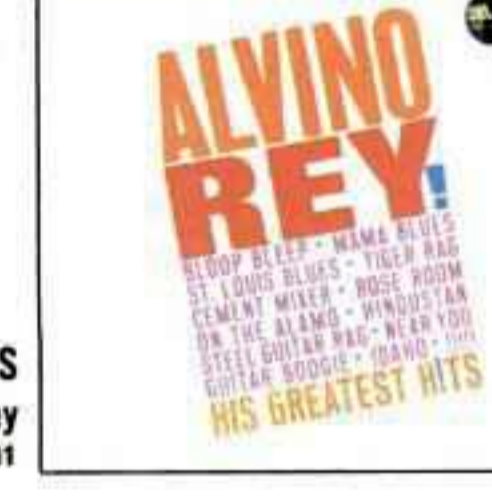
**THE BANJO WIZARDRY OF EDDIE PEABODY**  
Eddie Peabody  
(Mono) DLP-3023



**LOUIS AND KEELY**  
(Stereo) DLP-25210 (Mono) DLP-3210



**SWING, YOU LOVERS**  
Keely Smith  
(Stereo) DLP-25265 (Mono) DLP-3265



**HIS GREATEST HITS**  
Alvino Rey  
(Stereo) DLP-25391 (Mono) DLP-3391



**PEABODY PARADE**  
Eddie Peabody  
(Mono) DLP-3080



**WONDERLAND BY NIGHT**  
Louis Prima  
(Stereo) DLP-25352 (Mono) DLP-3352



**DEARLY BELOVED**  
Keely Smith  
(Stereo) DLP-25387 (Mono) DLP-3387



**STAIRWAY TO LOVE**  
Tye Robinson & Orch.  
(Stereo) DLP-25192 (Mono) DLP-3192



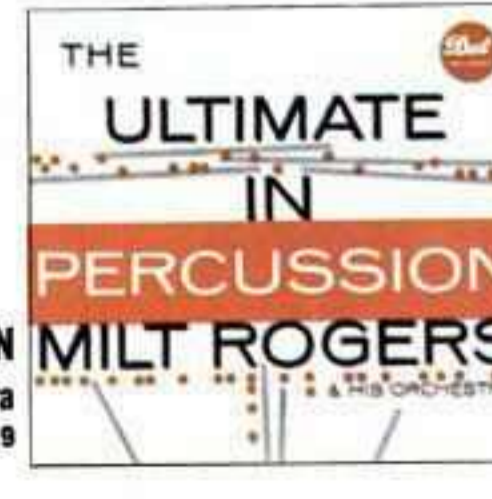
**SENTIMENTAL SY**  
Sy Oliver  
(Stereo) DLP-25132 (Mono) DLP-3132



**LOUIS PRIMA — HIS GREATEST HITS**  
(Stereo) DLP-25262 (Mono) DLP-3262



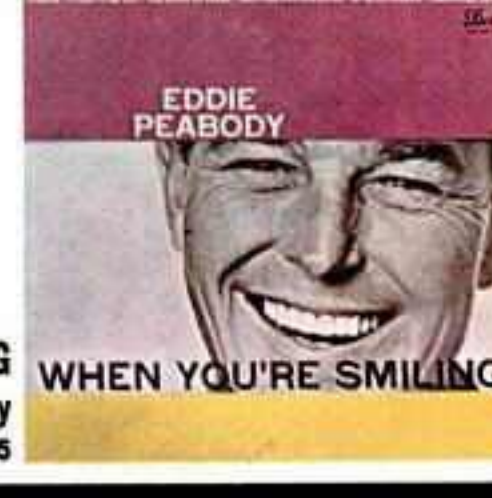
**RANGER ANDY**  
Ranger Andy  
(Mono) DLP-3028



**THE ULTIMATE IN PERCUSSION**  
Milt Rogers And His Orchestra  
(Stereo) DLP-25319 (Mono) DLP-3319



**PAGE 14**  
Bill Page  
(Mono) DLP-3125



**WHEN YOU'RE SMILING**  
Eddie Peabody  
(Stereo) DLP-25155 (Mono) DLP-3155

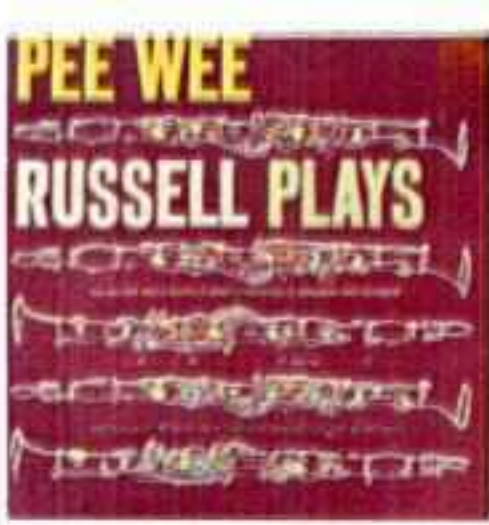


**FINE AND DANDY**  
Debbie Reynolds  
(Stereo) DLP-25298 (Mono) DLP-3298



**FILMDOM'S FAMOUS FIFTY**  
Billy Rowland & Trio  
(Mono) DLP-3106





**PEE WEE RUSSELL PLAYS**  
Pee Wee Russell  
(Stereo) DLP-25253 (Mono) DLP-3253



**THE LION ROARS**  
Willie "The Lion" Smith  
(Mono) DLP-3094



**PAHU TAHITI!**  
The South Seas Champion Drummers  
(Stereo) DLP-25297 (Mono) DLP-3297



**THE TRENTERS SOUVENIR ALBUM**  
The Treniers  
(Mono) DLP-3257



**FLOWER DRUM SONG**  
Muriel Roberts  
(Mono) DLP-3173



**JAZZ BAND HAVING A BALL**  
Larry Sonn and Orch.  
(Stereo) DLP-29055 (Mono) DLP-9005



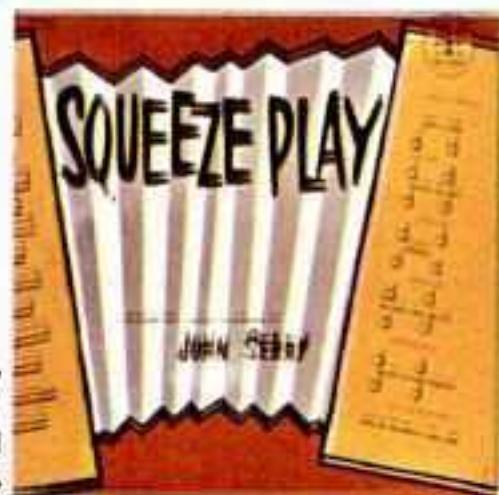
**THIS CAT REALLY BLOWS**  
Dick Stabile And His Orchestra  
(Stereo) DLP-25286 (Mono) DLP-3286



**SENTIMENTAL ME**  
Gale Storm  
(Mono) DLP-3107



**ROGERS WITH HEART**  
Milt Rogers with Trio  
(Mono) DLP-3055



**SQUEEZE PLAY**  
John Serry Accordion  
(Mono) DLP-3024



**CONTRACT BRIDGE — THE STAYMAN SYSTEM**  
Samuel Stayman  
(Mono) DLP-9010



**SOFTLY AND TENDERLY**  
Gale Storm  
(Stereo) DLP-25197 (Mono) DLP-3197



**A MOONLIGHT AFFAIR**  
Tony Romano  
(Mono) DLP-3130



**POLKAS: GREATEST HITS**  
Six Fat Dutchmen  
(Stereo) DLP-25358 (Mono) DLP-3358



**PINK SHOELACES**  
Dodie Stevens  
(Stereo) DLP-25371 (Mono) DLP-3371



**THE SUNSHINE BOYS**  
The Sunshine Boys  
(Mono) DLP-3093



**SOFT SOUNDS FROM THE SOUTH SEAS**  
The Royal Tahitians  
(Stereo) DLP-25305 (Mono) DLP-3305



**THE LIGHT FANTASTIC**  
Beasley Smith and Orch.  
(Stereo) DLP-25088 (Mono) DLP-3088



**JASMINE AND JADE**  
Axel Stordahl And His Orchestra  
(Stereo) DLP-25282 (Mono) DLP-3282



**HELEN TRAUBEL**  
Helen Traubel with Milton Rogers  
Orch. and Chorus  
(Mono) DLP-3058



**TO SOOTHE THE SAVAGE**  
Babe Russin's Tenor Sax and Strings  
(Stereo) DLP-25060 (Mono) DLP-3060



**EL DIPSY DOODLE**  
Harold Spina  
(Stereo) DLP-25090 (Mono) DLP-3090



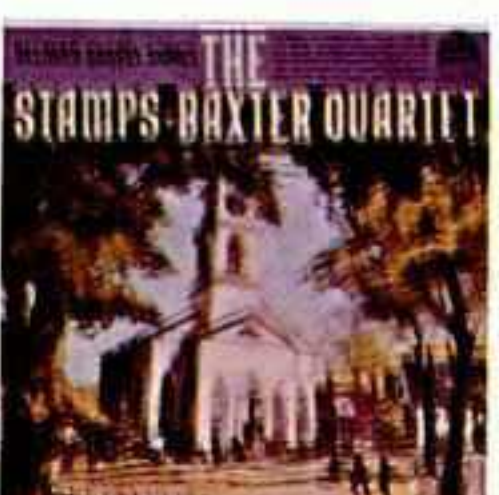
**GALE STORM**  
Gale Storm  
(Mono) DLP-3011



**SWEET MUSIC AND MEMORIES**  
Billy Vaughn and His Orch.  
(Mono) DLP-3001



**MEDITERRANEAN CRUISE**  
Domenico Savino Orch.  
(Mono) DLP-3117



**THE STAMPS-BAXTER QUARTET**  
Stamps-Baxter Quartet  
(Mono) DLP-3258



**GALE'S GREAT HITS**  
Gale Storm  
(Mono) DLP-3098



**INSTRUMENTAL SOUVENIRS**  
Billy Vaughn and His Orch.  
(Mono) DLP-3045



**POLKA DOT PARTY**  
Herb Shriner  
(Stereo) DLP-25149 (Mono) DLP-3149



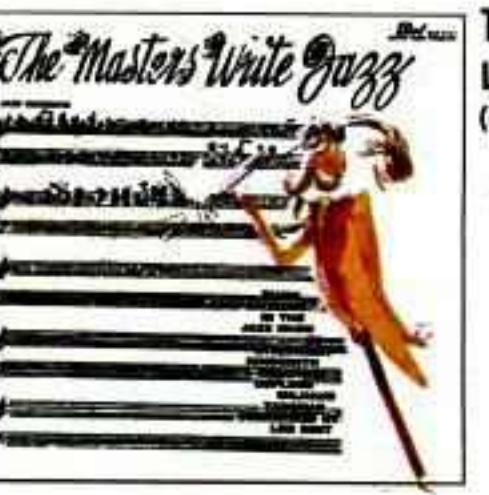
**DODIE STEVENS**  
Dodie Stevens  
(Stereo) DLP-25212 (Mono) DLP-3212



**GALE STORM SINGS**  
Gale Storm  
(Mono) DLP-3209



**MUSIC FOR THE GOLDEN HOURS**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25086 (Mono) DLP-3086



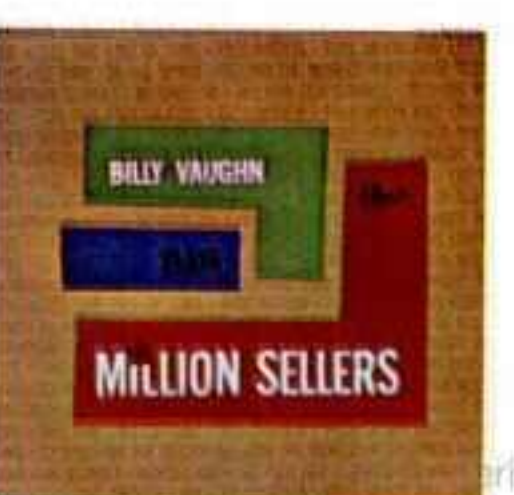
**THE MASTERS WRITE JAZZ**  
Leo Smit at Piano  
(Mono) DLP-3111



**OVER THE RAINBOW**  
Dodie Stevens  
(Stereo) DLP-25323 (Mono) DLP-3323



**SING UNTO HIM**  
The Sunshine Boys  
(Mono) DLP-3189

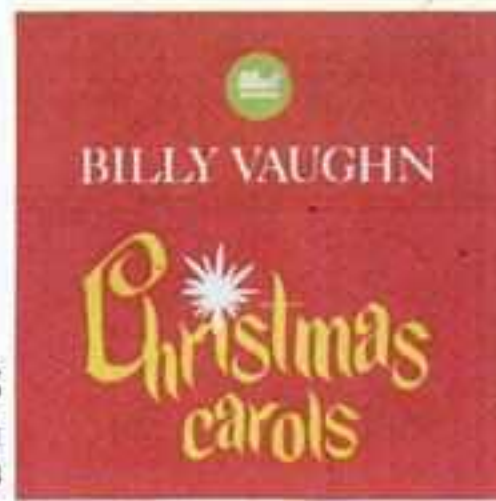


**BILLY VAUGHN PLAYS THE MILLION SELLERS**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25119 (Mono) DLP-3119





**THE TOLEDO BROTHERS**  
Los Hermanos Toledo  
(Mono) DLP-3339



**CHRISTMAS CAROLS**  
Billy Vaughn  
(Stereo) DLP-25148 (Mono) DLP-3148



**THEME FROM A SUMMER PLACE AND OTHER GREAT THEMES**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25276 (Mono) DLP-3276



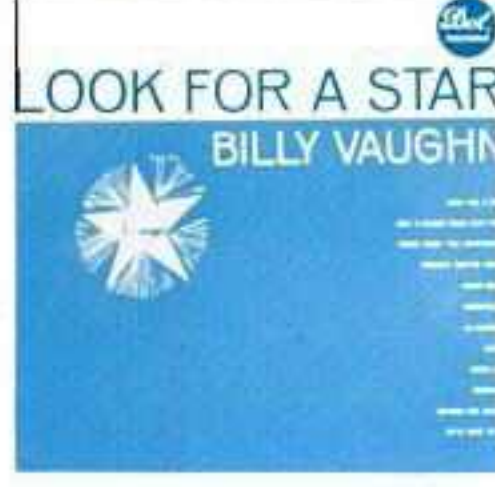
**MR. MUSIC MAKER**  
Lawrence Welk  
(Stereo) DLP-25164 (Mono) DLP-3164



**THE GOLDEN INSTRUMENTALS**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25016 (Mono) DLP-3016



**BILLY VAUGHN PLAYS**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25156 (Mono) DLP-3156



**LOOK FOR A STAR**  
Billy Vaughn  
(Stereo) DLP-25322 (Mono) DLP-3322



**GREAT AMERICAN COMPOSERS**  
Lawrence Welk  
(Stereo) DLP-25238 (Mono) DLP-3238



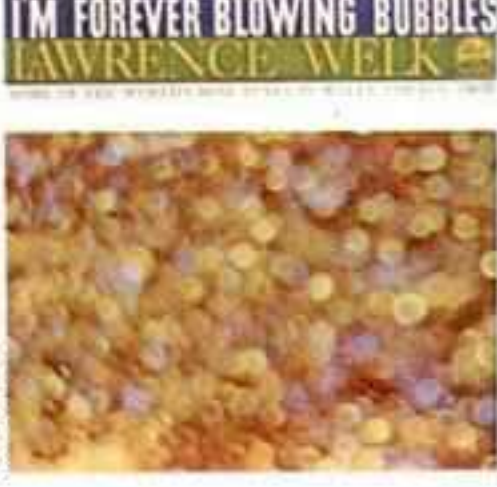
**MELODIES IN GOLD**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25064 (Mono) DLP-3064



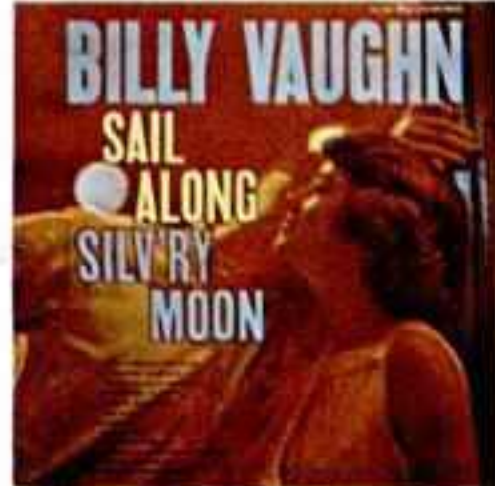
**GOLDEN HITS**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25201 (Mono) DLP-3201



**ORANGE BLOSSOM SPECIAL AND WHEELS**  
Billy Vaughn  
(Stereo) DLP-25366 (Mono) DLP-3366



**I'M FOREVER BLOWING BUBBLES**  
Lawrence Welk  
(Stereo) DLP-25248 (Mono) DLP-3248



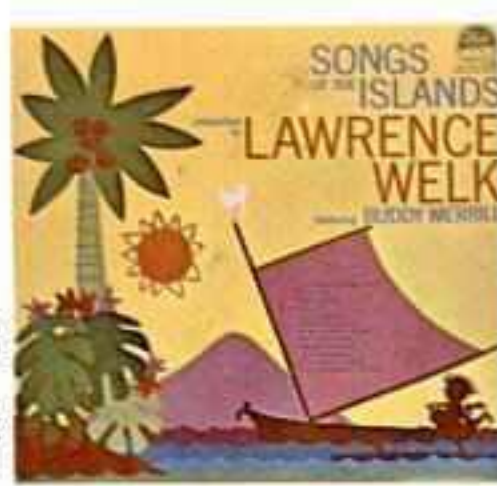
**SAIL ALONG SILV'RY MOON**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25100 (Mono) DLP-3100



**THE BIG 100**  
Billy Vaughn and His Orch.  
(Stereo) DLP-30500 (Mono) DLP-10500



**HALLELUJAH!**  
Clara Ward  
(Stereo) DLP-25186 (Mono) DLP-3186



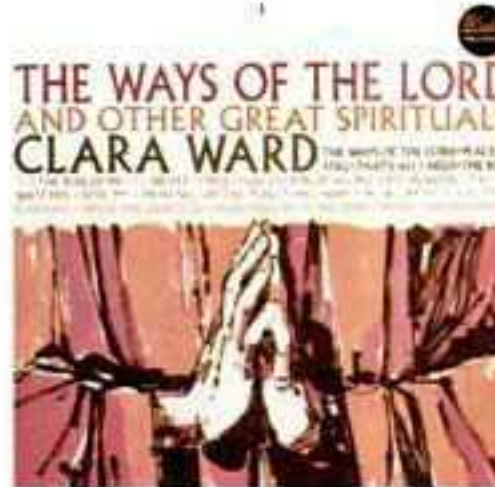
**SONGS OF THE ISLANDS**  
Featuring Buddy Merrill, Lawrence Welk  
(Stereo) DLP-25251 (Mono) DLP-3251



**LA PALOMA**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25140 (Mono) DLP-3140



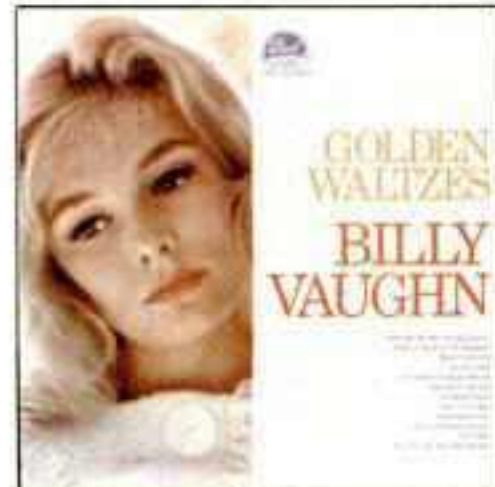
**LINGER AWHILE**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25275 (Mono) DLP-3275



**THE WAYS OF THE LORD AND OTHER GREAT SPIRITUALS**  
Clara Ward  
(Stereo) DLP-25365 (Mono) DLP-3365



**A GUEST CHAMPAGNE LADY - BETTY COX**  
Lawrence Welk  
(Stereo) DLP-25252 (Mono) DLP-3252



**GOLDEN WALTZES**  
Billy Vaughn  
(Stereo) DLP-25280 (Mono) DLP-3280



**GREAT GOLDEN HITS**  
Billy Vaughn  
(Stereo) DLP-25288 (Mono) DLP-3288



**VOICES AND STRINGS OF LAWRENCE WELK**  
Lawrence Welk  
(Stereo) DLP-25200 (Mono) DLP-3200



**DANCE WITH LAWRENCE WELK**  
Lawrence Welk  
(Stereo) DLP-25224 (Mono) DLP-3224



**BLUE HAWAII**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25156 (Mono) DLP-3165



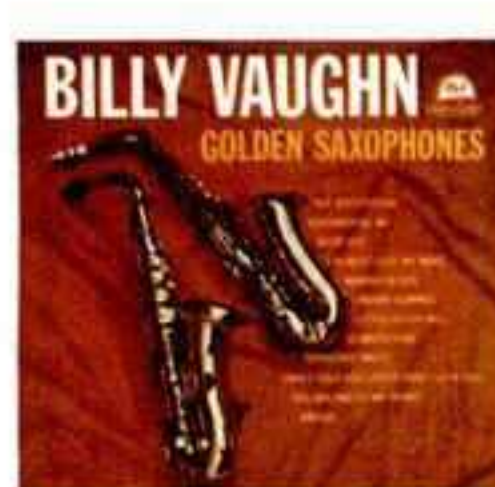
**THEME FROM THE SUNDOWNERS**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25349 (Mono) DLP-3349



**LAWRENCE WELK GLEE CLUB**  
Lawrence Welk  
(Stereo) DLP-25218 (Mono) DLP-3218



**THE GREAT OVERTURES IN DANCE TIME**  
Lawrence Welk  
(Stereo) DLP-25247 (Mono) DLP-3247



**GOLDEN SAXOPHONES**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25205 (Mono) DLP-3205



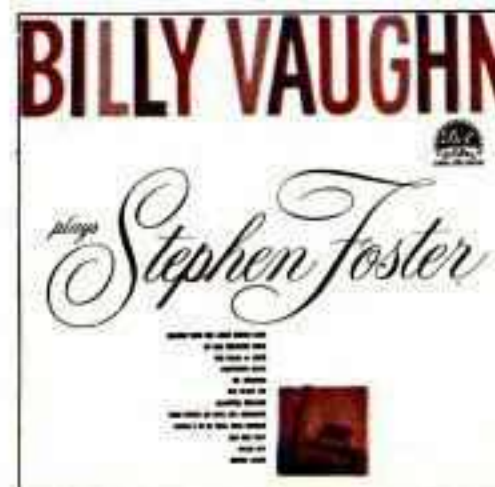
**LA BELLE BARDOT**  
Ray Ventura and His Orch.  
(Mono) DLP-3120



**GOSPEL CONCERT**  
Clara Ward  
(Stereo) DLP-25138 (Mono) DLP-3138



**YELLOW BIRD**  
Lawrence Welk  
(Stereo) DLP-25389 (Mono) DLP-3389



**BILLY VAUGHN PLAYS STEPHEN FOSTER**  
Billy Vaughn and His Orch.  
(Stereo) DLP-25260 (Mono) DLP-3260



**THE VERNONS SING HOMESTEAD U.S.A.**  
The Vernons  
(Stereo) DLP-25220 (Mono) DLP-3220



**CLARA WARD HYMNS**  
Clara Ward  
(Stereo) DLP-25223 (Mono) DLP-3223



**TO MOTHER**  
Lawrence Welk  
(Stereo) DLP-25284 (Mono) DLP-3284

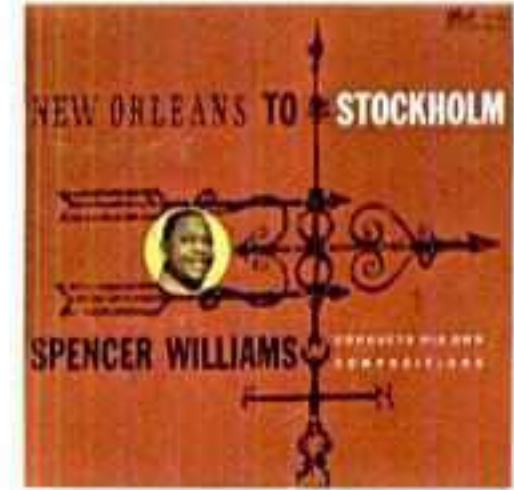




**POLKAS**  
Lawrence Welk  
(Stereo) DLP-25302 (Mono) DLP-3302



**JUST A DREAM**  
Margaret Whiting  
(Mono) DLP-3337



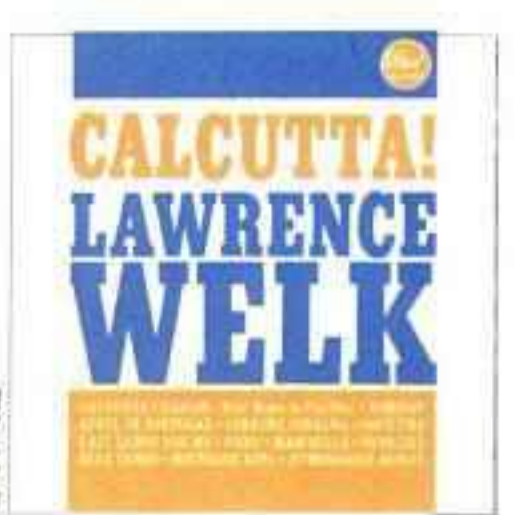
**NEW ORLEANS TO STOCKHOLM**  
Spencer Williams  
DLP-3074



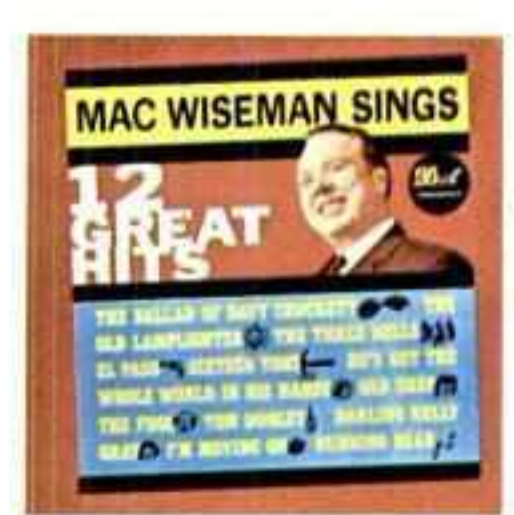
**HYMNS**  
Dr. Norman Söreng Wright —  
Dr. Charles S. Kendall  
(Stereo) DLP-25375 (Mono) DLP-3375



**THE CHAMPAGNE MUSIC OF LAWRENCE WELK**  
Lawrence Welk  
(Stereo) DLP-25342 (Mono) DLP-3342



**CALCUTTA!**  
Lawrence Welk  
(Stereo) DLP-25359 (Mono) DLP-3359



**MAC WISEMAN SINGS 12 GREAT HITS**  
Mac Wiseman  
(Stereo) DLP-25313 (Mono) DLP-3313



**GREAT HITS ON DOT**  
DLP-3049



**LAST DATE**  
Lawrence Welk  
(Stereo) DLP-25350 (Mono) DLP-3350



**GOIN' PLACES**  
Margaret Whiting  
(Stereo) DLP-25072 (Mono) DLP-3072



**BEST-LOVED GOSPEL HYMNS**  
Mac Wiseman  
(Stereo) DLP-25373 (Mono) DLP-3373



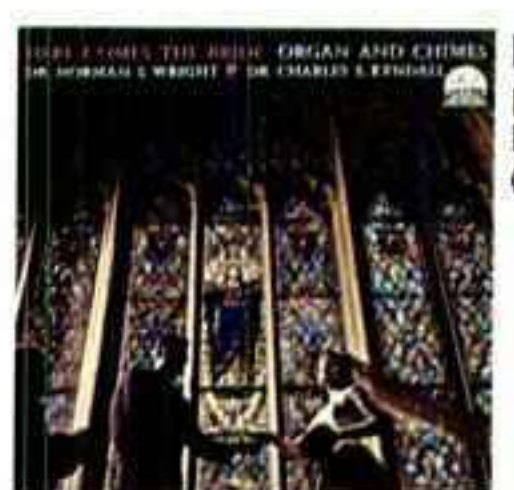
**YOUNG LOVE**  
DLP-3183



**STRICTLY FOR DANCING**  
Lawrence Welk  
(Stereo) DLP-25274 (Mono) DLP-3274



**MARGARET WHITING'S GREAT HITS**  
Margaret Whiting  
(Stereo) DLP-25176 (Mono) DLP-3176



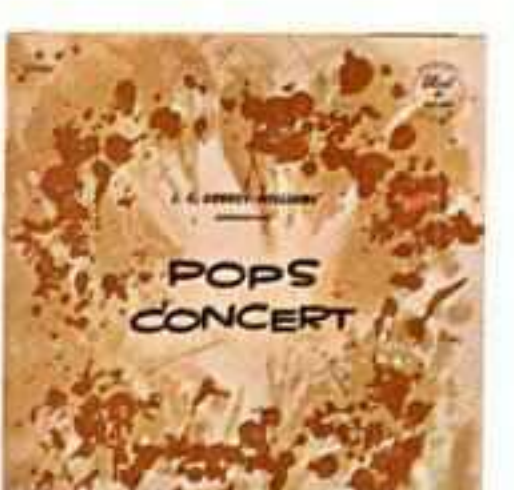
**HERE COMES THE BRIDE**  
Dr. Norman Söreng Wright, Organ  
Dr. Charles S. Kendall, Chimes  
(Stereo) DLP-25299 (Mono) DLP-3299



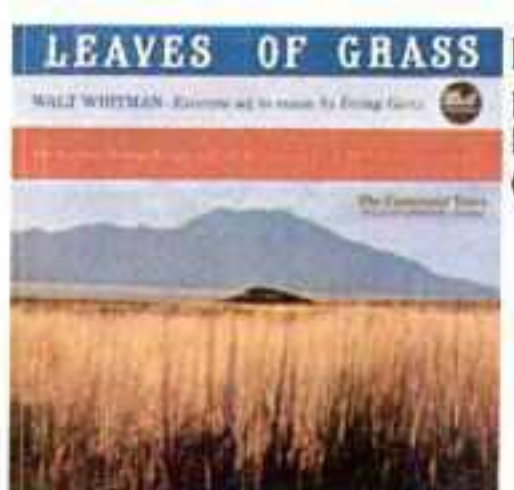
**DOWN BEAT JAZZ CONCERT VOL. 2**  
(Stereo) DLP-25188 (Mono) DLP-3188



**SWEET AND LOVELY**  
Lawrence Welk  
(Stereo) DLP-25296 (Mono) DLP-3296



**POPS CONCERT**  
J. C. Aubrey-Williams  
DLP-3033



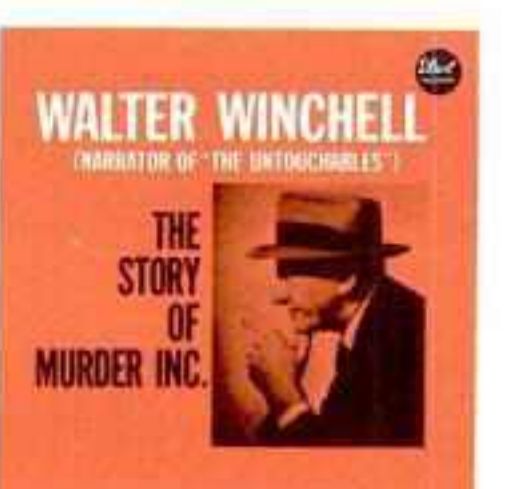
**LEAVES OF GRASS**  
Dr. Norman Söreng Wright and the  
Hollywood First Methodist Church Choir  
(Stereo) DLP-25354 (Mono) DLP-3354



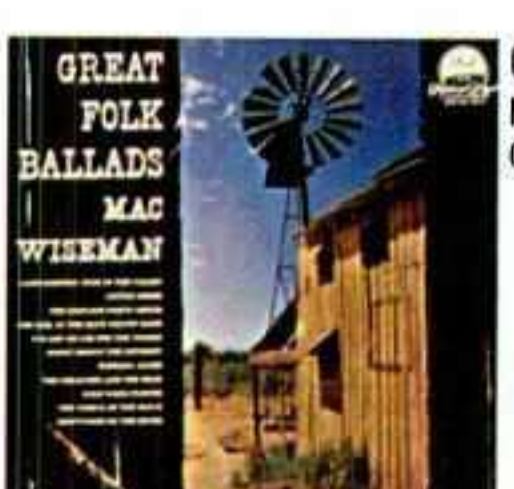
**FROM LONDON'S HIT MUSICALS**  
Highlights Of The British Productions  
of "Plain and Fancy"  
DLP-3048



**LAWRENCE IN DIXIELAND**  
Lawrence Welk  
(Stereo) DLP-25317 (Mono) DLP-3317



**THE STORY OF MURDER, INC.**  
Walter Winchell  
(narrator of "THE UNTOUCHABLES")  
(Stereo) DLP-25328 (Mono) DLP-3328



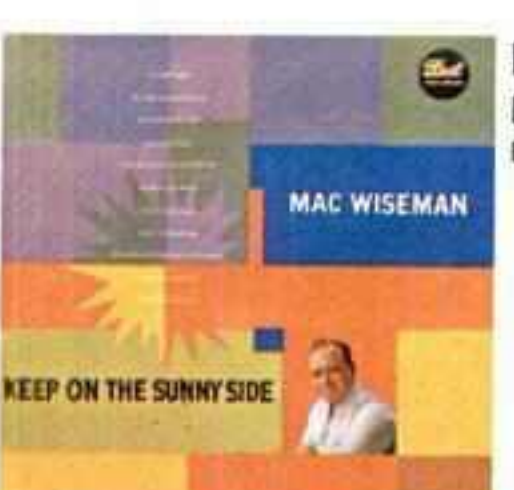
**GREAT FOLK BALLADS**  
Mac Wiseman  
(Stereo) DLP-25213 (Mono) DLP-3213



**THE GREAT MILLIONS**  
DLP-3181



**ARE YOU LONESOME TONIGHT**  
Danny Welton  
DLP-3031



**KEEP ON THE SUNNY SIDE**  
Mac Wiseman  
DLP-3336



**DOWN BEAT JAZZ CONCERT**  
(Stereo) DLP-29003 (Mono) DLP-9003



**MARGARET**  
Margaret Whiting  
(Stereo) DLP-25113 (Mono) DLP-3113



**BESIDE THE STILL WATERS**  
Mac Wiseman  
(Stereo) DLP-25135 (Mono) DLP-3135



**BALLAD FOR AMERICANS**  
Dr. Norman Söreng Wright and the  
Hollywood First Methodist Church Choir  
DLP-3171



**SPANISH AFFAIR**  
Daniele Amfitheatrof Conducting  
(From Paramount Pictures Sound Track)  
DLP-3078



**TEN TOP HITS**  
Margaret Whiting  
(Stereo) DLP-25235 (Mono) DLP-3235



**EASY DOES IT**  
Easy Williams  
DLP-3059



**TO EVERYTHING THERE IS A SEASON**  
Norman Söreng Wright Conducting The  
Hollywood Methodist Church Choir  
(Stereo) DLP-25304 (Mono) DLP-3304



**DESIRE UNDER THE ELMS**  
Elmer Bernstein Conducting  
(The Paramount Picture Sound Track)  
DLP-3095





**APRIL LOVE**  
Pat Boone and Shirley Jones  
DLP-9000



**THE FIVE PENNIES**  
Danny Kaye and Louis Armstrong  
(Stereo) DLP-29500 (Mono) DLP-9500



**CINDERELLA**  
Jerry Lewis  
(Stereo) DLP-38001 (Mono) DLP-8001



**IT STARTED IN NAPLES**  
Sophia Loren and Carlo Savina  
(Stereo) DLP-25324 (Mono) DLP-3324

**THE TEN COMMANDMENTS**  
Elmer Bernstein Conducts  
(Stereo) DLP-25054-D (Mono) DLP-3054-D



**THE BLACK ORCHID**  
From Paramount Pictures Sound Track  
(Stereo) DLP-25178 (Mono) DLP-3178

## Dot RECORDS EXTENDED PLAY ALBUMS (45 RPM)

<p><b>LEON BERRY</b> Music For Skating DEP 1028 Music For Skating 1029</p> <p><b>PAT BOONE</b> Pat Boone Sings 1049 "Pat" On Mike 1053 Pat Boone Sings Songs From "Friendly Persuasion" 1054 A Date With Pat Boone 1055 A Closer Walk With Thee 1056 "Four By Pat" 1057 Merry Christmas 1062 Tutti Frutti 1064 The Lord's Prayer 1068 Star Dust 1069 Mardi Gras 1075 Side By Side 1076 Hymns We Love 1081 All Hands On Deck 1098</p>	<p><b>PAT BOONE (cont.)</b> Tenderly 1082 I'm In The Mood For Love 1086 Beside Me 1088 Beyond The Sunset 1090 Journey To The Center Of The Earth 1091 Moonglow 1096</p> <p><b>RUSTY BRYANT AND THE CAROLYN CLUB BAND</b> All Night Long 1023 America's Greatest Jazz 1047 Rockin' With Rusty 1048</p> <p><b>THE CLARK SISTERS</b> Four By The Clark Sisters 1070</p>	<p><b>THE DELL-VIKINGS</b> Come Go With Us 1058</p> <p><b>SACHA DISTEL</b> Brigitte 1077</p> <p><b>THE FONTANE SISTERS</b> The Fontane Sisters 1019 The Fontane Sisters 1020</p> <p><b>THE HILLTOPPERS FEATURING JIMMY SACCA</b> The Hilltoppers DEP 1006 The Hilltoppers 1007 The Hilltoppers 1008 The Hilltoppers 1009 The Hilltoppers 1011 The Hilltoppers 1012</p>	<p><b>JAN &amp; ARNIE</b> Jan &amp; Arnie 1097</p> <p><b>JIM LOWE</b> Rainbow 1061</p> <p><b>ROBIN LUKE</b> Susie Darlin' 1092</p> <p><b>LEON MCAULIFF</b> Take It Away, Leon! 1063</p> <p><b>PATTY MCCORMACK</b> Kathy-O 1067</p> <p><b>THE MILLS BROS.</b> Mmmmm 1073 The Mills Brothers' Great Hits 1087</p> <p><b>EDDIE PEABODY</b> Man With The Banjo Vol. I 1024 Man With The Banjo Vol. II 1025</p>	<p><b>LOUIS PRIMA &amp; KEELY SMITH</b> Louis And Keely 1093</p> <p><b>KEELY SMITH</b> Be My Love 1094</p> <p><b>GALE STORM</b> Gale Storm 1050 Gale Storm 1051 Gale Storm 1052 Gale's Great Hits 1074</p> <p><b>THE SUNSHINE BOYS</b> The Whole World In His Hands 1065</p> <p><b>BILLY VAUGHN</b> Melodies Of Love Vol. I 1021 Melodies Of Love Vol. II 1022 The Shifting Whispering Sands 1060 Four By Billy Vaughn 1066</p>	<p><b>BILLY VAUGHN (cont.)</b> Billy Vaughn Plays The Million Sellers 1071 Sail Along Silv'ry Moon 1072 Blue Hawaii 1078 I Love You Truly 1084 Morgen 1089 Theme From A Summer Place 1095</p> <p><b>LAWRENCE WELK</b> Mr. Music Maker—Waltz Time 1079 Stereo 21079 Mr. Music Maker—Polka Time 1080 Stereo 21080 The Voices And Strings Of Lawrence Welk 1085</p> <p><b>MAC WISEMAN</b> Songs From The Hills 1027</p>
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## Dot RECORDS SQUARE DANCE MUSIC with Tommy Jackson (45 RPM)

**SQUARE DANCE WITHOUT CALLS**

1030 Arkansas Traveler Soldiers Joy Mississippi Sawyer Boil Them Cabbage Down	1032 Whistling Rufus Sally Ann Tennessee Waggoner Fiddlin' Rag	1034 Flop Eared Mule Sugar In The Gourd Bill Cheatham Liberty	1036 East Tennessee Blues Sally Goodin' Here And There Black Mountain Rag	1038 Ricketts Hornpipe I Don't Love Nobody Twinkle Twinkle Little Star Two O'Clock	1040 Blackberry Blossom Paddy On The Turnpike Up Jumped Trouble Gray Eagle	1042 Forked Deer Tom And Jerry Sally Johnson When The Leaves Begin To Turn Brown
1031 Ragtime Annie Leather Britches Uncle Joe Cripple Creek	1033 Fisher's Hornpipe Jackson's Hornpipe Texas Schottische Put Your Little Foot Right Out	1035 Chinese Breakdown Golden Slippers Lead Out Eighth Of January	1037 My Wubba Dolly Milk Cow Blues K. C. Breakdown Stones Rag	1039 Sugarfoot Rag Buffalo Gals Stoney Point Trouble Among The Yearlings	1041 Hornpipe In "A" Polk County Breakdown The Girl I Left Behind Old Joe Clark	1043 When My Cat Came Back Dusty Miller Rachel Ricestraw

## Dot RECORDS TAP DANCE MUSIC with Johnny Maddox (45 RPM)

<p><b>TAP DANCING MUSIC</b> 1013 Ida School Days Margie Swanee River</p>	<p><b>TAP DANCING MUSIC</b> 1014 Peggy O'Neil Me And My Shadow Shine Angry</p>	<p><b>MUSIC FOR TAPS</b> 1015 Blue Room Shanty In Old Shanty Town You Were Meant For Me Should I</p>	<p><b>MUSIC FOR TAP DANCING</b> 1016 Moonlight And Roses Baby Face Tea For Two Jealous</p>	<p><b>TAP DANCING MUSIC</b> 1017 Hindustan Carolina In The Morning Tip Toe Through The Tulips Avalon</p>	<p><b>TAP DANCING MUSIC</b> 1018 The Sheik Of Araby Bye Bye Black Bird Do You Ever Think Of Me Ain't She Sweet</p>
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## Dot RECORDS RAGTIME PIANO MUSIC with Johnny Maddox (45 RPM)

1000 Crazy Bone Rag St. Louis Tickle Hula Blues I Get The Blues When It Rains	1002 San Antonio Rose Bully Of The Town Under The Double Eagle My Mary	1004 Why Worry Friday Night Stomp Molly Darling Listen To The Mocking Bird	1010 Tippin' In South Of The Border Peg O' My Heart Hot Lips	1044 Johnny's Jump Hawaiian Sunset Sunrise Serenade 627 Stomp	1046 Hop Scotch Boogie Waggashoe South Of The Border Listen To That Dixie Band
1001 Memphis Blues Alabama Jubilee Sweet Georgia Brown Dill Pickles	1003 Stardust Piano Polka Near You Johnny Maddox Boogie	1005 Coconut Grove Little Grass Shack Johnny Maddox Special Sioux City Sue	1026 Crazy Otto Eight Beat Boogie Down Yonder In The Mood	1045 Flaming Mamie Bubbles In The Wine Chicago Breakdown Seems Like Old Times	



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Headliners of the music and entertainment world help you boost location revenue when you feature their names, record jackets and song titles on the selector panel of the AMI "100." And you do the choosing from the wide range of selections now available on 33 1/3 rpm stereo singles.

Programming with the AMI Top Talent "100" is completely flexible!

## POTENT PLUG FOR THE LOCATION

You can give the location a big play, too, on the same AMI "100" selector panel. It's a friendly gesture of location advertising that pays off . . . in location good will . . . in hard cash.



## STEREO ROUND!

Exclusive AMI Stereo Round brings full-range stereo beauty to every patron, without the use of remote speakers. No other coin-operated phonograph provides this major advancement.

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MUSIC WEEK**



**Radio-TV PROGRAMMING • Music-Phonograph MERCHANDISING • Coin Machine OPERATING**  
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# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

Records shown here are important to buyers and programmers because this measurement of local popularity may well indicate popularity and sales on a national scale in the weeks ahead. These records have shown sharp local sales increases during the last ten days to two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

### NEW YORK

- I CAN'T TAKE IT  
Mary Ann Fisher, Seg-way
- I DON'T LIKE IT LIKE THAT  
Bobbettes, Gone
- IMPOSSIBLE  
Gloria Lynne, Everest
- YA YA  
Lee Dorsey, Fury

### CHICAGO

- I LOVE HOW YOU LOVE ME  
Paris Sisters, Gregmark

### LOS ANGELES

- YA YA  
Lee Dorsey, Fury
- SWEETS FOR THE SWEET  
Drifters, Atlantic

### PHILADELPHIA

- BACK TO THE HOP  
Danny and the Juniors, Swan

### SAN FRANCISCO

- DRUMS  
Kenny Chandler, United Artists

### CLEVELAND

- (HE'S) THE GREAT IMPOSTOR  
Fleetwoods, Dolton

### SEATTLE

- I LOVE HOW YOU LOVE ME  
Paris Sisters, Gregmark

### NEW ORLEANS

- A VERY TRUE STORY  
Chris Kenner, Instant
- YA YA  
Lee Dorsey, Fury
- BERLIN MELODY  
Billy Vaughn, Dot
- RIDERS IN THE SKY  
Lawrence Welk, Dot

### ATLANTA

- JUST OUT OF REACH (of My Two Open Arms)  
Solomon Burke, Atlantic
- YA YA  
Lee Dorsey, Fury
- SWEETS FOR THE SWEET  
Drifters, Atlantic

### MINNEAPOLIS-ST. PAUL

- SAD MOVIES (Make Me Cry)  
Lennon Sisters, Dot

## BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

### POP

- \*YOU MUST HAVE BEEN A BEAUTIFUL BABY, BOBBY DARIN . . . . . (Remick, ASCAP) Atco 6206
- YEARS FROM NOW, JACKIE WILSON . . . . . (Merrimac, BMI) Brunswick 55219
- EVERY BREATH I TAKE, GENE PITNEY . . . . . (Aldon, BMI) Musicor 1011
- \*JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTION PLEASANT TASTING GREEN AND PURPLE PILLS, RAY STEVENS . . . . . (Lowery, BMI) Mercury 71843
- \*THE ASTRONAUT, JOSE JIMENEZ . . . . . (Bill Dona, ASCAP) Kapp 409

### C&W

- \*I WENT OUT OF MY WAY, ROY DRUSKY . . . . . (Mass-Rose, BMI) Decca 31297

### R&B

- \*BRIGHT LIGHTS, BIG CITY, JIMMY REED . . . . . (Conrad, BMI) Vee Jay 398

## Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

### Pop

#### CONNIE FRANCIS



**HOLLYWOOD** (Acuff-Rose, BMI) (2:20) — **(HE'S MY) DREAMBOAT** (Acuff-Rose, BMI) (2:40)—Here are two sock sides by the best-selling thrush. Both tunes are country-flavored items penned by John D. Loudermilk. "Hollywood," which has a slight edge, is a bluesy rhythm-rocker with good teen-appeal lyrics. Flip is a relaxed blues ballad. Standout performances. **MGM 13039**

#### ADAM WADE



**TONIGHT I WON'T BE THERE** (Paxton, ASCAP) (2:45)—Wade is in top-notch vocal form on a strong ballad with classy vibes and triangle backing. A strong side. Watch it. Flip is "Linda" (Warock, ASCAP) (2:22). **Coed 556**

#### FLOYD CRAMER



**HANG ON** (Cigma, BMI) (1:45)—**YOUR LAST GOOD-BYE** (Cigma, BMI) (2:23)—Two more power-packed items from the top flight keyboard man. First is a lively up-beat tune featuring a highly unusual rhythm. Second is a poignant ballad which, like the first, spotlights plenty of fine Cramer piano work. **RCA Victor 7907**

#### JUDY GARLAND



**ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY** (Harms, ASCAP) (3:00)—**ZING WENT THE STRINGS OF MY HEART** (Harms, ASCAP) (3:17)—Two dynamic tracks from the songstress' "Judy at Carnegie Hall" LP. Sides feature the girl's explosive and expansive voice, and both can be expected to garner wide air play. **Capitol 4624**

#### LITTLE CAESAR AND THE ROMANS



**MEMORIES OF THOSE OLDIES BUT GOODIES** (Maravilla, BMI) (2:38)—**FEVER** (Lois, BMI) (2:46)—Caesar and the group put two goodies back to back here. First is a follow up to their recent smash in the same teen groove. The second side is a relaxed treatment of the Little Willie John hit of some years back that also scores. **Del-Fi 4166**

#### HELEN SHAPIRO



**YOU DON'T KNOW** (Edward B. Marks, BMI) (2:42)—The British thrush has had a No. 1 hit in England with much authority and it should have a strong chance here, too. Watch it. Flip is "Marvelous Lie" (Jerome, ASCAP) (2:22). **Capitol 4627**

#### THE MAJESTICS



**OASIS PART II** (Czar, BMI) (2:10)—Here's a side with drums pounding with tribal savagery. Wild guitar and tenor passages of blues figures are brought in against the drums. A standout rhythm side that could break loose. Flip is "Oasis Part I" (Czar, BMI) (2:11). **Chanson 1006**

### Country

#### THE LOUVIN BROTHERS



**HOW'S THE WORLD TREATING YOU** (Acuff-Rose, BMI) (2:34)—**IT HURTS ME MORE (THE SECOND TIME AROUND)** (Tree, BMI) (2:22)—Two fine sides, with the first—which marks the debut of the new cleffing team of Boudleaux Bryant and Chet Atkins—a strong piece of ballad wax with pop overtones. The flip is more in the traditional groove and solid for that market. **Capitol 4628**

#### GEORGE HAMILTON IV



**TO YOU AND YOURS** (Tree, BMI) (2:41)—Hamilton turns in a powerful hunk of chanting on a telling country ballad. Two old sweethearts are getting married but to other parties. From the album "To You and Yours." Watch this one. It has a chance. **RCA Victor 7934**

#### HANK SNOW



**I KNOW** (Pamper, BMI) (2:05)—**THE RESTLESS ONE** (Hank Snow, BMI) (2:35)—Two neatly contrasting sides by the great Canadian country chanter. On top is a warm ballad, delivered in meaningful tones. Flip has a "train" styled rhythm and it's in the traditional groove. Either way here. **RCA Victor 7933**

(Continued on page 54)





IS SWINGING  
WITH 2 BIG  
SIDES!



"BACK  
TO  
THE  
HOP"

and

"THE  
CHARLESTON  
FISH"

by

DANNY  
and the  
JUNIORS

Swan 4082



1703 Jackson Street

Philadelphia, Penna.

PHONE: HOward 5-3700

The pick of the new releases:

## SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

• Continued from page 53

### Spiritual

#### STAPLE SINGERS



**DON'T KNOCK** (Conrad, BMI) (2:20) — I'VE BEEN SCORNF (Conrad, BMI) (2:46)—Two standout sides by the renowned group. On top the lead is in rare form with the group offering a chanted response. Flip follows the same framework and has equal soul. This can sell plenty of copies. **Vee Jay 902**

## SPECIAL MERIT SINGLES

The following records have been picked for outstanding merit in their various categories because, in the opinion of the Billboard Music Staff, they deserve exposure.

### Pop Talent

#### LOU RAWLS

★★★★ **THAT LUCKY OLD SUN** (Robbins, ASCAP) (2:07)

★★★★ **IN MY HEART** (Kegs, BMI) (2:23)

★★★★  
**STRONG SALES POTENTIAL**

#### POPULAR

##### DEL AND THE ESCORTS

★★★★ **Someone to Watch Over Me**—ROME 103—Other revivals of old hits, employing the "sick" lead technique have drawn plenty of action, and this has a chance, too. Del, in this case, is a chick, and she gets pounding, triplet support and a "sho bee doo" assist from the boys. Deserves a listen. (New World, ASCAP) (2:30)

★★★★ **Baby Doll**—A rhythm side, with a "bomp bomp bomp" backing by the boys, behind Del's simple lead. Two interesting sides. (December and Steary, BMI) (2:03)

##### JERRY LEE LEWIS

★★★★ **Save the Last Dance for Me**—SUN 367—A showmanly reading by Lewis on the infectious recent hit for the Drifters and Damita Jo. Could break out again, especially with this solid, rocking performance. (Rumbalero, BMI) (1:48)

★★★★ **As Long as I Live**—Lewis' pounding piano is spotlighted behind the hard-driving vocal on solid rhythm-rocker, with gospel flavor. Two fine efforts. (Eoral, BMI) (2:25)

##### SANDY NELSON

★★★★ **Let There Be Drums**—IMPERIAL 5775—A pounding drum solo is highlighted on this exciting instrumental. It builds strongly and Nelson could have a hit. Watch this one. (Travis, BMI) (2:14)

★★★★ **Quite a Beat!**—An exotic theme is handed an interesting instrumental treatment with more standout drum solo work. Persuasive efforts both ways. (Travis, BMI) (1:52)

##### RITCHIE ADAMS

★★★★ **Two Initials (In a Heart)**—BELTONE 1011 — A fetching Latin rhythm marks this arrangement, showcasing a bright vocal by Adams. Wax has a chance. (We Three, BMI) (2:12)

★★★★ **What Took You So Long**—Adams asks this question in slow tempo, to a backing of violins and a triplet figure. Flip has a slight edge. (Lescay, BMI) (2:26)

##### RICKY ALLEN

★★★★ **You'd Better Be Sure** — AGE 29102—Solid vocal on a blues-oriented tune. Allen's chanting is backed by an interesting instrumental arrangement. Honking horns give it a ride, too. (Melva) (2:15)

★★★★ **You Were My Teacher** — The chanter gives out with a really soulful performance here. It's in slow, relaxed tempo, with a solid beat. Tune is a bluesy, satisfying one. (Melva) (2:08)

##### CARL DOBKINS JR.

★★★★ **A Chance to Belong** — DECCA 31301—A pleasant medium-beat pleader ballad. Dobkins turns in a fine vocal against good rhythm and strings accompaniment. A smart styling that can get plays. (January, BMI) (2:09)

★★★★ **Sawdust Dolly** — A novelty-styled rocker. Another good performance by Dobkins and one that could also get spins. (Leeds, ASCAP) (2:10)

##### SLEEPY KING

★★★★ **Pushin' Your Luck**—JOY 257—A smart, snappy rhythm tune, well arranged. King hands it a stylish vocal. Catchy side that has a chance. Worth watching. (Drury Lane, BMI) (2:13)

★★★★ **The King Steps Out**—An instrumental with a lot of color. Organ takes the lead but there's a big band back-stopping all the way. Smartly scored wax. (Joy, ASCAP) (2:03)

##### ANDY ROSE

★★★★ **You Weren't There** — CORAL 62284—Rose chants a rhythm ditty about the gal who didn't show for her wedding day. Pleasant vocalizing by the chanter, with a vocal chorus. (Champion, BMI) (2:01)

★★★★ **Don't Ask Me (To Be Lonely)**—A slow rockaballad with a rippling piano and

### SINGLES REVIEW POLICY

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

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

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

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

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

vocal group in the background. Rose hands it a sincere reading. Two good efforts. (Real Gone, BMI) (2:27)

##### ANITA BRYANT

★★★★ **The Wedding**—COLUMBIA 42148—A slow and delicately thrashed ballad about a gal on her way to the trip down the aisle. Simple, soft backing builds and builds into a climactic finish. Strong wax. Watch it. (Regent, BMI) (2:38)

★★★★ **Seven Kinds of Lonesome**—Miss Bryant bows on the label with a strong, country-styled ballad. The message is one of heartbreak and she gets the weepy quality into the lyric. A nice side that could grab plays. (Post, ASCAP) (2:33)

##### ARETHA FRANKLIN

★★★★ **Operation Heartbreak**—The gal delivers a slow, triplet-backed ballad with much spirit and style. She works with a chorus and a fine ork backing here. Watch this side. (Blackwood, BMI) (2:21)

★★★★ **Rock-a-Bye Your Baby With a Dixie Melody**—Tune tune has had many go-arounds, but none like this smart, jazzy version, delivered by the classy thrush. She hands it much spirit and jocks will likely give it attention. (Warock-Mills, ASCAP) (2:47)

##### RED FOLEY

★★★★ **South**—DECCA 31302—The great jazz standard gets a solid performance by Folely—indicating what has always been known to the discerning—that Folely is very strong on pop as well as country material. (Peer International, BMI) (2:30)

★★★★ **Dear Young Lovers**—Foley sings a ballad on this side. It's a pop-oriented arrangement with a triplet figure and a chorus. Fine job. (Earl Barton, BMI) (2:27)

##### CHARLIE RICH

★★★★ **Just a Little Bit Sweet**—PHILIPS 3572—Jaunty, gospel-styled backing highlights this bouncy side, with a personable vocal by Rich. (Knox, BMI) (2:18)

★★★★ **It's Too Late**—A wistful ballad is sung with sincerity and heart by Rich. Both sides have a chance. (Tidelands, BMI) (2:38)

##### MIMI BENZELL

★★★★ **As Simple as That**—RCA VICTOR 47-7937—Pretty ballad is sung sweetly by the ex-Metopera canary. Miss Benzell co-stars with Weede in the forthcoming musical "Milk and Honey," and Victor is pitching them as singles artists. Tune is from the show. (Vogue, BMI) (2:59)

★★★★ **Shalom**—Robust rendition of the lively theme from the forthcoming musical "Milk and Honey." Both sides should pick up jockey play, particularly on "good music" stations. (Vogue, BMI) (2:28)

##### THE ACCENTS

★★★★ **Where Can I Go?**—SULTAN 45-5500—The melody has a sad, haunting strain, with the lead singer doing a good job carrying the vocal. Good interest here. (Shapiro-Bernstein, ASCAP) (2:39)

★★★★ **Rags to Riches**—A bouncing vocal. Again, lead chanter does a solid job, with remaining group providing a gimmicked accompaniment. (Saunders, ASCAP) (2:05)

##### THE TARGETS

★★★★ **It Doesn't Matter**—KING 45-5538—Feelingful reading by the lead and group on a wistful rockaballad. Two nice efforts. (Vegas-Louis, BMI) (2:15)

★★★★ **Girls, Girls, Girls** — Showmanly warbling by the lead singer on a fast-moving, rhythm item with a lively tempo. (Vegas-Louis, BMI) (1:50)

##### THE OTHER FIVE

★★★★ **Tuesday Night and Wednesday Morning**—GREGMARK 7—Blues-based instrumental in slow tempo. Arrangement has a growling horn prominently featured. Interesting wax. (Gregmark, BMI) (2:10)

★★★★ **Talk That Talk** — Blues-oriented rocker with a relaxed rhythm and a melody built on a catchy riff. (Gregmark, BMI) (2:06)

##### THE FULLER BROS.

★★★★ **Moon River**—CHALLENGE 9119—There are nine other versions of this dreamy theme from "Breakfast at Tiffany's" movie, but this one merits spins too. A wistful, romantic group vocal effort. Nice jockey side. (Famous, ASCAP) (2:43)

★★★ **Framed, Convicted & Condemned** (Jat-Textical, BMI)

##### THE CORSAIRS

★★★★ **Time Waits**—TUFF 1715 — The lead has some of the touches of Ben E. King and Sam Cooke on this good ballad performance. Guitars and fiddles work with the voices in the backing. (Winlyn, BMI) (2:15)

★★★★ **It Won't Be a Sin** (Annie-Earl, ASCAP) 2:27

##### RICKY AGE

★★★★ **I Understand (Just How You Feel)**—DOT 45-16261—The hit of a number of years ago gets a nice reading by the young girl with good backing from the combo and vocal chorus. (Jubilee, ASCAP) (2:23)

★★★ **Every Time (You're Mine)**—(Jubilee, ASCAP) (2:23)

##### THE FRONTIERS

★★★★ **Oh! Nurse** — KING 45-5534 — A frantic rhythm-rocker is wrapped up in an exciting ork and vocal treatment with a bright, bouncy beat. (Stebrita, BMI) (2:20)

★★★ **The Nearest Thing to Heaven**—(Stebrita, BMI) (2:20)

##### THE HOT TAMALES

★★★★ **No Help Wanted**—AC 45-3500—A rock and roll version of Bill Carlisle's hit of years ago. Typical honking horns in this reading. (Acuff-Rose, BMI) (2:38)

★★★ **Boney Maronie** (Venice, BMI) (3:17)

##### BOBBY MITCHELL

★★★★ **Mama Don't Allow**—RON 342—The teen trade might go for this rocking treatment of "Mama Don't Allow." The lyrics of the oldie have been changed to fit the teen market with references to dance steps instead of musical instruments. (Ron Pub. and Sho Biz, BMI)

★★★ **There's Only One of You**—(Ron Pub. and Sho Biz, BMI)

##### RAY AND BOB

★★★★ **Air Travel** — LEDO 302-3 — A rocker with a fetching beat and a relaxed quality. Lyric has a touch of novelty, and there's an infectious drum figure. (Eureka, BMI) (2:15)

★★★ **Palms of Paradise**—(Eureka, BMI) (2:10)

##### HONORABLE FATS WILSON

★★★★ **Quit Eatin'**—ROBBEE 116—A rockin' novelty about a youngster who eats too much. Girls' chorus adds a lot. Cute side that could move. (Jeff-Paul and Starfire, BMI) (2:22)

★★★ **Over Again**—Jeff-Paul and Starfire, BMI) (3:30)

##### OTT STEPHENS

★★★★ **Oh Broken Hearted Me**—PEACH 749—Essentially a weeper in its lyrical content, this side has a solid beat and a swiny instrumental arrangement behind the vocal. (Yonah, BMI) (2:01)

★★★ **Only a Friend**—(Yonah, BMI) (2:29)

★★★ **MODERATE  
SALES POTENTIAL**

##### JEANETTE (BABY) WASHINGTON

★★★ **There You Go Again** — ★★★ **Don't Cry, Foolish Heart**. ABC-Paramount 10245.

##### JORDAN AND THE FASCINATIONS

★★★ **My Baby Doesn't Smile Anymore** —★★★ **Love Will Make Your Mind Go Wild**. DAPT 207.

##### THE BLUE CHIPS

★★★ **Let It Ride**—★★★ **Adios, Adios**. RCA VICTOR 47-7935.

##### MURRY KELLUM

★★★ **River of Tears**—★★★ **Nine Pound Hammer**. K AND M 503.

##### LOU AND THE KAREN'S "2"

★★★ **Mile High City** — ★★★ **Dream Girl**. FIONA 100.

##### TROY AND THE T-BIRDS

★★★ **Twist**—★★★ **Take Ten**. 7 ARTS 710.

##### JOHNNY GRIFFIN

★★★ **The Guns of Navarone**—★★★ **Soft and Furry**. RIVERSIDE 4506.

##### BOB CREWE

★★★ **I'm Going Home** — ★★★ **One More Lie**. ABC-PARAMOUNT 10246.

##### SAMMY TAYLOR

★★★ **Could This Be Love** — ★★★ **Switchin' in the Kitchen**. JALYNNE 109.

##### THE ED TOWNSEND ORCH.

★★★ **Ed Townsend's Boogie Woogie** (Part I)—★★★ **Ed Townsend's Boogie Woogie** (Part II)—CHALLENGE 9118.

##### JOHNNY ADAMS

★★★ **Life Is Just a Struggle** — ★★★ **I Solemnly Promise**—RIC 983.

##### CLIFF BENNETT

★★★ **I'm in Love With You** — ★★★ **You've Got What I Like**—CAPITOL 4621.

##### THE SHARKS

★★★ **Big Surf** — ★★★ **Spookareno** — SALEN 1003.

##### RICHARD BERRY

★★★ **I'm Your Fool**—★★★ **In a Real Big Way**—K & G 45-9001.

##### THE CARAVELLES

★★★ **Angry Angel**—★★★ **Pink Lips**—STAR MAKER 1925.

(Continued on page 60)





# FARON YOUNG'S BACKTRACK

C/W

I CAN'T FIND THE TIME

NO. 4616



## SELLING EVERYWHERE



# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPTEMBER 17

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	7
2	6	MY TRUE STORY	By Adams-Rene—Published by Lescay (BMI)	4
3	12	HURT	By J. Crane-A. Jacobs—Published by Miller (ASCAP)	6
4	11	TAKE GOOD CARE OF MY BABY	By King-Goffin—Published by Aldon (BMI)	3
5	3	WOODEN HEART (Muss I Denn)	By Wise-Weisman-Twomey-Kaempfert—Published by Gladys (ASCAP)	8
6	2	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Lescay (BMI)	15
7	9	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (on the Bedpost Overnight)	By Rose-Bloom-Breuer—Published by Mills (ASCAP)	4
8	4	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	By Hampton-D. Burton—Published by Sequence (ASCAP)	7
9	10	WITHOUT YOU	By Johnny Tillotson—Published by Ridge (BMI)	3
10	25	WHEN WE GET MARRIED	By Don Hogan—Published by Eisher (BMI)	2
11	16	WHO PUT THE BOMP (in the Bomp, Bomp, Bomp)	By Barry Mann-Jerry Goffin—Published by Aldon (BMI)	3
12	15	LITTLE SISTER	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	3
13	5	AS IF I DIDN'T KNOW	By Kusik David—Published by Winneton-Glenville (BMI)	5
14	8	I FALL TO PIECES	By Harlan Howard & Cochran—Published by Pamper (BMI)	5
15	20	CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	2
16	22	THE MOUNTAIN'S HIGH	By St. John—Published by Odin (ASCAP)	2
17	23	(Marie's the Name) HIS LATEST FLAME	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	2
18	18	I JUST DON'T UNDERSTAND	By Marijohn Wilkin-Kent Westbury—Published by Cedarwood (BMI)	3
19	7	SCHOOL IS OUT	By Anderson-Barge—Published by Pepe (BMI)	7
20	24	A LITTLE BIT OF SOAP	By B. Russell—Published by Mellin (BMI)	3
21	29	BIG COLD WIND	By Mosley-Elgin—Published by Gil (BMI)	2
22	13	DON'T BET MONEY HONEY	By Scott—Published by Figure (BMI)	6
23	—	FRANKIE AND JOHNNY	Adapted by Brook Benton—Published by Ben-Day (BMI)	1
24	19	AMOR	By Skylar-Ruiz-Mendez—Published by Peer (BMI)	3
25	—	MORE MONEY FOR YOU AND ME MEDLEY	Medley—Various	1
26	—	I'LL NEVER SMILE AGAIN	By Ruth Lowe—Published by Pickwick (ASCAP)	1
27	14	LAST NIGHT	By Mar-Keys—Published by East-Bias (BMI)	8
28	27	NAG	By Crier—Published by Selma (BMI)	2
29	—	ONE TRACK MIND	By M. Rene-B. Lewis—Published by Lescay (BMI)	1
30	—	BLESS YOU	By B. Mann-C. Weil—Published by Aldon (BMI)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. MICHAEL** — Highwaymen, United Artists 258.
- 2. MY TRUE STORY** — Jive Five, Beltone 1006.
- 3. HURT**—Timi Yuro, Liberty 55343.
- 4. TAKE GOOD CARE OF MY BABY**—Bobby Vee, Liberty 55354.
- 5. WOODEN HEART (Muss I Denn)** —Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234; Dave Kennedy, Cucca 1036.
- 6. TOSSIN' AND TURNIN'**—Bobby Lewis, Beltone 1002.
- 7. DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)**—Lonnie Donegan, Dot 15911.
- 8. YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)** —Ral Donner, Gone 5108.
- 9. WITHOUT YOU**—Johnny Tillotson, Cadence 1404.
- 10. WHEN WE GET MARRIED** — Dreamlovers, Heritage 102.
- 11. WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)**—Barry Mann, ABC-Paramount 10237.
- 12. LITTLE SISTER**—Elvis Presley, RCA Victor 7908.
- 13. AS IF I DIDN'T KNOW**—Adam Wade, Coed 553.
- 14. I FALL TO PIECES**—Patsy Cline, Decca 31205.
- 15. CRYIN'**—Roy Orbison, Monument 447.
- 16. THE MOUNTAIN'S HIGH** — Dick and DeeDee, Liberty 55350.
- 17. (Marie's the Name) HIS LATEST FLAME**—Elvis Presley, RCA Victor 7908.
- 18. I JUST DON'T UNDERSTAND** — Ann-Margret, RCA Victor 7894.
- 19. SCHOOL IS OUT**—Gary (U. S.) Bonds, LeGrand 1009.
- 20. A LITTLE BIT OF SOAP**—Jarmels, Laurie 3098.
- 21. BIG COLD WIND** — Pat Boone, Dot 16244.
- 22. DON'T BET MONEY HONEY** — Linda Scott, Canadian-American, 127.
- 23. FRANKIE AND JOHNNY**—Brook Benton, Mercury 71859.
- 24. AMOR**—Ben E. King, Atco, 6203; Bing Crosby, Decca 23914.
- 25. MORE MONEY FOR YOU AND ME MEDLEY**—Four Preps, Capitol 4599.
- 26. I'LL NEVER SMILE AGAIN** — Platters, Mercury 71847; Wanderers, Cub 9094.
- 27. LAST NIGHT**—Mar-Keys, Satellite 107.
- 28. NAG**—Halos, Seven Arts 709.
- 29. ONE TRACK MIND** — Bobby Lewis, Beltone 1012.
- 30. BLESS YOU**—Tony Orlando, Epic 9452.

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

the pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 32

### BACH ORGAN FAVORITES



**E. Power Biggs, Columbia MS 6261 (Stereo & Monaural)**—This album of "Bach Organ Favorites" should be whisked off the shelves in great haste since it's a remarkable rendition of the Bach pieces by E. Power Biggs on the unique Flentrop organ. The new instrument is housed in the Busch-Reisinger Museum at Harvard University where this package was recorded. Selections include the war horse of organ music, "Tocatta and Fugue in D Minor" as well as "Fugue in C Minor" and "Fugue in G Minor."

### BELLINI: NORMA (3-12")



**Marla Callas and Various Artists, Angel 3615 C-L (Stereo)**—A brand-new recording of the Bellini opera, and the first available in stereo. The diva, Callas, was heard earlier on another Angel complete opera recording, Angel 3517. This is another outstanding La Scala production, under the knowing hand of conductor Tullio Serafin, and features the singer in the same role in which she made her American debut in 1954. The recording also features Franco Corelli, Christa Ludwig, Nicola Zaccaria, Edda Vincenzi and Piero de Palma. A performance of outstanding merit, with a 20-page booklet of English-Italian libretto and notes on the work and the artists.

### RUBINSTEIN



**Arturo Rubinstein, RCA Victor LD 2554**—An outstanding production. Here are two of the most popular works of the French composer packaged in a manner that's bound to appeal to piano music buyers. The Rubinstein name and performance in themselves are virtually enough to sell the set. Beyond this, there is an artful brochure enclosed with a fascinating written history of the Chopin legend. Connoisseurs will certainly grab for this set over most others available of either work.

### BRAHMS: CONCERTO FOR VIOLIN AND CELLO



**Heifetz, Piatigorsky, RCA Victor LD 2513**—With artists of such high caliber as violinist Jascha Heifetz and cellist Gregor Piatigorsky, there is no question of meeting the technical demands of the work presented here. These masters eloquently capture the full romantic and lyric qualities of the Brahms double concerto. Alfred Wallenstein, as conductor, ably contributes to the well-integrated performance. There are other excellent renditions, but this album (one of RCA Victor's Soria series) is certainly one of the best interpretations available.

### Country & Western Low Price

#### THE SOUTHERN CANNONBALL



**Hank Snow, RCA Camden CAL-680**—A great low-priced c.&w. package. Dealers with customers in this field should point out that the disk contains a batch of great performances, some of the tunes being in the Jimmie Rodgers tradition, such as "My Blue Eyed Jane." Others, like "Southern Cannonball" and "There Wasn't an Organ at Our Wedding," are also powerful.

### Children Low Price

#### THE TALE OF PETER RABBIT



**Vivien Leigh, Wonderland 1434**—Parents will be more attracted by the name, Vivien Leigh, than kiddies, but the latter should be eminently happy with this delightful retelling of the children's classic, and indeed, one that has not been done to death on disks. Miss Leigh tells the story of Peter Rabbit plus Squirrel Nutkin and she's well assisted by an excellent cast. The story is punctuated with a number of sprightly original tunes and the work is directed by the well-known maestro, Cyril Ornadel. An excellent production with a simple, effective cover.

### Sound

#### STEREO ACTION GOES HOLLYWOOD



**Marty Gold and His Orchestra, RCA Victor LSA-2381 (Stereo)**—A companion piece of sorts to the recently released "Stereo Action Goes Broadway" set by Dick Schory, this fine new set features the colorful, versatile arranging skill of Marty Gold, employing three exciting instrumental combinations playing hit songs from the Hollywood movie realm. Spatial and movement effects are highly realistic and should command plenty of attention. Die-cut cover can also get its share of interest.

### Band

#### SOUSA ON REVIEW



**Eastman Wind Ensemble (Fennell), Mercury SR 90284 (Stereo & Monaural)**—Aficionados of march band music will really like this reading of Sousa material. The Eastman band swings into the martial spirit of the music with much enthusiasm. The playing is perfection and the selections are top-flight. Among some of the 12 tracks are "Golden Jubilee," "The National Game," "Pride of the Wolverines," and "The Rifle Regiment."

(Continued on page 58)



# The Record that Started it all **THE ORIGINAL!**

## A NEW STAR

**SUE**



**THOMPSON**

# "SAD MOVIES"

(Make Me Cry)

Written by John D. Loudermilk

c/w

# "NINE LITTLE TEARDROPS"

Hickory 1153

*Hickory*

Records  
2510 Franklin Road  
Nashville 4, Tennessee



# Reviews of New Albums

Continued from page 56

## POP LP'S

★★★★  
STRONG SALES POTENTIAL

★★★★ I HAVE DREAMED  
Doris Day. Columbia CS 8460 (Stereo & Monaural)—The star's expressive, tasteful vocal talents are effectively showcased on a group of romantic standards and oldies—each keyed to a "dreamy" lyric theme. The line-up—all fine jockey wax—includes the title tune, "I'll Buy That Dream," and "When I Grow Too Old to Dream." Strikingly beautiful photo of the canary gives cover strong display value.

himself at piano. The excellence of the LP as a whole, effective use of stereo positioning, and release timed with showing of the "West Side" motion picture all should aid in sales of the album.

★★★★ DREAM DANCING MEDLEY  
Ray Anthony. Capitol ST 1608 (Stereo & Monaural)—Ray Anthony puts aside his night club routine to play and conduct a very fine recording ork through 30 standards tailor-made for adult dancing and dreaming. Sides are composed of ballads in an easy fox trot tempo. Among the more prominent titles are: "The Man I Love," "Tis Autumn," "S Wonderful," "Soon," "Dancing in the Dark," and "September in the Rain." Strong wax that can follow up the success of earlier items in the "Dream Dancing" series.

★★★★ STAGE LEFT, STAGE RIGHT  
Jack Pleis. Columbia CS 8462 (Stereo & Monaural)—Here's a spinnable package, one of Columbia's new sound series, which should appeal to sound bugs as well as jocks in search of listenable show music for programming. The attractive ork treat-

★★★★ THE KIRBY STONE FOUR AT THE PLAYBOY CLUB  
Columbia CS 8446 (Stereo & Monaural)—Kirby Stone Four fans should get a kick out of this in-person performance at Chicago's Playboy Club. The set is studded with the group's well-known routines complete with gags and snappy patter. Another feature is the funny impressions of a number of showbiz personalities and parody on tunes that come across well on the album. Things move along at a rapid pace with swinging versions of "Zing Went the Strings of My Heart." Some of the funny stuff has a slightly bluish tint, but its all done in good fun and should offend few.

★★★★ LET'S DANCE DANCE DANCE  
David Carroll and His Orchestra. Mercury SR 60649 (Stereo & Monaural)—Bright dance music stylings are offered by the Carroll group, featuring neat arrangements spotlighting alternately reeds, brass, rhythm, etc., in both ensemble and solo form. Familiar tunes of the age of the great bands like "It's a Wonderful World," "Good Mornin'," "Muskrat Ramble" and "Castle Rock," are all featured. There is even an occasional touch of the typical ballroom dance band as exemplified by earlier Lawrence Welk aggregations. Pleasant stuff with a wild looking platinum blonde in three different poses on the cover. This alone should grab plenty of second glances.

★★★★ THE MILLS BROTHERS GREAT HAWAIIAN HITS  
Dot DLP 25368 (Stereo & Monaural)—The veteran group is in fine vocal form on this package of relaxed, romantic, Hawaiian-styled tunes. Deejays should find many spinnable sides, among them "Blue Hawaii," "Sweet Lullaby," "Hawaiian Wedding Song," and "Trade Winds."

★★★★ FABULOUS SONGS OF THE 40'S  
Charlie McKenzie. Dot DLP 25379 (Stereo & Monaural)—Stereo fans who like the dual piano sound will find many pleasurable moments with this LP. The stereo separation is such that the stereo bug gets a question and answer effect from pianist McKenzie's interpretations of 12 tunes that should easily be identified by the "over 30" set. Actually, pianist McKenzie has double-tracked one piano melodic line against the other which makes the very definitive separation. Some of the titles are: "Foolish Heart," "Candy," "If I Loved You," and "So In Love."

★★★★ MOVIN' ON  
Dauphin Trio. Epic BN 606 (Stereo & Monaural)—Here's another listenable package of folk-styled items, warbled with youthful drive and enthusiasm by the youthful trio. Should have particularly strong appeal for the college market. Tunes include "Bowling Green," "Mule Skinner Blues," "Drill, Ye Tarriers," and "Travelin'."

★★★★ KENTON'S WEST SIDE STORY  
Stan Kenton. Capitol ST 1609 (Stereo & Monaural)—Arranger Johnny Richards is responsible for the sometimes wild, sometimes mournful, but always interesting reading by the Kenton band of the "West Side Story" score. Kenton has assembled a huge ork to play the exciting music from the show and top-flight stereo recording makes the listener's room jump with the life of the music. Naturally there are good doses of jazz in the set and some fine solo highlights by Kenton

★★★★  
MODERATE SALES POTENTIAL

★★★ GALAXY  
Various Orchestras. Mercury PPSD 3-12 (Stereo & Monaural), .....  
★★★ ALVINO REY! HIS GREATEST HITS  
Dot DLP 25391 (Stereo & Monaural).  
★★★ ENGLAND'S EMINENT REGINALD DIXON  
Capitol ST 10285 (Stereo & Monaural).

ments are spotlighted on 30 different old show tunes from 10 Broadway shows, including "Ziegfeld Follies," "Rio Rita," and "Irene."

★★★★ BO DIDDLEY IS A LOVER  
Checker LP 2980—The unique Bo Diddley rhythmic stamp is prominently in evidence on this singing LP from the blues-oriented singer guitarist. Most of the material is in the medium up-tempo groove with fine background support coming from a femme vocal group and charging combo. Besides the title tune the other titles include "Not Guilty," the instrumental "Back Home," "Bo Diddley Is Loose," and "Love Is a Secret."

★★★★ 25 YEARS OF RHYTHM & BLUES HITS (VOL. 2)  
Various Artists. King 749—King Records has released 16 former hit sides culled from the firm's archives and some leased masters. Sides cover, as in Volume 1, some of the truly greats of the r.&b. market. Bill Doggett, James Brown and the Famous Flames, the Platters, Tiny Bradshaw, Bullmoose Jackson, and Otis Williams are all represented. Also included is a waxing of "Tossin' and Turnin'" by Bobby Leis. Emphasis on old-line material these days should make this a fine pop seller.

## LOW PRICED POPULAR

★★★★ WHIFFENPOOF SONG AND OTHER FAVORITES  
Robert Merrill. RCA Camden CAL-628—Name value should sell this one, as the popular Metopera baritone offers a recital of rather typical baritone tunes—like "Sylvia," "Drink to Me Only," "Trees," "Jeanie with the Light Brown Hair," and the title tune. Merrill's recent repeated exposure on the Jack Paar TV show will, of course, expand the market for this merchandise.

★★★ EVERYTHING GOES!  
George Stravo and His Orchestra. Epic BN 607 (Stereo & Monaural).  
★★★ RHYTHM IN MOTION  
Johnny Williams and His Orchestra. Columbia CS 8467 (Stereo & Monaural).  
★★★ VOICES IN MOTION  
Conducted by Simon Rady. Columbia CS 8465 (Stereo & Monaural).

## JAZZ LP'S

★★★★  
STRONG SALES POTENTIAL

★★★★ FIREHOUSE FIVE PLUS TWO AROUND THE WORLD!  
Various Artists. Good Time Jazz M 12044—The traditional jazz, of Dixieland jazz fad, which is once more creeping back to this country (from which it originally sprang seven or eight years) is the perfect market for this latest Firehouse Five Plus Two LP. The group, which has had substantial sales through the last five or six years, plays a series of 12 tracks, all done in the Dixie vein, that are representative (at least to Tin Pan Alley) of as many countries of the world. Some

of the titles are: "Hindustan," "Russian Lullaby," "Lady of Spain," and "Isle of Capri."

★★★★ SONNY STITT AT THE D. J. LOUNGE  
Argo LP 683—The saxophone style of Sonny Stitt comes across with all its melodic strength on this "recorded live" LP. Stitt plays both tenor and alto sax on the date which was cut in McKie's Disc Jockey Lounge in Chicago. The group gets cooking on a number of the sides and all are done with much taste and a good helping of excitement. John Board shares solo spotlights with Stitt as does organist Edward Buster. Should be a natural for jazz collectors who like their modern hot.

★★★★ HAPPY GROUND!  
Johnny Lytle Trio. Jazzland JLP 9448 (Stereo & Monaural)—A wonderfully swinging album from this small group. The trio, composed of vibes player John Lytle, Milt Harris on organ and drummer Peppy Hinnant, plays eight very agreeable tracks, five of which are standard tunes. This unique combination of instruments gets a highly flexible and infectious sound and rhythmic feeling. The two melodic instrument soloists have a fine light touch and pleasing inventive sense.

★★★★ TOGETHER AGAIN!  
Teddy Edwards and Howard McGhee. Contemporary M 3588—Title refers to the 1945-'47 couplings of Edwards and McGhee during the bebop era. This package is full of enthusiasm and drive-modern with a sensitivity for the roots. This reviewer found it exciting and mature musicianship. Phineas Newborn Jr. is on piano, with Ray Brown on bass and Ed Thigpen on drums. "Up There," "You Stepped Out of a Dream," "Misty" are included.

★★★★ MISIRLOU  
The Jimmy Neely Trio. Tru-Sound TRU 15002—Prestige Records' new pop-styled subsid, Tru-Sound, has a highly listenable LP here by the young pianist Jim Neely, who follows an Ahmed Jamal groove. There are highly individual touches too, as might be expected. The group sticks closely to established standards like the title tune, "Time After Time," "Witchcraft" and "Gone With the Wind." These are played for the most part in medium or ballad tempo. Much of the material might appeal to jocks who prefer tasteful treatments in a commercial jazz vein.

(Continued on page 64)

### LP REVIEW POLICY

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

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's, with limited sales potential, are listed following the Three-Star albums.

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

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

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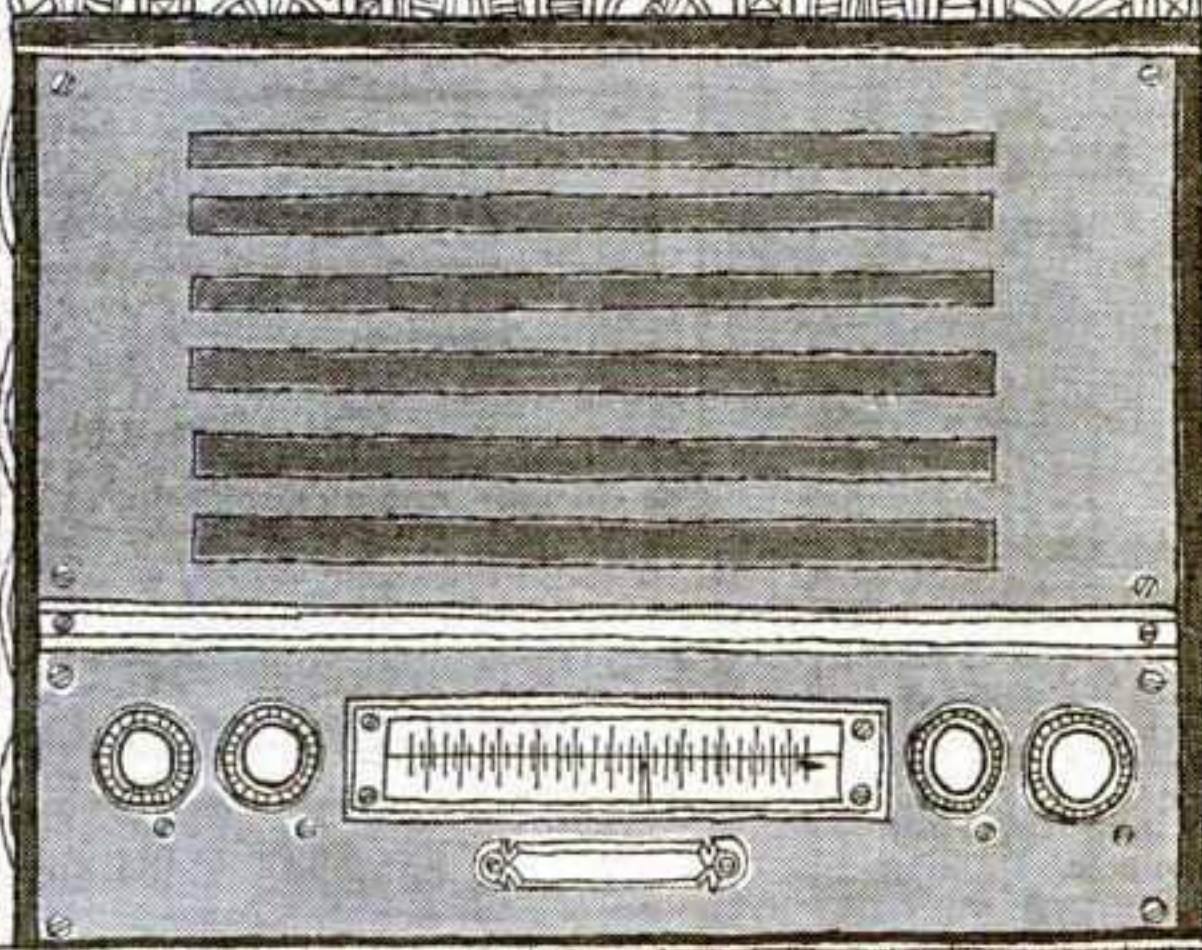
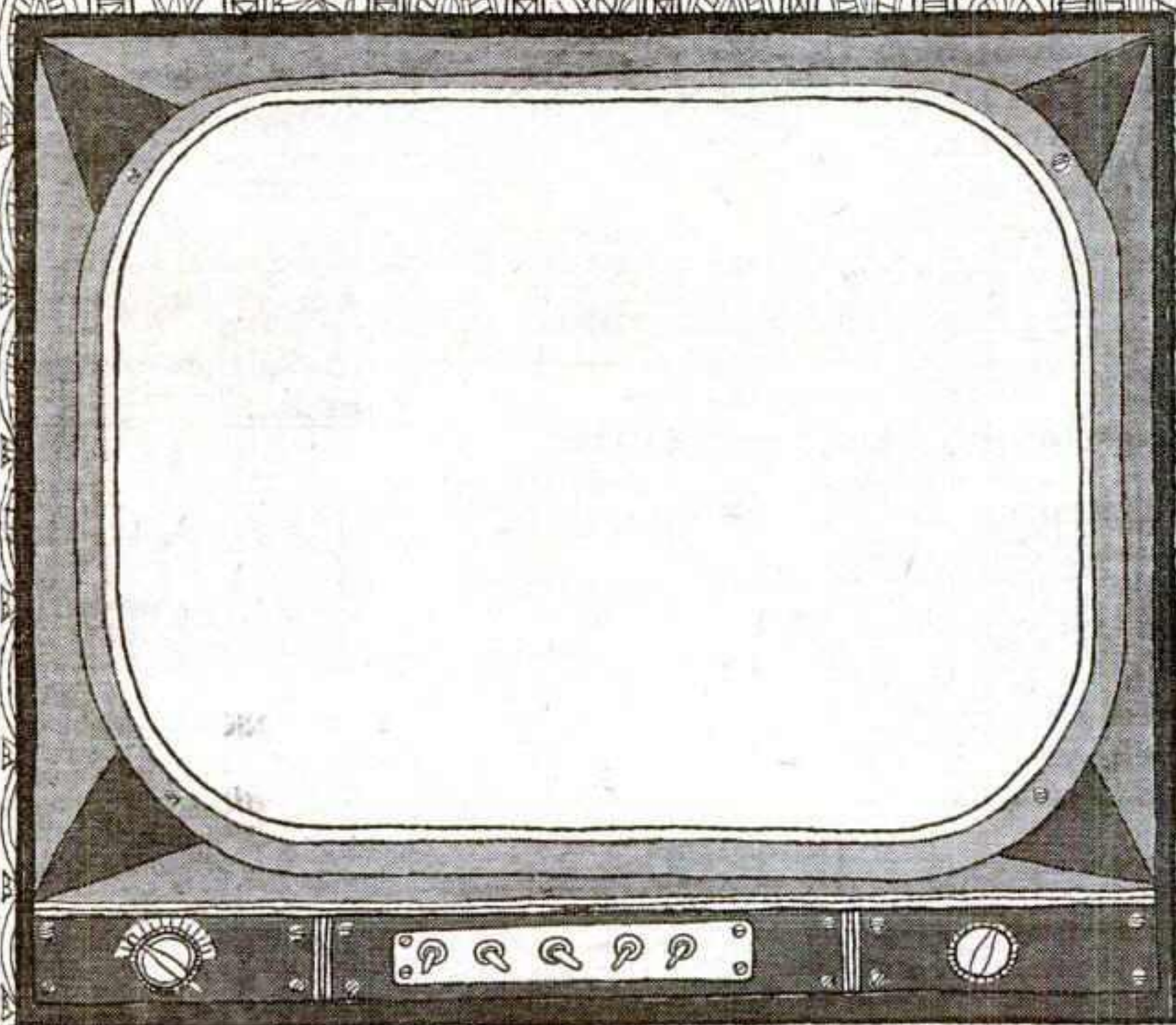
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James Brown 5547

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Reviews of New Singles

Continued from page 54

WALTER ALSTON Gypsy Lady—★★★ Hey Baby—GAMUT 101.

PRESTON EPPS ★★★ Jungle Drums — ★★★ Bongo Rocket—ORIGINAL SOUND 17.

EDMUNDO ROS AND HIS ORCHESTRA ★★★ Deep in the Heart of Texas—★★★ My Old Kentucky Home—LON-DON 2015.

THE MILLS BROTHERS ★★★ Ballerina — ★★★ I'll Take Care of Your Cares—Dot 16258.

LARRY STANTON ★★★ Judy—★★ Love Notes—SAPIEN 1004.

WELDON MYRICK ★★★ Because I Wanted You — ★★ That's the Reason—GAYLO 106.

THE ATLANTICS ★★★ Boo-Hoo-Hoo — ★★ Everything Is Gonna Be All Right—LINDA 103.

BILL KEEN ★★★ Summer in the Lowlands — ★★ Don't Call Me—LESLEY 1922.

MICKEY GILLEY ★★★ I Need Your Love—★★ Valley of Tears—SABRA 518.

THE VEL AIRES ★★★ Little Lamb Rock—★★ Forever Always—DINO 100 A-B.

BOB SKELTON ★★★ Goin' Back to School—★★ That's the Way of a Fool — FAIRLANE 45-21008.

TANI JONES ★★★ Johnny Beatnik — ★★ Golly Gee —MOSAIC 1002.

JOE TIGGLE ★★★ Well, How About That!—★★ Only Love Brings Happiness—FAVOR 501.

ANDY WILSON ★★★ Don't You Know — ★★ Baby Face—DESTINY 506.

LARRY LEE ★★★ I Get So Lonely—★★ Someday —DESTINY 505.

MARVELLS ★★★ For Sentimental Reasons—★★ Come Back—WINN 4501916.

MARV SCHUMEISTER ★★★ Alright O.K. You Win—★★ Jingle. SOMA 1167.

STRONG SALES POTENTIAL

SPIRITUAL

ARGO SINGERS ★★★ That's How How I Know Jesus—VEE JAY 903—Female lead singer here has a wonderful lyric and dramatic quality, with top technical facility. The discerning will appreciate this disk. (Spiritual, BMI) (2:37)

★★★ I've Been Saved—Male and female voices take the lead on this side, to a rousing choral and instrumental accompaniment. (Spiritual, BMI) (2:37)

★★★ Come What May—A relaxed side, with a satisfying beat behind the tasteful solo and group singing parts. (Conrad, BMI) (2:44)

SWAN SILVERTONES ★★★ Breathe on Me—VEE JAY 904—This noted group performs here in slow tempo, with an impassioned performance by the male lead, and melodic guitar part in the arrangement. (Conrad, BMI) (2:46)

★★★ Come What May—A relaxed side, with a satisfying beat behind the tasteful solo and group singing parts. (Conrad, BMI) (2:44)

★★★★ That's Enough—VEE JAY 901—Madame Reed has a vibrant, full-toned voice. This selection is in the typical gospel construction, with satisfying organ behind the vocal. (Spiritual, BMI)

★★★★ Show Some Sign—Slow in tempo, intense in feeling, is this side. Miss Reed's voice is superb, technically and emotionally. (Spiritual, BMI)

MODERATE SALES POTENTIAL

THE GOLDEN STARS ★★★ Jesus' Blood—★★★ Jesus Never Left Me. PITCH 608.

THE TRAVELLING SONS ★★★ A Christian Testimony — ★★ Come On, Lord Jesus. CARELLEN 110.

THE GOSPEL TORNADOES ★★★ I'm Leaning on Jesus — ★★ ★★ Life's Evening Sun (Is Sinking Low). BAY-TONE 500.

STRONG SALES POTENTIAL

INTERNATIONAL

JOE SENTIERI ★★★ I'te Vurria Vasa' — VESUVIUS 1028—Followers of Italian pop music will dig this Latin-American tempo ballad by the boy. Side has a good sound. (Ricordi, BIEM) (2:10)

GUS BACKUS ★★★ Tempo Brassilliano — FONO GRAF 1235 — There's a saucy Latin rhythm here with a fine chorus and ork sound showcasing Backus' German-language lyric. A sneaky kind of side that could get a lot of play. (BMI) (2:26)

★★★ Auf Wiederseh'n—(BMI) (2:13)

MODERATE SALES POTENTIAL

COUNTRY & WESTERN

JIM HARDIN ★★★ Stay Away From My Angel — ★★★ Mountain Girl—RUSH 2001.

Jimmy Caught the Dickens (Pushing Ernest in the Tub)—KING 45-5537.

HORTON BROS. ★★★ It's Your Turn to Cry—★★★ Little Bit Late—FEDORA 45-1004.

THE COUNTRY GENTLEMEN ★★★ Red Rockin' Chair—★★ I Know I've Lost You—STARDAY 45-558.

RHYTHM & BLUES

CHICK AND HIS HOT RODS ★★★ Just Doing Rock and Roll—★★★

BOBBY (MR. BLUES) MERRELL ★★★ I Ain't Mad at You — ★★ I'm Gonna Set You Free—BARGAIN 5002.

LIMITED SALES POTENTIAL

POPULAR

CHUCK (TEQUIL) RIO Carava—El Bracero. TEQUILA 100.

THE ASTRONAUTS Chili Charlie—Farewell. TRIAL 3521.

DEL ERICKSON Mr. Cricket — Rockin' Band. ARCTIC

VAL EVERTON It's a Windy Day—For All We Know. VAL 201.

JOE VAN LOAN Broken Shoes — Hurricane. PARKWAY 828.

THE FRONTIERSMEN AND JOANIE A Poor Fool — The Wayward Wind. IVORY 109.

BOB NEWKIRK Rhythm or Blues — Dance of Love. CLINTON 1001.

MARY JOHNSON These Tears—Lost Love. QUEEN 24001.

IRMA THOMAS It's Too Soon to Know—That's All I Ask. MINT 633.

JIMMY SUN AND THE RADIANTS Molly and Ten Brooks—Cocaine Blues. CUCA 1046.

THE CHAPELAIRES Gloria—Under Hawaiian Skies. HAC 102.

CHARLES JAMES There in the Night—Rockin' Chair. ZAB 102.

GARY USHER Lies—Tomorrow. LAN-CET 144.

THE CREATIONS Strolling Through the Park—Wake Up in the Morning. PINE CREST 101.

TERRI CIRELL Hallelujah, I Love Him So—Around The World—VEKO 528.

MILLER-OLSEN COMBO The Dipsy Doodle—Fidel Castro Rock—GAITY 6167.

LON DOBRO All The Time—I Just Like You—4 STAR 45-1754.

ANNIE MAE BRONSON One More Drink—All The Way Home—INFERNO 150-A-B.

THE JADES Hey Senorita—What Made Maggie Run—ADONA 1445.

THE SQUIRES Our Theme—Movin' Out—CHAN 102.

RUDY GREENE Hurry Hurry—Oh Baby—PONCELLO 715.

COUNTRY & WESTERN

DICK HIORNS I'm Movin' On—The Gods Were Angry. CUCA 1047.

HAPPY HARVEY THOMPSON Mr. Lonely — Hold On to Me Darling. ALLSTAR 7227.

BOB WHITE Lately—The Blues Walked In. KCM 3706.

KEN HOWELL Winds of Love—It's a Crying Shame—KALL 498.

REM WALL One of These Days—But, You Never Learned—GLENN 2104.

JIM SOUTHERN Talking to the Angels—Darling, Where Is the Moonlight—KALL 499.

Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national selling importance at the sheet music jobber level.

Table with columns: This Week, Last Week, Title, Publisher (Licensee), Weeks on Chart. Lists top 15 sheet music titles including 'NEVER ON SUNDAY', 'EXODUS', 'MICHAEL', etc.

MUSIC AS WRITTEN

Continued from page 6

Pittsburgh

Cee Cee Joy, local songstress whose latest Columbia release is "Dribblin' Around" has been booked into Connie Costa's Beverly Hills night club late this month. . . . Andy Williams is "Dribblin' Around," has been booked into Connie Costa's goes into John Bertera's Holiday House October 20 for nine days, with Connie Francis set for the same club November 13.

Andy Griffith, who will be closing a national tour for Capitol here October 2, will headline the United Fund drive dinner that night over all Pittsburgh TV and radio outlets. . . . The Limelights will headline their own concert at Syria Mosque September 29 under the auspices of Lenny Litman. . . . Former Pittsburgh songwriter Sammy Mysels reports that the Everly Brothers have waxed his oldie, "Mention My Name in Sheybogan," for Warner Bros.

Lenny Martin and Lou Guarino report that Marcy Jo's future waxings will be released nationally by their own Robbee label instead of through Liberty Records. Her next will be "Take a Word" backed with "Jumpin' Jack" for release next week. . . . Dick Blanchard, the Channel 4 "Bandstand" host, a.&r.'d the Vales, a quintet from nearby McKeesport, at the local United Recording Service Studios. They waxed "Bewitched, Bothered and Bewildered" coupled with "Aye, Aye, Aye."

Dick Williams spent a day here, September 5, plugging his new Capitol LP, "Two Sides of Love," and was hosted at a Penn-Sheraton cocktail party by Capitol branch manager, Roger Kirshner. Leonard Mendlowitz.

Caedmon Sets First LP Deal

NEW YORK — Caedmon Records, well-known kingpin in the spoken word field, has introduced the first dealer bonus plan—calling for one free disk for each 10 purchased—in its history. The move is designed to cash in on the upcoming annual migration of students back to school and college. Program started Friday (1) and runs to September 30. All merchandise in the catalog is available under the deal.

NO POSTAL HIKE ON RECORDINGS

WASHINGTON — The renewed possibility last week of action on a bill to raise postal rates will not hike the fourth-class rates on sound recordings, music, books, et al. These "educational material" rates will stay at 9 cents the first pound, and 5 cents each additional fraction, although other rates may get hikes of a cent on first class and airmail, fractional raises in magazines, newspaper and bulk-mail rates.

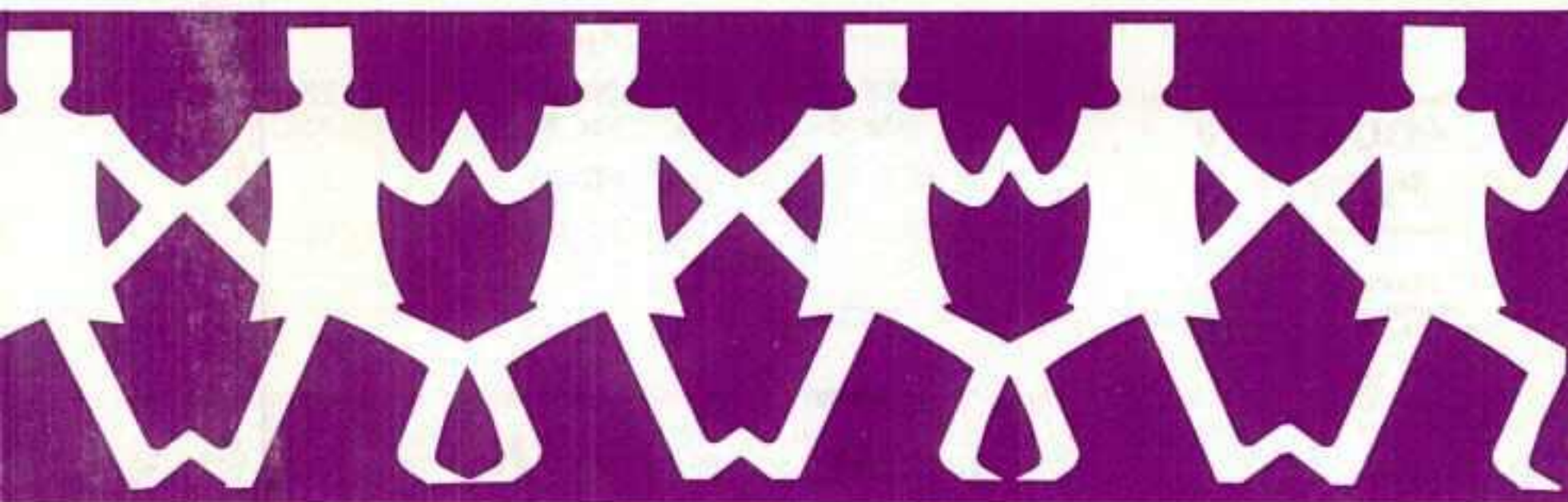


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\*September releases PPS 6000 series—stereo PPS 2000 series—monaural



\*XAVIER CUGAT. The Best of Cugat PPS-6015/PPS-2015



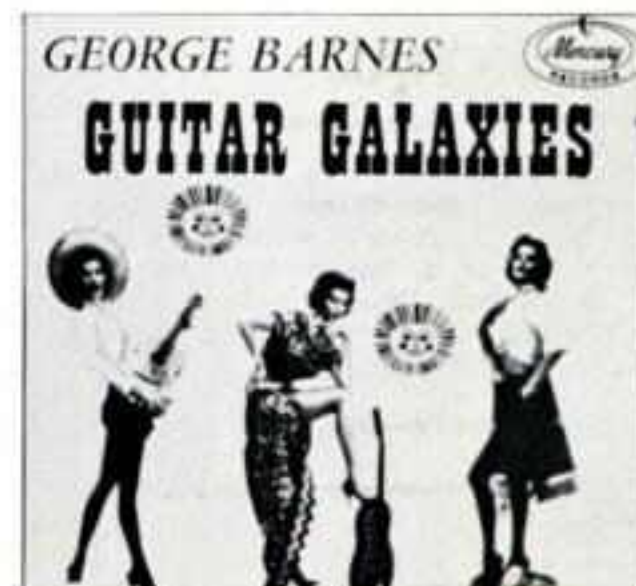
\*QUINCY JONES. Around The World PPS-6014/PPS-2014



\*PETE RUGOLO. Ten Trumpets and 2 Guitars PPS-6016/PPS-2016



FREDERICK FENNELL Conducts Gershwin PPS-6006/PPS-2006



GEORGE BARNES. Guitar Galaxies PPS-6011/PPS-2011



BEST/CATHCART. Dixieland Left and Right PPS-6009/PPS-2009



THE CLEBANOFF STRINGS. Exciting Sounds PPS-6012/PPS-2012



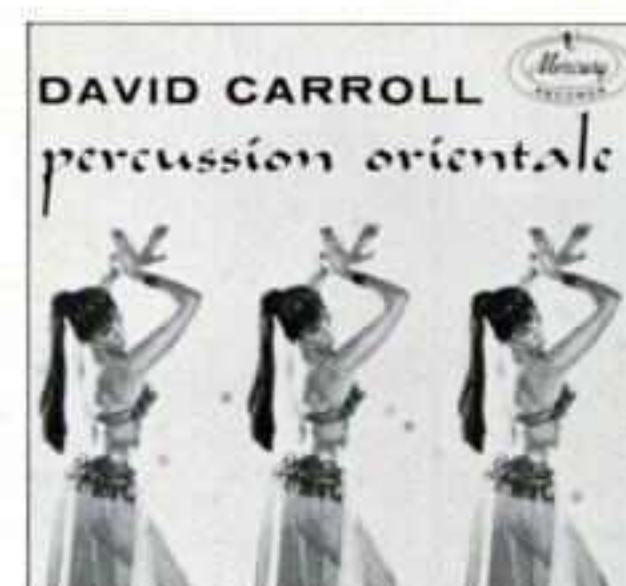
HAL MOONEY. Woodwinds and Percussion PPS-6013/PPS-2013



DAVID CARROLL. Latin Percussion PPS-6000/PPS-2000



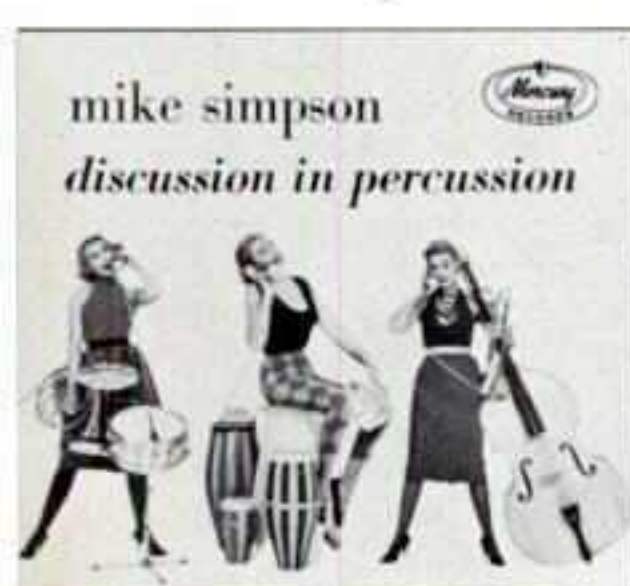
PETE RUGOLO. 10 Trombones Like 2 Pianos PPS-6001/PPS-2001



DAVID CARROLL. Percussion Orientale PPS-6002/PPS-2002



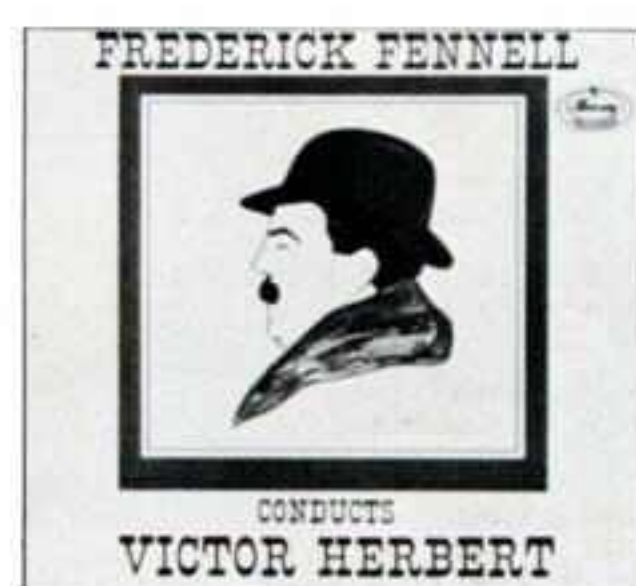
XAVIER CUGAT. Viva Cugat PPS-6003/PPS-2003



MIKE SIMPSON. Discussion in Percussion PPS-6004/PPS-2004



RICHARD HAYMAN. Harmonica Holiday PPS-6005/PPS-2005



FREDERICK FENNELL Conducts Victor Herbert PPS-6007/PPS-2007



DAVID CARROLL. Percussion Parisienne PPS-6008/PPS-2008



RICHARD HAYMAN Conducts Pop Concert in Sound PPS-6010/PPS-2010



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SR-60000's STEREO

MG-20000's MONAURAL



**BROOK BENTON.** It's Just A Matter Of Time SR-60077/MG-20421



**BROOK BENTON.** Golden Hits SR-60607/MG-20607



**XAVIER CUGAT.** The Best Of Cugat PPS-6015/PPS-2015



**THE PLATTERS.** The Flying Platters Around The World SR-60043/MG-20366



**THE PLATTERS.** Encore Of Golden Hits SR-60243/MG-20472



**DAVID CARROLL.** Let's Dance Again SR-60152/MG-20470



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**RACHMANINOFF** Piano Concerto No. 3. Janis; London Sym., Dorati. SR-90283/MG-50283



**STRAVINSKY** The Firebird. London Sym., Dorati SR-90226/MG-50226



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**BARTOK** Violin Concerto. Menuhin; Minneapolis Sym., Dorati. SR-90003/MG-50140



**BEETHOVEN** Wellington's Victory (with cannons, muskets, and drums). London Sym., Dorati. LPS-9000/LPS-5000



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**Reviews of New Albums**

Continued from page 58

**CLASSICAL LP'S**

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **TCHAIKOVSKY: CAPRICIO ITALIEN; FRANCISCA DA RIMINI**  
New York Philharmonic (Bernstein). Columbia MS 6258 (Stereo & Monaural)—Two widely recorded Tchaikovsky works are reproduced here in a most salable manner. The stereo effects in both cases are imposing. This fact, plus the presence of strong names in the concert field, can help this disk acquire sales despite the obviously heavy competition.

★★★★ **RAVEL: DAPHNIS AND CHLOE**  
New York Philharmonic (Bernstein). Columbia MS 6260 (Stereo & Monaural)—Leonard Bernstein's name should give this package extra sales appeal. Ravel fans should be particularly appreciative, since the album spotlights a performance of the complete "Daphnis and Chloe." It was recorded at Carnegie Hall in March, 1961, during a concert which received rave reviews. A top-flight performance of a colorful work. Striking blue and green color gives package strong display value.

★★★★ **AIDA HIGHLIGHTS**  
Maria Callas and Various Artists. Angel 35938—Here is a distinguished package of excerpts from the three-LP album Angel 3525, released sometime back. With operagoers the set should meet with acclaim, considering the striking performances of not only the great Callas, but Richard Tucker, Fedora Barbieri and Tito Gobbi, as well. The La Scala orchestra and chorus are conducted by the respected Tullio Serafin. Package includes a book containing libretto in English and Italian of the excerpted passages.

★★★★ **BARBER OF SEVILLE**  
Various Artists. Angel 35936 (Stereo)—Here is an album of excerpts from the

highly regarded complete set of the opera, Angel 3559. The cast features in addition to la Callas, Tito Gobbi, Luigi Alva, Nicola Zaccaria and Fritz Ollendorff, with Alceo Galliera directing the Philharmonic Ork and chorus. An action shot from the opera adorns the cover and a booklet with a libretto for the excerpted portions is also included. The full opera recording met with great acclaim and this smaller, one-LP version should do likewise.

★★★★ **PIANO QUARTETS**  
Leonard Pennario, Capitol SP 8558 (Stereo)—Pennario has been a steady seller for the label. Here his keyboarding is integrated in a quartet, with Eudice Shapiro, violinist Sanford Schonbach, violist, and Victor Gottlieb, cellist. The chamber music is elegant and charming—Faure's "Quartet No. 1 in C Minor" and Schumann's "Quartet in E flat Major."

★★★★ **BEETHOVEN: PIANO CONCERTOS NOS. 1 TO 5**  
Leon Fleisher; Cleveland Orchestra (Szell). Epic BC 1136-39 (Stereo & Monaural)—Pianist Leon Fleisher and conductor George Szell with the Cleveland Orchestra present excellent readings of the five Beethoven Piano Concertos in substantial stereo sound. The noted artists complement each other to a high degree, resulting in an outstanding display of musicianship in each of the concertos. Fleisher has a masterful way with the music: fine control, good pace, tone and color. Of course there are many other fine recordings of each of the concertos, but the release of all four LP's simultaneously (each with the same prime cover photo of Fleisher), coupled with the name value of the artists, should make the series a solid seller.

**C&W LP'S**

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **LESTER FLATT AND EARL SCRUGGS**  
Columbia CS 8464 (Stereo & Monaural)—To the country cognoscenti this album should be a real pleasure. Here are the leading exponents of the popular bluegrass style, applying themselves to the tunes identified with the famous Carter Family, popular in the country orbit in the late '20's and '30's. Maybelle Carter, one of the original Carters, is heard here playing auto-harp, as Scruggs picks the banjo and Lester Flatt does his familiar, rough-hewn vocalizing. "Keep on the Sunny Side," and

"The Storms Are on the Ocean," are included.

★★★★ **GOLDEN MEMORIES**  
George Morgan, Columbia CS 8431 (Stereo & Monaural)—A collection of sentimental favorites proffered in Morgan's straightforward vocal style. Aply backed by Marvin Hughes and his orchestra (he's musical director on WSM's "Grand Ole Opry"), Morgan warbles such evergreens as, "Memories," "Home on the Range" and "Mighty Lak' a Rose." The package should garner a lot of attention from Morgan's country and western fans. An enjoyable set.

**SPECIALTY LP'S**

★★★★  
**STRONG SALES POTENTIAL**

**RHYTHM & BLUES**

★★★★ **TROUBLE IN MIND**  
King Curtis, Tru-Sound TRU 15001—King Curtis shouts good blues on this album. The material and the vocals are authentic, and there is a funky, down home backing that's well recorded. The disk is for those who understand the real thing. Material includes the classic "Trouble in Mind," "Bad Bad Whiskey" (Milburn's hit of years ago) and "Aint Nobody's Business."

**LOW PRICED CHILDREN'S**

★★★★ **A CHILD'S INTRODUCTION TO BALLET**  
Maira Shearer, Wonderland 1439—The world-renowned British ballerina turns to another art form here, that of story-telling and she comes away a winner. Though other recountings of these tales frequently turn up, this is among the better efforts, with Miss Shearer ably assisted by a full cast and a symphonic rendition of the repertoire floating just under the talk. Tasteful high quality material for youngsters of all ages.

★★★★ **SNOW WHITE AND THE SEVEN DWARFS AND RUMPELSTILTSKIN**  
Irene Wicker, "The Singing Lady," Wonderland 1437—The famous "Singing

Lady" of the great days of radio, turns in another splendid performance with all her familiar warmth and charm coming through on these readings of two of the classic stories for kiddies. Miss Wicker is the whole show as she both sells and sings against combo support. Scorings are done cleverly and serve to advance the stories neatly. Good children's fare with an imaginative cover.

★★★★ **CHILDREN'S CONCERT**  
Oscar Brand, Wonderland 1438—This set is actually a "children's folk song sing-along" conducted by folk singer and guitarist Oscar Brand at a Town Hall concert performed last May. A few of the selections are, "When I First Came to This Land," "I've Been Workin' on the Railroad," "A Hole in the Bucket" and "New York Gal." It's a happy, entertaining package for the kids, especially at the low \$1.98 price.

**SACRED**

★★★★ **WHAT THEN?**  
Rebels Quartet, Skylight SRLP 5983—Appropriate perhaps for the times, there's a color photo of an atom bomb explosion on the cover of this newest album by one of the better quartets from the Bible belt. The meaning of course is obvious, with the message of the Saviour shining through if

the holocaust should occur on earth. The selections are rendered with telling emotion and include the famous "Amazing Grace," "The Last Mile of the Way" and "When the Master Speaks."

**INTERNATIONAL**

★★★★ **SPANISH SONGS AND DANCES IN MOTION**  
Jose Greco and His Dance Company, Columbia MS 6265 (Stereo & Monaural)—A vibrant package of Spanish flamenco music as performed by Jose Greco and his dance company. The exciting melodies and spirited rhythms are well enhanced by the quality stereo sound. Highlights are "Si-guirias and Fiesta Flamenco," "Los Novios de Montehermoso" and "Danza de Castilla." This excellent performance offers the listener a fine flavor of true Spanish folk music. Package has good commercial possibilities.

**LATIN AMERICAN**

★★★★ **VIVA RIVERA!**  
Hector Rivera and His Orchestra, Epic BN 608 (Stereo & Monaural)—Rivera's first Epic album "Charanga and Pachanga" did well in the Latin American field, and this one should chalk up similar success in its specialized area. Rivera wraps up a group of Latin items and U. S. oldies in exciting, terple arrangements, featuring cha cha, merengue, mambo, rumba, bolero and pachanga rhythms.

**POLKA**

★★★★ **HIT PARADE**  
Li'l Wally, Jay Jay 1032—Li'l Wally and the boys are among the top favorites in the polka world, both in the Chicago area as well as in other sectors of the nation. This display of important polka stylings by the band should receive as good a send-off as the numerous earlier Wally waxings. Strong merchandise for the market.

★★★ **MODERATE SALES POTENTIAL**

**SPOKEN WORD**

★★★ **JOE CARTER'S LITTLE BELLY LAUGHS**  
Epic LN 3801.

**SACRED**

★★★ **BLESSING, MEDITATION, ADORATION**  
The Sylvaluers, Family Altar FALP III.

**LIMITED SALES POTENTIAL**

**RELIGIOUS**

**MY GOD AND I**  
The Choralaires—Wisconsin Academy, Family Altar FALP 113.

**SACRED**

**CHORAL FESTIVAL**  
Various Artists, Family Altar FLAP 108.

**KING OF LOVE**  
The Family Altar Choir and Chorus, Family Altar EP 450.

**AMERICA...OUR HERITAGE**  
Family Altar Choir and Symphonic Band, Family Altar FAEP 451.

**SEMAGIN TAKES ON SALES POST**

STAMFORD, Conn. — Walter Semagin, genial, goateed former operator of the Record Shop in Buffalo, has left to become national sales manager of Cook Records here. Already Semagin has kicked off a new Cook "Profit and Protection" plan for dealers not now served by Cook's five distributors. Under the deal retailers will get one free LP for every three ordered with all merchandise 100 per cent exchangeable every six months.

A 15-year man in the disk business, Semagin owned the Record Shop for five years, and earlier worked as a clerk at the Record Shop, Hartford; was manager of the old Haynes Griffin store in New York; was Northeast field man for Columbia Records and at one time was sales chief for Seaway Distributors, Buffalo.

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## Reprise Artists Boost Pye Prestige

Continued from page 3

organization. It will be promoted as Reprise of Hollywood, to emphasize the glamor aspect of the acquisition. By the end of the month, the first singles will be issued. They will be Frank Sinatra's "Granada," Tony Williams' "Sleepless Nights" and "One More Time" by Sammy Davis, who is currently starring in London. First albums will be on sale in time for the Christmas peak buying period.

### Flying Home

A major launching is planned for the first singles. Pye kicked off the campaign while its execs were still winging back from Hollywood having clinched the deal. Telegrams were sent out to trade and national press calling a press conference Tuesday (5) for an unspecified announcement "of great importance to the record industry." Other events are scheduled for the time of the actual first issues—probably around September 20.

Behind Pye's successful bid to

become British licensee for Reprise is a whole lot of jockeying among firms at all levels here. A hefty guarantee was reportedly demanded, which presumably Pye came up with, Reprise also wanted to maintain its own label, to which Pye apparently also agreed. All shapes and sizes of firms, expressed interest, including, it is understood, EMI and Deutsche Grammophon. Reprise's attorney Milton Rudin visited London several times and talked with almost every possible contender.

Having heard nothing definite, Pye execs contacted Reprise by trans-Atlantic phone late last month and were promptly invited over to clinch the deal. Joint general managers Louis Benjamin and Roger Threlfall, latter also a director of Pye Records, flew out August 26 and were back September 2 with the matter settled. The English duo set the deal with Reprise Vice-President Mo Ostin and Sales Chief Jay Lasker. They also discussed it with Sinatra personally, who reportedly expressed great satisfaction at the outcome.

"It's clear to us that Reprise is not just a Frank Sinatra label," Threlfall and Benjamin told BMW.

## Columbia Files Suit

Continued from page 3

pressure tactics, "contrary to the basic concept of the plan." This, it is said, helped destroy public confidence in, and acceptance of, the plan.

Many HML recordings and documents were alleged to have been stolen from the offices in Miami, New Haven and Boston, by employees, prior to their taking jobs with Heritage. One of the defendants so accused, William Ferguson, of Orange, Conn., has had his home and bank accounts legally attached by the plaintiffs.

Columbia is suing for damages totaling \$1,250,000, and, it is understood, has put up a bond of \$200,000 pending trial of the case. The order is returnable in Supreme Court within 20 days. The brief was filed by plaintiff's attorneys, Rosenman, Colin, Kaye, Petschek and Freund. Attorney for the defendants is Robert Henry.

"We have been very impressed at its all-round operation and the way it has already developed into a major independent." The Pye chiefs intend to maintain regular day-to-day contact with their opposite numbers in Hollywood on the label's progress here.

## Judkins Warns Majors to Stabilize

Continued from page 3

records involved as an actual cost of manufacturing saving."

Judkins then pointed out that "the above three situations are one phase of the current lawsuit, as well as being a part of the current Federal Trade Commission investigation and the recent SORD application to the FTC for a set of Fair Practice Rules to govern the recording industry. Until one or more of these actions are terminated, it is not within the record dealer's province to say that they are not legally constituted."

However, according to Judkins, the dealer can be reasonably sure "that the law is being violated in one place, i.e., the manufacturer-operated record club. When records are sold direct from the manufacturer to the retail customer for approximately \$2.17 plus shipping as is the case in one club, then sold in volume by the same manufacturer to the retail record dealer for \$2.47 plus shipping, this can only be an out-and-out violation of federal law.

"Thus it is that SORD's energies

## White Front Buys

Continued from page 1

in its more than 100 outlets throughout the East and Midwest.

### Eager for Conclusion

Distributors here are eagerly awaiting the final conclusion of the matter so that they can start selling their lines directly to White Front. The discount chain's disk volume is expected to soar next year when the firm adds two more stores (Torrance and West Covina), thus promising an even rosier future to local record distributors. They had long expressed the desire to be able to deal directly with a risk-free giant such as White Front as opposed to having to go through a debt-laden jobber.

As revealed during Thursday's court session, White Front has offered to buy Record Enterprises' inventory at 75 per cent of its stores selling price. White Front prices albums at \$2.79, which means it will pay \$2.17 per LP. After the court hearing, several distributors lauded White Front for its "generous treatment" which is expected to help bring the Record Enterprises' indebtedness to a rapid settlement. It was also revealed that White Front is currently appraising Record Enterprises store fixtures and will offer to buy them as well from the debtor.

have been molitized, at the present, mainly against clubs. Give us a favorable decision by the FTC or the courts on rack jobbers, one-stops or discount houses—and believe me, it will come to pass as sure as day and night—and we will be glad to turn our policing efforts toward them."

Judkins admitted that "clubs are here to stay and we must learn to live with them." He said "we can if the illegal price discrimination is eliminated. Give the American record dealer a fair break in price, and I have great faith in him that he will be able to do just as good a job of merchandising as the rack jobber, the one-stop, the discount house and the record club. Continue to discriminate against him in price, and he is a dead duck. The big question in the record industry today is this: Is there a place for the average record shop today in the record industry, or is this an outdated form of record marketing that must go?"

"If there is a place, then let the majors take the lead, eliminate price discrimination and start franchising dealers on a two-way street that will profit both of us. If there is no place for the average dealer, let the majors say so, and we will take what little money we have left and invest it where we can make a living."

## Oberstein Operation

Continued from page 3

Blyth and the heirs of the late Oberstein.

Blyth hailed PRI's purchase of the Oberstein firms as a major milestone in his company's rapid expansion and predicted that PRI this year will surpass the \$10 million mark in sales volume. This is PRI's second major acquisition within less than a six-month period. The other was its purchase of Allied Record Manufacturing Company and its distribution subsidiary.

Blyth also disclosed the appointment of Sid Pastner, formerly with Strand Records, as Eastern sales manager for PRI. This, Blyth said, is part of a drive to beef up PRI's sales corps, and he is currently interviewing prospects for positions in a strengthened sales organization. Other expansion moves now under way include PRI moving its warehouse to Bellville where Allied's Eastern record plant is located, and his negotiations for midtown Manhattan offices.

## Disk Execs Voice Disappointment

Continued from page 1

make it sell. They should take the trouble to point out that even somebody with a tin ear can hear the difference in stereo, even if he's not sitting at the apex of a triangle, equidistant between speakers. How many people will take the trouble to sit in a certain spot in a room? They aren't interested if they can't sit down with friends to play cards or talk while the set is on. But this idea has never been pushed."

Marek also acknowledged that equalizing the price of stereo and monaural records might have a beneficial effect on total sales of stereo.

Dave Kapp, president of Kapp Records, also feels that price is a factor. "Many people probably feel that stereo is not worth the difference in price. If the price was the same, they would probably buy much more stereo than they do now."

Beyond this, Kapp believes that many people are not hearing stereo as it was intended. Their living rooms, according to Kapp, "are not big enough and not laid out properly to effect the maximum benefits of stereo. Thus, a compromise is usually involved and in many cases, it's just not possible to get out of the record, what the record company put into it."

Kapp also drew the analogy of color TV. "I strongly believe that people watch TV because there is a program they happen to like, not because it's in color. There are many great films being produced even today in black and white, that are far superior to the lavish color processes you get. It's the same way with records. Monaural records are great and the general public still hasn't been convinced that stereo records are that much better, especially when most of them cost at least 20 per cent more."

### The Repertoire Factor

London Records' vice-president, Lee Hartstone, sees yet another factor. "The repertoire picture has changed considerably in the last few years," he remarked. "Today there are a great many comedy and party records being sold. There's little need for stereo in those fields. The gag is the thing and it doesn't matter how many channels it's coming out of. Stereo is certainly most applicable in classical and standard pop stuff, but those are the very fields that have diminished while sex and

comedy are on the increase. "Enoch Light has done plenty to broaden the market with a product specifically designed for stereo. You can really hear the stereo and the movement in those records and we hope to do the same thing with our new Phase 4 Series."

Yet another factor in the minds of many is the influence of the housewife in the buying of equipment. More and more in the past two years, phono manufacturers have placed the emphasis on high style in cabinetry, most often in single unit cabinets in the console field, and often, in the view of many trade people, at the expense of the very best stereo reproduction.

"You simply cannot get a true stereo effect from speakers that are only three or four feet apart in one housing," one disk executive has observed. "Yet the housewives have a point too. They don't want their living room cluttered up with various remote units, especially if it happens to be a small living room. The manufacturer is in a dilemma. He wants to sell sets. And to do it, he has to cater to the woman's tastes. Yet, this has to mean a compromise in terms of the finest sound."

All this leaves the lingering question, "Where do we go from here?" Many executives feel that the specialized stereo label such as Command, Medallion, Ultra Audio and others, is one answer. Others are not sure what the answer is. Marek still believes, however, that "Everything will be stereo five years from now. We were all probably just too optimistic in the first place," he noted. "Look how many years it took to transfer the industry from 78 to 45 on singles. These things just don't happen overnight."

## N. Y. Singles Hassle

Continued from page 1

other competitor who wants to beat us down?" was the context of the reply from clerks in two different Alexander record departments. "We've been told not to give that out on the phone."

### On the Beach

Meanwhile, Sam Goody, who started all the price fuss on the local scene two weeks ago, got away from the excessive New York heat to bask in the relative coolness of Miami.

## Project Mercury Boosts Label's Push

Continued from page 4

Announcement of the September release and new "Project Mercury" plan came following the label's annual distributor meeting held here last week.

Under the deferred billing provision of the plan, first payment will not be due until November 10, second payment December 10, and third and final payment January 10.

In order to qualify for the 15 per cent merchandise bonus and deferred dating, dealers' first orders must be placed by September 21. The merchandise bonus applies to the entire September release and the regular Mercury LP catalog except the new Galaxy disks.

Also included in the fall plan is an extensive list of merchandising aids including Galaxy bag stuffers, browser box index cards (22 inches by 30 inches), artist card easels, PPS folders, classical folders, inventory order forms, die-cut easels, and 30 by 48-inch full-color wing displays. In addition to trade advertising, the program will receive support in such consumer publications as High Fidelity, Schwann's, Hi-Fi Stereo Review, Esquire, Ebony, Playboy, New Yorker and Show Business Illustrated.

The Galaxy disks are receiving perhaps the greatest amount of interest in the fall release schedule to date. They'll come in special double-fold jackets and will receive a big promotion push by the label.

The pop disk is titled "Galaxy Music From 16 Great Artists," and is comprised of cuts from 16 of Mercury's top artists, including such chart climbers as Brook Benton, Xavier Cugat, the Platters, David Carroll, Damita Jo, and Clebanoff.

The PPS album will be titled "Galaxy Music From 11 Great Orchestras," and the classical album will be titled "The Living Presence Galaxy." All albums are available in monaural or stereo.

## Reprise, S. A. Base

Continued from page 3

unique development in the increasingly closer ties between U. S. record firms and their counterparts abroad. It is an unprecedented step by a six-month-old independent label to move with full force into the foreign market place with its own label and its own foreign-based subsidiary firm.

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover. Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profit to yourself, and your firm than in . . . your businesspaper.



PHOTO ON LOCATION BY EHRENBERT

Where there's business action, there's a businesspaper

BILLBOARD MUSIC WEEK

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







**HERE IS PROOF THAT BOWLER GAMES GO GOOD** in bowling locations. Some of the other diversified machines may be seen in the rear of the photo. The Game Room is open 24 hours a day at Willow Grove Park Lanes, the largest bowling alley in the world with 116 lanes. David Rosen, Inc., has 80 pieces on location.

## Bowling Alleys' Games a Hit

WILLOW GROVE, Pa.—The largest bowling alley in the world opened here a few weeks ago and David Rosen, Inc., of Philadelphia, has landed the coin machine concession.

Willow Grove Park Lanes has 116 lanes plus three restaurants. Rosen has three game locations with the 160,000 square foot building in addition to vending machines along the 800-foot main concourse.

"This concourse is just like a boardwalk at the seashore," Rosen said. "We have 12 cigaret machines and 10 candy machines stationed along it. That way the people bowling don't have to walk too

far. There is a battery of machines every 100 to 150 feet." **80 Pieces**

In all, Rosen has 80 pieces of equipment in the plush building. He feels that this is the limit and no matter how good business gets there isn't room for more.

Of the three game locations, the main one is the Game Room. This is in one corner of the building and is enclosed by glass on the two sided facing the outside.

"This is so people can see what the room looks like while passing by and will want to come in and play," Rosen explained. "We have a door leading right in from the

outside as well as one coming in from the bowling alley concourse."

The equipment in the Game Room runs the gamut. There is everything from photo machines, pins and guns to bowlers. Rosen was asked how the game bowlers were received in a bowling alley.

### Bowlers Do Well

"The youngsters play them while their parents are using the real alleys," he said. "It is a good place for them to learn the game. We find that bowlers do real well in bowling locations."

The Game Room will be open 24 hours a day with an attendant on duty at all times.

Another spot is the billiard area. Five coin-operated pool tables were installed there and on opening day there was a line waiting to use them. Dave said he was going to put two more tables in.

This area is just inside one of the main entrances from the parking lot. It is finished in stone and is very attractive. The other game area is in a section called "The Hutch," an eating place.

### Kiddie Nursery

Another of the features of the giant bowling alley, which was years in the planning, is a nursery for children whose parents are bowling. There will be a nurse on duty at all times. Rosen said he is considering adding some kiddie rides in this room.

To show how much traffic there is at the lanes, the candy machines were emptied on opening night.

Rosen has four men working full time at the lanes.

## BILL HALTS USE OF COIN SLUGS

WASHINGTON — The House Wednesday (6) passed and sent to the Senate a bill which would make the use of slugs in all "lawful" devices illegal, with penalties ranging up to \$1,000 fine and a year in jail. Apparently, the measure would cover vending machines, juke boxes and all games not covered in the Johnson Act.

## EUROPEAN NEWS BRIEFS

### Ad Tests for French Movie Juke

PARIS—France's new Scopitone film juke box is receiving exhaustive tests as an advertising medium as well as entertainment device. Scopitone plays a 16-mm. film instead of disks, and it is simple to interweave advertising with the orks and recording artists. Experiments so far show that advertising, if cleverly inserted, can enhance, not detract from, the entertainment value of the film. The thinking here is to exploit Scopitone for "theme" and "mood" advertising—advertising which lends itself especially to music and full-color cinematic treatment. Scopitone plays films in full color, which offers great advertising promise. The motion picture juke box went on sale in France early this year, and it has caught on rapidly. Around 1,000 sets have been sold on the Continent. It is replacing television sets in some cafes and bars, and if the insertion of advertising is successful it promises to replace TV altogether because of its revenue-generating advantage.

### Locations for Only One Operator

HAMBURG—The Hamburg State Superior Court has decided that contracts between operators and locations are binding and do not infringe federal antitrust legislation. A Hamburg location, after contracting with an operator for the placement of a juke box and payout machines on his premises, then negotiated a similar contract with a second operator. In due course juke boxes and payouts owned by the rival operators were in play on the premises. When the first operator took the location proprietor to court, the defendant claimed he was merely promoting free enterprise and competition "in the American manner." There was nothing in the contract that restricted his premises to one man's machines, he contended. Moreover, the proprietor claimed he was fostering free enterprise by enabling the two juke boxes to engage in "free and open competition." It was in the customer's interest, he contended, that they should be permitted to patronize the operator with the best machine and the best music programming. Competition, he added, would keep the two operators on their toes and serve "the best interest of the public." The court was unimpressed by such logic. It held that premises obviously are reserved to a single operator and this fact is implied in an operator-location contract, even where not stated explicitly.

### Star-Crossed Lovers Catch Lira

VERONA, Italy—Romeo and Juliet are coining lira for the city of Verona. Coin-operated tape machines installed at the reputed tomb of Juliet and under the famous balcony produce more revenue, according to city officials than any other non-phonograph coin machines in the city. The tape machines tell the story of Romeo and Juliet with appropriate theatrical effects. The machine at Juliet's tomb plays tapes rated as "superb drama." It is not unusual for tourists, especially Americans, to play the tape three and four times. The balcony tape deals with the main Romeo and Juliet story. It is located under the very balcony which supposedly inspired Shakespeare's play.

### German Coin Trade Recruits Youth

HAMBURG—West Germany's coin machine trade is recruiting youths for training as coin machine technicians. A critical shortage of technicians has developed within the German coin machine trade. Operators are forced to withdraw an ever larger number of machines from service because of difficulty in maintaining proper route service and making emergency repairs. The technician problem is complicated in Germany by the rigid examinations which craft workers must pass—the so-called "Meisterprüfung" in radio and television handwork. This examination guarantees that the technician is an expert, a master of his craft. But some hard-pressed operators would be willing to settle for less, a competent repair man but not necessarily a master. The master German electronics technician is required to be familiar with an even 500 types of phonographs, games and payouts. The average repair man is required to have at least four years practical experience before he becomes really proficient by German standards.

### Common Market Impact on Europe

PARIS—Impact of the European Common Market is being felt sharply by French producers as the "supermarket" picks up momentum. Whereas French producers formerly supplied over 90 per cent of the legitimate market (not counting machines illegitimately introduced through smuggling routes from Andorra, the Pyrenees smuggler paradise), this share has now sagged to around 80 per cent. West German imports are pressing French-made machines for the new box market. The West German imports include U. S. machines produced in West Germany. Precise figures are not available, but Rock-Ola, AMI and Wur-litzer machines are produced in West Germany and count as German machines for Common Market purposes. Tariffs already have been lowered by 30 per cent within the Common Market (West Germany, France, Italy and the Benelux States). A further 20 per cent slash is in the offing for December, which will hit the heretofore highly protected French manufacturers proportionately.

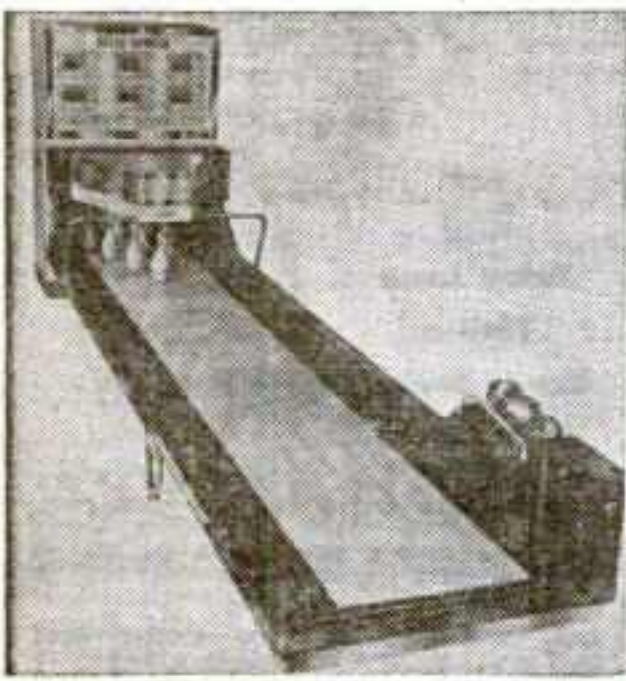
## DOUBLE-PLAY DISKS

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.

YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It) AND SO CLOSE TO HEAVEN	RAL DONNER Gone 5108
CRYING AND CANDY MAN	ROY ORBISON Monument 447
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
KISSIN' ON THE PHONE AND CINDERELLA	PAUL ANKA ABC-Paramount 10239
LET THE FOUR WINDS BLOW AND GOOD HEARTED MAN	FATS DOMINO Imperial 5764
KEEP ON DANCING AND NOTHIN' BUT GOOD	HANK BALLARD AND THE MIDNIGHTERS King 5535



## Bally Co. Begins Quantity Shipments Of New Flying-Pin Bowling Machine



BALLY BOWLER

CHICAGO—Bally Manufacturing Company last week began quantity shipments on its new Bally Bowler, first introduced to the trade at last spring's Music Operators of America convention in Miami Beach, Fla.

Full-round pins that fly in any direction and are instantly reset are the game's big features. Scoring is by official bowling rules, and up to six can play.

The bowler has a completely modernized cabinet and alley, heav-

ily decorated with chrome. Walnut finish is blended with pastel colors for contrast. The game has a low, eye-level back cabinet with a simple modern-styled glass and streamlined alley. Extra quiet operation is provided by a special noise-absorbing composition under the alley, rubber-lined ball-return track and smooth action of pin mechanism.

### Coin Mechanism

Bally's familiar totalizers are standard equipment. Each machine is shipped with three hard-rubber balls, 4½ inches in diameter. Standard coin mechanism is 15 cents a game, two games for a quarter. Any combination of coins may be deposited for the games, and the coin mechanism is readily convertible to straight dime or quarter play.

Standard length of the bowler is 16 feet and 5-foot extensions are available. Pin action, perhaps the most outstanding part of the game, is without roll-overs, magnets or chains.

Bally's Bill O'Donnell said that volume production of the bowler was delayed pending some six to eight weeks of field tests which proved excellent.

## Extended-Play Highlights Incorporated Into New Williams Skill Ball Pin Game

CHICAGO — Williams has incorporated an "extended play" idea into its new pin game, Skill Ball. The player starts with the regular five balls but can earn extra balls by a variety of skill shots.

Hitting a moving target in the center of the playfield scores an additional ball when a lighted arrow points to a selected number. The target also scores 100 points. Lighting all six selections on the playfield also scores an extra ball.

A pair of top rollover buttons light a red and green hole respectively, scoring extra points. If the ball hits either the red or green pocket when they're lit, it spots corresponding 1-2-3 selections.

Selections are determined by top rollover lanes. Advance buttons move arrows one space and scramble bumpers move arrows five spaces. Game can also be adjusted to give extra ball on high score.

Skill Ball has a single coin chute, slug rejector and locked coin box.



Skill Ball

## Cold War Turns Wet in Berlin Juke Location as East & West Squabble

By OMER ANDERSON

WEST BERLIN — Hasso Gorczya's cafe, the Heidelberger Krug at 28 Heidelbergstrasse, has put the juke box in the front line of the Berlin cold war. Hasso has been operating the Heidelberger Krug for nearly a decade, and for most of that time he has had a phonograph on his small premises.

He believes in the juke box. He believes that it generates business, and that a cafe cannot prosper without a phonograph. His juke box has a sign offering a choice of "jazz, modern dance music, waltzes, and marches—you name it and we'll play it."

Hasso's faith in the phonograph has paid off handsomely. His customers have money to spend, and they spend it at Hasso's drinking beer, munching pretzels, and listening to his juke box.

### Right on Border

There is just this blemish on Hasso Gorczya's private paradise: His cafe is smack up against the East Berlin boundary—when you are inside, you are in West Berlin, but when you step out on the sidewalk you step onto Communist territory.

Before August 13, the day the Reds sealed off East Berlin, this point was academic. Nobody even was aware of the boundary skirted Hasso's doorstep. But on August 13 this point became crucial.

The Reds, after their fashion, were decent enough. When they started building the concrete block wall that divided the city, they magnanimously allowed Hasso a thin strip of sidewalk so his customers could come and go along Heidelbergstrasse.

### Close Quarters

But their magnanimity was thin indeed. They ran the wall up to within 31 inches of the front door of the cafe, thereby making entry and exit possible but difficult.

Worse still, the Communists made it pointy clear that the 31 inches of ingress and egress belonged to them, and they were merely doing Hasso an act of proletarian kindness to let him use their real estate.

He was informed not to let too many people congregate on the sidewalk, not to let his patrons utter offensive (to the Communists) remarks, and not to let the juke box be used for the playing of anti-Communist music.

A violation of any of these conditions, Hasso was warned, would constitute a "provocation" and grounds for reprisals.

### High Wire Fence

To underline their warning, the Communists erected a high wire fence behind the wall and behind the fence they stationed six Communist German police carrying tear gas grenades and rifles with fixed bayonets.

They also hooked up a long fire hose to a hydrant. When several of the patrons stepped onto the sidewalk and stood there watching the Communists over the fence, they were doused with

the fire hose, the water cascading into the hapless Hasso's premises.

The patrons fled—without paying their tabs.

### Corrective Action

Hasso took corrective action. He placed a canvas curtain in front of the door to waterproof his premises, and he required that patrons pay when served. And he announced that patrons who congregated on the sidewalk would not be admitted in the future to his cafe.

But Hasso overlooked the juke box. Electronics experts among his anti-Communist patrons hit on the idea of using his phonograph as a public address system to heckle the Reds across the way.

First, they substituted for his regular stock of singles a series of custom-cut anti-Communist 45's. In due course the patrons began playing these planted disks. The Communists were furious, all the more so because the wags had advanced the volume to a crescendo.

### Canvas Curtain

The Communists squirted the fire hose, but it was only partially effective because of Hasso's canvas curtain. The Communists cops then brought up a truck-transported water cannon, and issued Hasso a last warning.

Hasso removed the offending disks from the phonograph and sealed it with a lock. His technician patrons rose to the challenge, however. They managed to do a clandestine rewiring job, which permitted them to use the phonograph as a public address system with a microphone concealed in the men's room.

### Ulbricht Inspects

Since this plainly was to be a single-shot prank, the pranksters bided their time for the ultimate occasion. This came when Walter Ulbricht, the East German Communist chieftan, inspected East Berlin's cement curtain.

Word reached Hasso's cafe just after work one evening that Ulbricht might appear on Heidelbergstrasse. The pranksters were alerted, and Ulbricht did in fact appear. The music cut out on Hasso's juke box and the conspirators took over.

"Ulbricht, you are a pig," they shouted. "You will get a worse fate than Hitler. We will wrap you in your own barbed wire and throw you into the Spree."

### Calls Police

Then the Communist water cannon cut loose, knocking down patrons in its path and blasting a hole behind the bar counter. Hasso hastily ejected the patrons and called the police.

What happens now, even Hasso doesn't know. "Everybody in West Berlin hates the Communists, including me, and that's my problem," he explained. "I can control my feelings, but I can't control those of my customers. And I can't operate my business without a juke box. That's my dilemma."

A survey shows there are at least 12 other cafes situated either straddling or near the West Berlin boundary with sealed-off East Berlin, all 12 having juke boxes.

None of them—so far—has been put in Hasso's dilemma by having electronics technicians who hate the Communists as customers.

## GEMA, ZOA Eye Other Developments During Stalemated Royalty Discussions

• Continued from page 4

The German trade is eyeing intently, furthermore, the U. S. Congress' attitude toward extending the American copyright law to include music played on phonographs (which are now exempt from such payments).

If Congress lifts the phonograph's immunity, this action will influence GEMA to step up its royalties drive in Germany, GEMA being expected to cite any such Congressional action as confirmation of its own attitude. But Congressional refusal to change the copyright law would tend to have the reverse influence, persuading it to moderate its demands.

Considerable importance is attached by observers to recent difficulties encountered by SACEM. SACEM is criticized for spending too much money on administration and investing the society's funds in real estate and bank stock.

This criticism is even more extreme than parliamentary criticism leveled at GEMA. Its effect has been to alert the German society

to a general wave of public hostility which appears to be in the making.

Finally, GEMA and ZOA are marking time in their negotiations for a clearer forecast of German economic conditions. Some economists are forecasting a tapering of the German boom. The trade consensus is that the position of the German operator will decline still further before it improves.

### The Operators Position

Reluctantly but definitely, GEMA is being compelled to take note of the operator's steadily worsening position. Some experts argue, however, that the operator's plight has been exaggerated and that, in general, the trade is merely consolidating its amazing boom of the last decade.

It is argued that once these gains are consolidated, West Germany will revert to a new box market. In this view West Germany's 60,000 boxes (the present count) is only a modest beginning, and there is no reason why the box count

cannot reach at least 150,000 by 1965.

The argument is also heard increasingly that if the German operator were more efficient he could meet GEMA's demand without difficulty. What is required, runs this argument, is the application of sounder business methods to German operating.

Specifically, it is argued, there are too many small operators (with under 10 boxes) and too many operators with no previous experience in the trade.

Naturally, the operators reject such arguments out of hand, claiming they are specious and sheer sophistry.

### Some Encouragement

From the operator viewpoint, the most encouraging aspect of the current stalemate is the failure of the GVL, the performing artists organization, to press its demands for royalty payments paralleling those made to GEMA.

GVL had circulated a survey intended to show that the phono-

graph is a mortal threat to the dance orchestra. GVL's survey showed that, while juke boxes had increased to over 50,000 (the late count is 60,000), the number of orchestras and bands had declined proportionately. Night clubs and restaurants, according to the survey, are switching from bands and orchestras to juke boxes.

GVL has failed to follow up this offensive, and some operators in-

terpret this as an indication of its willingness to compromise and accept a cut of the GEMA payments.

The majority trade view is the contrary, however. GEMA and GVL, the majority believes, have agreed that GEMA would have priority in pressing its claims, with the copyright society then to support GVL when the latter group's demands are served on the operators.

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THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

BILLBOARD MUSIC WEEK



# Florida Bulk Vending Operators Faced With Enforcement of Machine Taxation

MIAMI—Florida bulk vending operators are having a rough go. The State has had a 75 cents per-machine amusement tax on the book for several years, with food venders exempt from the tax. Until recently, bulk vending machines had been considered food dispensers and had been exempt from the tax.

Florida tax officials have taken the position that gum is not a food, and hence bulk machines dispensing gum were subject to the tax.

Local operators and the National Vendors Association pointed out that other States and the Federal Food and Drug Administration define gum as a food product. The Florida Attorney General's office has, as yet, made no ruling.

Meanwhile, many Florida counties are attempting to collect the tax on bulk gum machines. Some exempt machines where part of the profit goes to charity; others give partial exemptions, and still others

are not enforcing the tax at all.

In addition, municipalities are hitting bulk operators hard. Coral Gables, for example, requires an annual \$30 license for operators, plus \$1 for every penny machine and \$2 for every nickel machine.

In South Miami, the operator's license goes for \$10, with a \$1 and \$2 per-machine fee for penny and nickel units. In North Miami, the per-machine licenses go for \$2 and \$5.

Dade County (Miami) officials have announced that all bulk machines without tax stickers next month will be confiscated. Other counties are expected to follow Dade's lead, unless the Attorney General rules that bulk gum machines fall under the food category.

The Florida Bulk Vendors Association — formed last year with seven members — is now down to two members, Folz Vending and I. C. Sales Company.

According to Paul Feingold, I. C.

president, the State's 50 bulk operators have from 10,000 to 15,000 penny machines. He said that if 15 of these operators had paid the \$10 initiation fee and their \$5 monthly dues, the FBVA would have had a sufficient war chest to press for a ruling.

The NVA has retained Gregory Pahules, a Miami attorney, to advise the local operators; but funds to start court action are still lacking.

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Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.43
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.70
Cashew, Butts	.40
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Bio Gum, 72 ct.	\$.32
Malt-Ette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	\$.45
Wrigley's Gum, all flavors, 100 ct.	.45
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FOUR-MACHINE BATTERIES in the Folz Atlanta operation stand up longer because of the "fleck" paint.

## Folz Vender Paint Beats Jars, Vandals, Weather

ROME, Ga.—A long-term experiment in protective finishes for bulk vending machines which spend most of their time out of doors has proven that "fleck" paint is the ideal answer, according to Folz Vending Company, with several lease locations on Rome's downtown Broad Street.

In setting up four-machine twinier display stands, the Folz firm has spray-painted each machine in a soft green "fleck" paint which has chips of hard material in a darker green liberally mixed into the finish.

Tough to the extreme, the fleck paint is able to withstand careless jars and blows, without damage, can be easily cleaned with detergents, chemicals, or volatile agents without harming the finish in the least. Moreover, the finish is so hard that such vandalism as scratching it with the point of a nail file, a pocket knife, etc., does no damage at all.

Folz Vending Company, whose machines are maintained by the location owner, buying pre-packaged fill on a regular order basis, has found that the use of this hard surface paint doubles or triples the appearance life of the

(Continued on page 70)

**RECONDITIONED & REFINISHED NORTHWESTERN 49's**



Rotary delivery — mechanically simple — Sani-carry globe.

Available in 1¢ or 5¢ Merchandise or 1¢ Ball Gum and Charms.

(Specify when ordering.)  
**Only \$13.50 each**  
In lots of 10 or more ONLY \$12.50 ea.

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Available in 1¢ or 5¢ Merchandise or straight 1¢ Ball Gum.

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The finger bands almost meet — prevents interlocking. They'll vend one at a time.

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**SAY YOU SAW IT IN BILLBOARD MUSIC WEEK**



# Good Turnout at NAVTA

By SAM ABBOTT

LONG BEACH, Calif. — Despite strong competition from a long Labor Day week-end, the first conference of the National Automatic Vendors' Trade Association pulled an attendance of 60 (mainly operators), only 15 less than the anticipated 75.

The conference was held in the Cavalier Room of the Lafayette Hotel with social events, including a luau, around the pool during the originally one-day scheduled

session. Events for the second day, Sunday (3) were canceled to permit those attending to enjoy the holidays.

The holiday caused late arrivals for the first days' activities on Saturday (2). When the panel session opened at 9 a.m., only about 30 people were in attendance. Because of the small early attendance, B. J. (Bob) Grenier, NAVTA president, disposed of the panel discussion with an informal talk and question-and-answer period on successful vending machine operation.

### Plans Outlined

Plans of the association were outlined at the luncheon at which Margaret Hamilton of the California Department of Employment and Daniel Zmuda, attorney advisor for the Federal Trade Commission, were the principal speakers.

Mrs. Hamilton outlined plans for the establishment, with co-operation from the association, of classes for repairmen in the vending field. She said that the need for such tuition-free classes had been established.

According to a survey, vending firms need 128 repairmen. The school's classes would be limited to about 20 and several classes could be held at Los Angeles Trade Technical College, on a junior college level, and at other public colleges throughout California. She emphasized that obtaining of equipment would be no problem and that the instructors would be paid and have no connection with any manufacturer.

Following Mrs. Hamilton's informal discussion of the school, Grenier brought out the fact that similar schools could be established over the country with association co-operation. Mrs. Hamilton said that once the curriculum was set, opening of other schools would be

an easy matter. She thanked Ed Stanton, of E. F. Stanton Company, and Tom Young for their help in studying the proposal for the classes.

### FTC Background

Zmuda described trade practice rules as being in the nature of advisory opinions for the guidance of businessmen. He gave case histories of how the FTC worked. An approach that hinged on the FTC interpretation of trade practice conference rules which are designed to eliminate and prevent, on a voluntary and industry-wide basis, trade practices and methods of competition and business behavior in violation of laws administered by the Commission.

Leo Weiner, former president of Western Vending Machine Operators Association and a NAVTA second vice-president and director, took a bow and emphasized that the group would work in the interest of the bulk merchandiser. Hospitality rooms were maintained by Ed Stanton, of the Stanton Company, and Operators Vending Machine Supply Company with Herb Goldstein as the host.

Prince Paul and His Hawaiian Revue highlighted the luau catered by the hotel at poolside Saturday evening. A boat ride and dinner at the Port o' Call were scheduled for Sunday.

### Grenier Comment

Grenier, commenting on the meeting, said, "We are small business and in a position to represent small business and fair trade practices of the whole vending machine industry."

He added that the FTC has offered aid and counsel on the rules and regulations governing fair trade practices controlled by the majority of companies in the industry, and has shown a willingness to assist and hold con-

ferences with the purpose of pursuing that objective.

Officers, in addition to Grenier, are Arthur Kaufman, Phoenix, first vice-president; Weiner, second vice-president; Jack B. Powell, treasurer; Hugh E. McManus, Los Angeles, counsel, and Leo Hill, assistant to president. Charter operator members are Gordan C. Blank, San Francisco; Alfreda Danilowicz, Worcester, Mass.; Louis Davidoff, Denver; Ward Greene, Yuba City, Calif.; Grenier; C. B. O'Guinn, Bakersfield, Calif.; Gerald E. Heater, Sacramento; Stuart Hogaboam, San Jose, Calif.; John B. Hynes, New Orleans; Arthur Kaufman; Powell; Albert Shipley, Chula Vista, Calif.; Peter F. Welch, San Jose, Calif., and Leo Weiner, Los Angeles.

Registrations were handled by Fay Grenier and Elizabeth Keeran.



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## Credit Atlanta Bulk Expansion To Hot Charm & Capsule Sales

ATLANTA — Charms and capsules are responsible for quick expansion of bulk vending, according to a survey of operators in this trading area of over a million.

Whereas intense summer heat, hovering over the 95-degree mark for as much as a month at a time, was a definite limiting factor in vending confections, charms and novelties do not suffer from such heat, and can be displayed the year round in the hottest weather without damage.

Among the most evident results of this sort of thinking has been the appearance of many more 10-cent vending machines than 5-cent or 1-cent capsule-charm varieties. The emphasis is on novelty items which appeal to children, including rings, broaches, necklaces, identification bracelets, miniature cigaret lighters, miniature flashlights, tiny paint brushes, spray guns, etc. All are given the advantage of display posters inside the globes, with emphasis on color, and novelty.

Many of the new bulk vending machines which have sprung up

throughout Atlanta and its environs have been installed by phonograph operators seeking to diversify their operations. An estimated one-third of the phonograph operators in Atlanta are currently buying bulk machines, all of them reporting moderate to excellent returns in the process.

Because there were relatively few machines operating in Atlanta, bulk operators who are going into bulk vending on a diversified basis have found it necessary to buy brand new machines, primarily double and four-machine stands. Bright new appearances, plus the year-round appeal of charms, has eliminated much of the location-developing problem, typical operators assert, few of them finding any resistance whatsoever from location owners on the idea of putting in a battery of brand-new bulk vendors.

### First National Bulk Expanding Service

DENVER — First National Vending Service is expanding operations throughout the Denver area, with triple-head bulk vending stands being located in the majority of all new 5 and 10 cent stores in suburban shopping centers. Currently, there are approximately 20 locations in such stores as Woolworth's, Kress Company, Kresge's, etc.

Under the terms of the contract existing between most of the variety stores and First National Vending Company, complete fills are distributed on a regular basis, maintained, and changed by the host store.

Time payments available on Oak machines through all distributors.

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All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

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*Capsule Vendor*

Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

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# Next Massachusetts Operator Meet May Be the Group's Last

BOSTON—The Music Operators Association of Massachusetts are scheduled to meet early next month, at which time the matter of dissolving the organization will be considered, according to Cyrus Jacobs, president.

Jacobs pointed out that the meeting is of vital importance to all members since the action will be a final one. Reason for the move is the growing interest, locally of the merger plan, which has affected a number of members of MOAM.

Jacobs is of the opinion that

the group has served its purpose and he said he could not see where it would benefit the industry under the present conditions, since it has been virtually inactive in the past year.

He paid tribute to the men who started the group, and to the past presidents, the late James Geracos and David J. Baker of American International Bowling Corporation.

MOAM ran several successful annual banquets, fought against restrictive legislation and spent a large sum of money in attempting to have heavy juke box fees rescinded. Under present conditions, however, Jacobs said he believed the group had served its purpose and was no longer necessary.



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## Folz Paint

Continued from page 68

machine, with no need for frequent touch-ups, repaint, or need of machine exchange, such as is often the case.

The fleck finish, combined with attractive hard wood shelves, supported by wrought iron stands, lamp-black finished supports, is thoroughly attractive as well.

## Westchester Guild Resumes Meet Sked

WHITE PLAINS, N. Y.—After a summer layoff, the Westchester Operators Guild will resume its regular monthly meeting schedule at 8 p.m., Monday (18) at the American Legion Hall here. Meetings are scheduled for the third Monday of each month.

While no general membership meetings were held during the summer, the board of directors did meet regularly. WOG members will attend the New York State Coin Machine Association convention at the Laurels Country Club, Monticello, N. Y., September 29 to October 1.

## Lucky Bob Fabian Ankles Plane Crash

CHICAGO — Robert Fabian was doing a bit of stunting in his private plane when the wings came off. The 33 year old Atlas Music Company salesman said he then went into a dive and lost control of the plane at about 1,000 feet. He pulled the rip cord on his parachute and unfastened his safety belt. The chute dragged him out of the cockpit at about 600 feet and Fabian landed within five feet of the plane's wreckage about 20 seconds after it crashed. Fabian's comment, "I was real lucky."

## WAITRESS SUGGESTIONS HIKE DINNER TIME PLAY



DENVER—The waitress in this photo looks as though she is taking a dessert order from her customers. Actually, however, she is jotting down the names of three or four musical selections which will be played immediately on the juke box at the rear.

Encouraging waitresses to suggest and sell phonograph music to their customers is a long-term experiment which is paying constant dividends for Dewey Dutton, own-

er of a North Denver drive-in restaurant, and Glenn Pierce and Frank Huber, of Century-Supreme Music Company, owners of the phonograph.

As the program operates, the three to six waitresses on duty per shift are encouraged to suggest juke box music at two points. First is the "awkward pause" after the meal has been ordered, lasting until the food is delivered. Each waitress thus, after she has taken the food order, and transmitted it to the kitchen, steps back to the table, and suggests stereo phonograph music, pointing out that the restaurant has the finest in music reproduction systems, and telling the customer something about stereo in the process.

Few people refuse, since anyone but the most tin-eared diner usually has a few favorites, from Hit Parade numbers currently being offered on radio and TV. If the customer doesn't want to be bothered with digging out the change, the waitress will simply play the number from the coins in her own pocket, and add it to the bill. This touch is the beauty of the system, since customers will cheerfully pay an extra 25 cents or even 50 cents for music, particularly if it is a dull period.

Coin-operated music is suggested again, at the end of the meal, where it isn't unusual for a customer to ask to hear exactly the same disk she originally selected. It's the sort of approach which doesn't irritate anyone, but can make 95 per cent of all customers juke box customers as well, according to Dutton.

The restaurant owner compensates waitresses for their extra selling effort by adding a dollar or so to their pay if the juke box goes above the minimum. The minimum has been increased each month for 16 straight months, and the take has increased correspondingly.

"Merely volunteering to save the customer the trouble of dropping the coins into the chute is one advantage of this idea," Dutton said. "Surprisingly, where women are concerned, we have found that many of them do not understand how to operate the juke box and don't want to bother reading all of the instructions, to capitalize on such bargains as the 50-cent chute to use accumulators, etc."

From a so-so location, the drive-in restaurant, which has inside seating space for 70 patrons, has become one of the best on the Century-Supreme list.



## Midwest

### MILWAUKEE MENTIONS

Erv Hoeth, United, Inc., celebrated his 25th wedding anniversary last week. . . . Distributor salesmen calling on operators in the northern part of the State report business at a low ebb. One of the reasons: the recent shutdown of Camp McCoy which has affected the coin route that takes in the Sparta, Tomah and La Crosse, Wis., territory.

Stop-ins at the Radio Doctors downtown one-stop headquarters, according to Stu Glassman, included Niles Gluth and Bibs De Rusha, Fond du Lac; Jim Hamey, Lake Geneva, and local disk buyers Eddie Kay and Cliff of Mitchell Novelty Company. . . . Gerald Bartnik, who helps his dad operate the Banaco Music Company, has received his notice for possible call-up for military service. He recently completed his six months of training and is in the stand-by reserve.

Six staff members of the Milwaukee Amusement Company will attend the annual Wisconsin Music Industry Golf Jamboree, Wednesday (13), according to Clarence Smith. . . . Charlie Stanke has joined the staff of the Hastings Distributing Company. Stanke is a veteran of the coin machine business. He started in 1949 and formerly was with the Harry Cisler firm.

The first fall meeting of the Milwaukee Coin Machine Operator's Association is scheduled for Monday evening (11), at the Ambassador Hotel, according to the President Sam Hastings. . . . New office girl at Milwaukee Amusement Company is Patricia Hein. Benn Oilman.

### DETROIT DOINGS

Joseph Siwak, who operates a route of pool tables and shuffleboards with headquarters in Hamtramck, reports business very slow, with the public very reluctant to spend money because of fear of an auto strike. He has dropped his kiddie ride business, formerly operated under the separate name of Kiddie Ride Company, to concentrate entirely on the games. Hal Reeves.

### OUT MINNESOTA WAY

Wallace L. Huffman, 63, who headed the Huffman Novelty Company, died recently. A resident of Mahtomedi, Minn., he was one of the oldest operators in Minnesota. Survivors are his widow, Irene; a brother, Sam, Canoga, Calif.; and three sisters, Mrs. B. Caldwell, Houlka, Miss., Mrs. Eric Pearson, Wauwatosa, Wis., and Mrs. Thomas Polad, Dowagiac, Mich.

Jim Christensen of Jim's Record Shop, St. Paul one-stop, vacationed at Brainerd and Nisswa, Minn. . . . Sam Sigel, office manager at Lieberman Music Company, Minneapolis, and his family vacationed at Itasca State Park and Bemidji, Minn. . . . Dick Brown, partner in Brown Bros., Minneapolis one-stop, was married recently to Madonna Ryan. The wedding was in Minneapolis.

Romeo Crosby of Automatic Games Supply Company, St. Paul, reports that the new Rock-Ola Princess is going over very well in the territory. . . . Jim Stolp, operator at Greenbush, Minn., and his wife were in for a Minnesota Twins baseball game. . . . Other operators in the Twin Cities were Johnny Galep, Menominee, Wis., and Earl Porter, Mitchell, S. D. Porter is secretary-treasurer of the South Dakota Phonograph Operators Association.

Chuck Karter of Star Novelty Company, St. Paul, and his family vacationed in South Dakota. His brother, Jack, of Midwest Novelty (Continued on page 71)

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### 24th CONVENTION OUTING

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FRIDAY, SEPT. 29, THRU SUNDAY, OCT. 1, 1961

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- Friday Evening . . . . . Special dinner & show.
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Make check payable to the Music Operators of New York, Inc.

RATE: \$39.00 per person, or \$78.00 per couple for the weekend, Friday Dinner thru Sunday Lunch.

A DEPOSIT OF \$20.00 IS REQUIRED FOR EVERY ROOM RESERVED.

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# Williams Coin Exports Show Rise Over '60

CHICAGO — Export and domestic sales of Williams Electronic Manufacturing Company are up between 15 to 20 per cent in the past two months over the same period last year, according to Jack Baigelman, sales manager.

Baigelman said that export shipments have enjoyed their biggest boom in the European area, and that this is the first time in Williams' history that the firm has been in full production during normally slow summer months.

Baigelman credited increased general acceptance of Williams games for the surge. He said two points—trouble-free operation and novelty—were prime attractions.

Baigelman also noted that Williams was getting into full production on its pool games, first introduced last July, along with its new pin game being bowed to the trade this week (see separate story).

# Abandon Memphis Coin Tax Program

MEMPHIS—County Tax Assessor George C. LaManna last week quietly gave up a plan he had announced in April whereby he intended hitting the amusement industry in Memphis with high personalty taxes on their equipment.

When asked by a reporter, LaManna admitted that he had not sent deputies out, as previously announced, to assess juke boxes, pin balls and other coin machine equipment at market value.

This backdown is a major victory for coin machine operators here, who constantly have to fight off threatened tax increases.

In April, LaManna stunned the industry when he announced that he was "going after" the amusement industry on the personalty tax. The tax is paid at the rate set by the County Court on real property, which is \$1.84 per \$100 valuation. It will be more next year — \$2.25 per \$100.

LaManna had intended, in his drive on the amusement industry, to appraise juke boxes, pin balls, other amusement games, vending equipment, at actual cash value, then place the assessment at 60 per cent of cash value.

He then planned to force, by going to court, if necessary, operators to cough up the high tax on their equipment — while 90 per cent of the population in the county got by by paying a small arbitrarily fixed tax.



• Continued from page 70

Company, St. Paul, has been spending his weekends at his cottage at White Bear Lake near St. Paul. He reports that "the fish are biting." . . . Tom Prenevost, office manager of All-Record Sales, Minneapolis, vacationed on the north shore of Lake Superior. Donald Lyons.

## East

### NEW ENGLAND NOTES

**Jim Hunter and Phil Sweeney**, heads at Wurlitzer's Boston factory branch, are getting to know the folks in the industry hereabouts and are beginning to make friends. Biggest boost to sales, they say, is the ever-increasing volume of parts being received, bringing the supply up to an almost full complement. The fact that parts are available again is having a good effect on sales with more operators finding the road to 78 Brookline Avenue, opposite the Red Sox ball park, Fenway Park.

**Arnold Blatt**, Brookline operator, and his wife **Judy**, celebrated their ninth wedding anniversary with a night out on the town. Arnold gave some friends his private recipe for a New England clam stew, a dish for which his is renowned. . . . **Dick Mandell**, of International Vending Corporation, just back from a flying trip to Atlanta. He met his wife **Ruth** in New York and did a little relaxing in the Big City. . . . **Ruth Nally**, office manager, is back on the job after a bout with a bug.

**Irwin Margold** of Trimount Automatic Sales Corporation returned from Rockland, Me., with high praise for the Maine shoreline's lobsters and golf courses. . . . **Marshall Caras** is taking his vacation among the lush Berkshire Hills. . . . **Edward Ravreby**, former operator of Associate Amusements, gets around a bit these days and dabbles in the travel business.

**Cyrus Jacobs**, president of the Music Operators of Massachusetts and operators of Interstate Music Company of Roxbury, has found a way to combine business and pleasure. His diversification is in a searchlight and sound truck business, and, on two recent jobs out of town, he took his family along and camped near the jobs. He had a big store opening in Groton, Conn., so the family went along and made a camping holiday of it. He did the same at Riverside Park in Agawam. All summer has had his lights and sound at the Boston Arts Theater.

## South

**Tony Koupal**, former official of Central Distributors here, has launched his own M.A.R.K. Coin Machine Sales Company at 4540 Olive Street. Koupal left Central about a month ago, and has been accumulating used equipment.

The M.A.R.K. Company (the initials have no specific meaning) will feature a complete line of music and games machines and a used equipment department. Koupal said he will have serviceman **George Burrows**, a Veteran St. Louis area coinman, on the streets at all times to take care of machines on location. Burrows has had extensive experience with several music and games firms in this area. The new company has an area of about 6,000 square feet, a loading platform at the rear and parking facilities.

Meanwhile, Central Distributors has taken on **Danny Landsbaum** as a salesman. Landsbaum was with the G.J.L. Sales Company for more than 30 years, including 12 years as a partner in the firm before going with Central. He is married and has a 16-year-old son, **John Alan Landsbaum**.

The Central firm also has added a complete line of Rowe merchandising vending machines to its business. The company has equipped its headquarters with a parts department for the Rowe vendors.

The two youngsters of **Phil Weinberg** of Dallas, partner with **William Geiger** in Amusement Supply Company in East St. Louis, Ill., spent the week in DuQuoin, Ill. Phil has two brothers in DuQuoin—a

(Continued on page 72)



**THEODORE H. SILBERT**, center, president of the Standard Financial Corporation, congratulates **Arnold Harlem** on his appointment as executive vice-president of the SFC Acceptance Corporation. SFC Acceptance is a newly formed subsidiary which will take over the coin machine financing functions formerly performed by the parent company. Also in the picture are, left to right, **Edwin B. Meredith**, SFC executive vice-president; **Robert L. Krause**, senior vice-president, SFC Acceptance, and **Arthur F. Silbert**, vice-president, SFC.

# DAKAR SEEN AS THE NEW COIN BIZ HUB

DAKAR, Republic of Senegal—This strategic crossroads of air travel between Europe, Africa and South America is becoming a similar African coin machine crossroads, the African counterpart to Antwerp. A great part of Africa is supplied with coin machines through Dakar. From here machines are forwarded to Cairo, Nairobi, Cape Town and all points north and south and between. Dakar is becoming the major transshipment point for transatlantic coin machine cargoes to most of Africa. Because of its superb commercial air facilities, Dakar is taking transshipment business away from Accra, Ghana, and Lagos, Nigeria. Latest figures show that around \$6 million worth of coin machine cargoes are clearing through Dakar annually. This trade has been built in the last three years. As late as 1957 coin machine shipments were so negligible as to go unlisted.

# Turner Succumbs To Heart Failure

LOS ANGELES — Private funeral services for Stanley Turner, veteran music machine engineer, were held here Tuesday (5). In recent years he had been a sound engineer with Todd-A-O.

Turner originally entered the music field with the Capehart Corporation in the days of the Orchestrope. About 1934, he joined Wurlitzer on the West Coast as a service instructor. He later was associated with the phonograph service and installation departments of Paul A. Laymon, Inc., and Don Clark.

Turner is survived by his widow, Irene, and two married daughters.

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**BALLY BEAUTY CONTEST.....\$ 85**  
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Games Inc. Wildcat .....\$165  
Games Inc. Double Shot ..... 75  
Games Inc. Super Wildcat ..... 365  
Games Inc. Trail Blazer ..... 395  
Keeney Little Buckaroo ..... 145  
Keeney Criss Cross Diamond..... 165  
Keeney Red Arrow ..... 345  
Auto Bell Circus Play Ball ..... 50  
Auto Bell Galloping Dominoes..... 60  
Auto Bell Circus Wagon Wheel..... 65

## ARCADE

Bally Jet Shuffle Bowler, 8 1/2'.....\$ 45  
Bally Tournament Bowler, 12 1/2'..... 195  
Bally Lucky Alley, 14' ..... 295  
United Bowling Alley, 14' ..... 125  
United Super Bonus Bowler, 8' ..... 165  
United Jumbo Bowling Alley, 13'..... 295  
Keeney True Score Bowler, 14'..... 65  
Bally Sharpshooter Gun ..... 375

## MUSIC

Wurlitzer 1700F .....\$195  
Wurlitzer 1800 ..... 245  
Wurlitzer 2000 (200 Sel.)—with Speed Road Program ..... 295  
Wurlitzer 2200 (200 Sel.) ..... 445  
Rock-Ola 1468 Tempo I ..... 495  
Rock-Ola 1478 Tempo II ..... 645  
Seeburg V3WA (200 Sel.) Wall Boxes. 65



• Continued from page 71

physician and a mortician. The youngster also visited with Mr. and Mrs. Geiger, who also live in DuQuoin.

Alvin Nissenbaum of Wonder Novelty Company was scheduled to leave this week (28) for about two weeks in Hot Springs. He and his wife were to be accompanied on the automobile trip by their two sons, 11 and 7 years old. Al plans to get in a little fishing, boating and general relaxation. Of course, he said, he will study the coin machine business in that area.

Before Alvin's departure, his brother, Marvin, returned to St. Louis and the business after spending two weeks in the West. Marv spent some time in Wyoming and Colorado, and also looked over methods of vending in the sparsely populated Western section of the country. John Hicks.

### TENNESSEE TEMPO

**AROUND MEMPHIS:** Drew Canale, Canale Amusement Company, is heartsick over his nephew, Justin Canale, 18, star high school football back and end, signing a scholarship to play for Mississippi State. Justin's other three brothers are all playing for University of Tennessee. They are George Canale, Frank Canale and Whit Canale. Reason Justin signed with Mississippi State is to go in for more track, at which he also excels. He already has broken two State track records.

Klyce Perry, secretary-treasurer for S & M Sales Company, his wife and daughter enjoyed a vacation riding horses on a farm near Memphis this summer. They had been on trips in the past to New York, Washington, California, and decided to enjoy something this year they all liked. . . . When Perry returned to work, Alan Dixon, general manager, took off for a few days' rest at his cabin at nearby Horseshoe Lake in Arkansas.

George Sammons, president of Sammons-Pennington Company, Allen Y. Keller, Central Music Company, and Drew Canale, Canale National Tobacco Distributors, Inc., gave of their time on Labor Day to help raise money for Memphis Boys' Town for homeless boys. At the carnival each year, money is raised to support it the rest of the year. Games of the type at circuses and carnivals are operated, with civic-minded men like Sammons, Keller and Canale giving their time to run them.

Bill Forsythe, Forsythe Music Company, hurt in a wreck recently in Tallahassee, Fla., is recovering nicely, and back at work. . . . Joe Cuoghi, partner in Popular Tunes Record Shop, has a popular artist in Bill Black's Combo. Cuoghi is one of the owners of the Hi

# EFFICIENT FILING SYSTEM SPEEDS SERVICE ON PARTS

PHOENIX, Ariz.—Making it easier for operators themselves to point out necessary parts for game repairs and maintenance with 216 numbered drawers, is a service which has made operating life a little easier at Garrison Sales Company, distributors here, according to Roy Garrison, president.

Garrison, who has more than a quarter of a century of operating experience behind him, began making things easier for operators more than 10 years ago, when he developed a display case system in which larger parts for both phonographs and juke boxes are shown in glass counter cases, with green felt shelf lining, extremely reminiscent of jewelry store operations. This made it possible for the operator in doubt as to the number of a part, to simply point it out in the case.

Where extremely small, often-needed turnover items are concerned, however, visibility plays a less important role. For that reason, the big Phoenix distributorship has installed 216 metal drawers, in bank after bank of small cabinets, directly behind the service counter. Kept here are fuses, every size of screw, bolts, small relays, rubber parts, keys, lock parts, etc.

The cabinets and drawers are done in dark green, with an easily readable number on the face of each drawer. Thus, an operator who is running a dozen varieties of pinball machines, for example, can quickly learn which drawers carry the parts which he needs more often to keep each pin game in best working order, and simply gives the clerk behind the counter the appropriate number.

It is nothing unusual to hear an operator come in and ask for seven No. 210's, one No. 113, and 10 of No. 156, instead of going through the usual process of describing the small parts he needs, and then looking through a variety which the sales person shows him. Because of the swift convenience of the number system, operators can even telephone in and pick up essential small parts already sacked, doing away with time ordinarily wasted at the counter.

label, which has had eight million sellers with Black. Cuoghi is now working on Black's fourth album, due out soon.

Parker Henderson, operator of Rainbow Amusement Company, finally got away last week for a much delayed—and long awaited—vacation. . . . Clarence A. Camp, longtime operator with Southern Amusement Company, and its president for many years, is leaving operation of the business to others while he develops Camp Sales Company across the Mississippi River at West Memphis, Ark. He buys and sells about anything.

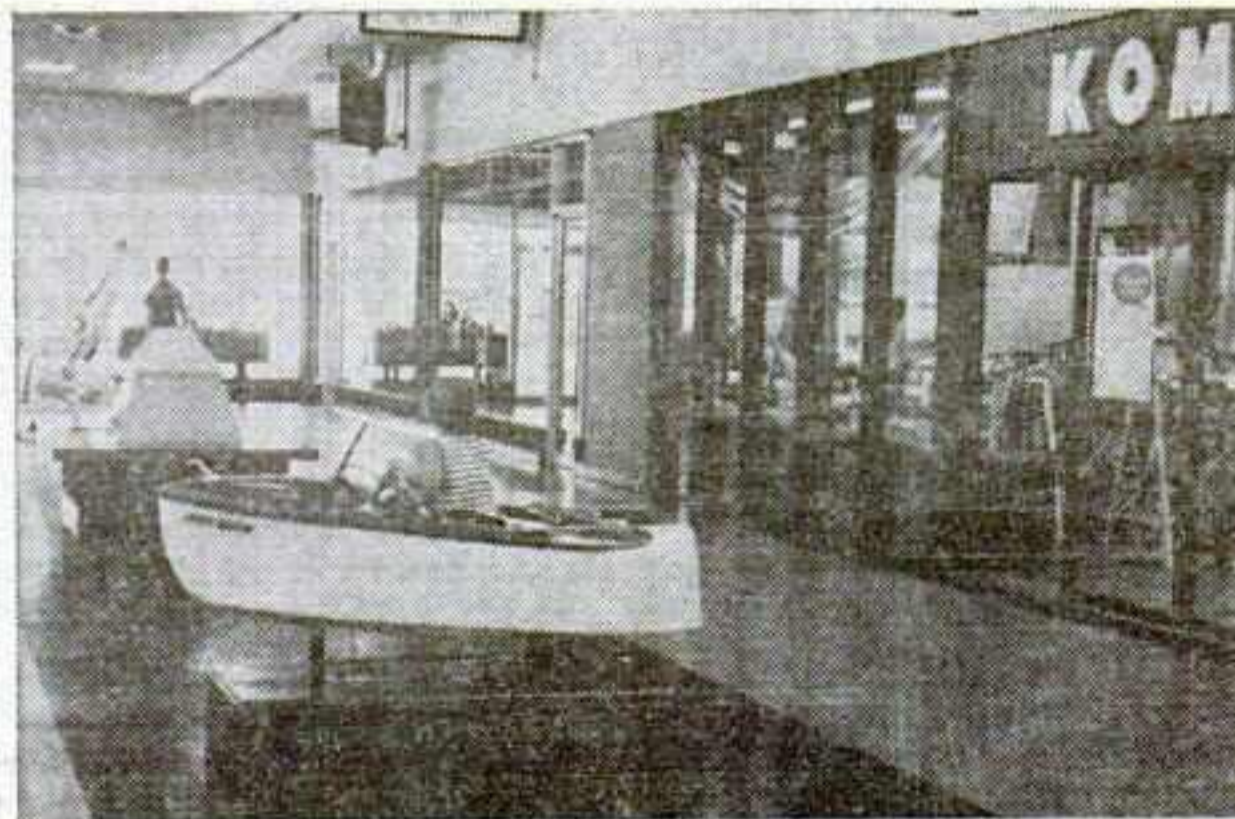
**AROUND THE STATE:** Mrs. Geneva Conder, Savannah Music Company, Savannah, Tenn., in Memphis for some new equipment and supplies. . . . J. B. Bridgewater, Bridgewater Music Company, Brownville, secretary of Tennessee Music Operators Association, says the organization has not accomplished what it intended in organizing operators all over the State, but hopes that it will eventually come about. Elton Whisenhunt.

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FRANK THORWALD'S three-ride installation in the air-conditioned mall of the North Denver's Lakeside Shopping Center is racking up record grosses. Mothers can shop anywhere along a 150-foot frontage and still watch their youngsters on the rides, as the entire area is glassed in.

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Ex. Silver Bullet ..... 150  
Ex. Date Gun ..... 65  
Genco Big Top ..... 195  
Genco State Fair ..... 225  
Keeney Sportsman ..... 195  
Keeney Ranger ..... 195  
Midway Bazooka ..... 295  
Midway Shoot's Gallery 350  
Midway Deluxe Shoot- ing Gallery, new ..... 525  
Seeburg Bear Gun ..... 185  
Seeburg Coon Hunt ..... 185  
Wms. Safari ..... 195  
Wms. Hercules ..... 325  
Wms. Crusader ..... 325



MRS. NATHAN G. BRENNER, newly elected president of the Women's Auxiliary, Gottlieb Memorial Hospital, looks over the organization's bylaws with Mrs. Joseph B. Crowley, first vice-president; Mrs. Nathan Gottlieb, second vice-president, and Mrs. William Kaufman, third vice-president. Some 150 women from the Western suburbs attended the organization's first meeting.

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MISS ANNABELLE  
AROUND THE WORLD  
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# Variety and Newness Are Keys To Success for Fla. Beach Arcade

LONG BEACH, Fla.—There is no better arcade merchandising than continuous replacement of machines, according to Buy Churchwell, who operates one of Florida's largest amusement arcades at the Long Beach Casino here.

Churchwell, a veteran of more than 20 years in amusement machine operations, has several unique advantages in his prime spot in the Gulf Coast resort city. First, all traffic entering onto the white sand beaches, into a fair and a carnival area, actually flows through the arcade. His 80-odd machines are located in a large building which serves as a gateway to the beat from the parking area.

This means that whether the customer's interest is swimming, dancing, a Ferris Wheel ride, a shooting gallery, or other amusements, he is thoroughly exposed to amusement machines in the process of merely entering.

**Tourist Traffic**  
With as many as 16,000 people logged through the gates on a single day, Churchwell profits steadily from this exposure. In fact, he has frequently had the opportunity to introduce amusement machines to people who actually had never seen coin-operated machines of this nature before. Included have been foreign travelers, people from the rural areas of Florida, Georgia, and Alabama. Most of his traffic, however, is made up of tourists, with plenty of time, who are ideal amusement machine prospects.

To keep them entertained, particularly because there are plenty of tourists who come back season after season, Churchwell runs his machines on an extremely short-time basis. There are a few old-timer exceptions, but for the most part he has an entirely new line-up of amusement machines to greet his beach-resort visitors every year.

The Florida operator selects his machines to cover all age levels and interests. For example, the headliner for the 1961 season is a Helicopter Ride, actually an advanced kiddie ride, with controls, and actions similar to a vibrating helicopter, done up in brilliant Air Force colors and spotted in the center of the arcade.

Intense interest in helicopters has led to just about as many adults giving it a try as children. Because the beach does attract children of all ages, there are probably more kiddie rides at this point than anywhere in Florida. No less than 10 dime-operated machines are provided, including Merry-Go-Rounds, Bucking Horses, Stage Coaches, Rocket Ships, racing cars, Airplanes and the like.

**Novelty Machines**  
There are plenty of novelty machines, as well, all of which were chosen because they are not likely to be seen anywhere else along the North Florida resort strip. An excellent example is a water-operated competitive game, in which contestants use jets of water, on either side of a glass-enclosed tank to drive a light plastic ball into the opposite goal.

Because this machine has heavy plate-glass windows, and a set of standard automobile windshield

wipers to keep the glass clear, it naturally has a high curiosity value intensified by the water action.

Backing up such unusual pieces of equipment as this are some of the old standbys in a new dress, such as a bulldozer diggers, cranes, etc.

**Target Games**  
There are more than a dozen types of target-shooting games, ranging all the way from a tommy-gun machine to familiar styles of pistols and automatics for firing at conventional targets.

Up at the front of the arcade is a five-ball Horseshoe (Williams) game, one of the most expensive pin games which Churchwell has ever purchased, but which has quickly repaid its cost in attracting play from those who don't want to swim, dance, or enjoy typical carnival fun.

There are some 24 other pin tables, a wide variety of testers, and skill games, bowlers, and novelty games to keep even the most bored visitor entertained.

**Coin Changers**  
Churchwell obligingly provides coin changers at each end of the cavernous arcade building, and profits from the fact that lining the walls in either direction are restaurants, a coffee shop, a gift and novelty shop, plus a service counter which also makes change.

Churchwell picks his new games with an astute eye toward the age gamut represented by his customers, trades in machines which have scarcely lost their patina of newness, and immediately does away with any machine which shows collections below expectations.

**PR Program**  
Despite the fact that no direct funds are budgeted to promotion of the big arcade, Churchwell benefits from an extremely heavy public relations program carried out by the Long Branch solons at every opportunity. Long Beach is promoted by direct mail going out of State, by extensive billboards, by recommendations from the Chamber of Commerce, Visitor's Bureau, etc.

"Keeping it as attractive as possible for everyone," Churchwell stays strictly away from any sort of game which infers gambling, often refinishes a machine which has been in service only a few weeks, and maintains a tight preventive maintenance program which guards against profit-leaking or breakdowns at the height of the season.

**Maintenance**  
Although he gets excellent service from distributors in nearby Panama City, Churchwell keeps an experienced eye on all machines, refinishes and touches up many of them on the spot. There is a full-time custodian on duty, continuously polishing machines, sweeping the floors and washing down all of the heavily used equipment at least once a week.

With this sort of attention to eye-appeal, it isn't surprising that Churchwell's machines show collections well above the national average quoted for each type, and enough that most of his Chicago manufacturers have gone out of their way to visit this "poor man's Miami" and see how Churchwell operates. Invariably, the manufacturers go away impressed.



GOLF TIME, new golf game being produced by Phillips Amusements, Inc., Bloomington, Ill., enables players to shoot nine holes for a dime, 18 for a quarter. Up to four can play. A plastic cover protects the green, and a sweep arm cleans the green after each shot. A single game can be completed in about 90 seconds.

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# Georgia Op Finds Larger Location Owner Share Makes Money for All

ATLANTA—Phonograph operators who are troubled with volume-dwindling problems should make more use of the natural merchandising assets which are available to them, according to Sam Knox, of Knox Music Company, here.

The collection drop, which had bothered the entire juke box operating industry throughout the Southeast since the beginning of 1961, has apparently passed Knox by—primarily because he is getting an impressive amount of location owner co-operation in the matter of building play.

**BILLBOARD**  
**LOCATION RELATIONS**  
**MUSIC WEEK**

tomers for their choice, etc., won't do any good if the location owner forgets his promise as soon as the operator is out of sight. If, however, half of the returns from every dollar going into the machine are his, the location owner will make good on promises.

It is as simple as that, the Georgia operator declares, and he can back up his statement by showing higher returns from average locations, competently shilled by the location owner and his personnel, than those produced in better spots by operators who are paid on the 60-40 basis.

Knox knows that he has first-class good will from his location owners, and he doesn't hesitate to capitalize on the fact. It isn't unusual, as a matter of fact, for a location owner, keeping track of the play meter, to call in and express disappointment over specific records which are not getting results.

Knox welcomes such criticism, will dash out immediately to look into the situation and rectify it with other selections. By keeping this up on a continuous basis, he sees his location owners about three times as often as is the usual case, changes records approximately one-third more often, and, most important, collects more from each spot.

### New Location

An ideal example of what good location owner co-operation is came last January, when a location owner of several years standing telephoned Knox with the news that a chance acquaintance was opening a new tavern and restaurant in an Atlanta suburb.

In contacting the prospective location owner, the Georgia operator found that the latter had been told by the first location owner of the larger commission, in such enthusiastic terms, that he had turned down three other proposals from a like number of operators, each of whom was obviously willing to make some significant concessions in order to gain the spot.

"Good will must be a two-way proposition," Knox said, "and there is no better way of building it than to let the location owner show a better return for his own efforts in merchandising music."

Knox feels that the old axiom, "You've got to spend money to make money," is just as true in juke box operations as in any other connection. Consequently, he has been locating his machines on a 50-50 basis, simply because he will get twice as much interested co-operation from location owners by doing so.

### Equal Partner

Even though the going commission split in the Atlanta area is 60-40 Knox makes no attempt to put over this sort of percentage. Instead, by making his location owner practically an equal partner, he points out that he does so on the expectation that the location owner will do a worthwhile job of building volume.

Likewise, the Georgia operator makes extensive use of shill money by identifying quarters and dimes with dots of bright red paint—an acrylic plastic paint which won't wear off easily. Enough shill money goes into every location to make sure that the juke box can play all day if necessary.

In a typical location in suburban Buckhead, in a popular tavern named Ivy's, it is nothing unusual for \$4 to go into the juke box in a single day, to keep it going during all hours, except, of course, when there are enough customers on hand to keep the coin box tinkling.

### Keeps Promise

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A.M.I. K-200	660
SEEBURG KD-200	445
SEEBURG 222	\$795
ROCK-OLA 1446	195
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- Ball over left top rollover button lites green hole and green kicker bumper, increasing score potential.
- Ball in red or green pocket when lit spots corresponding 1-2-3 selections.
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- Scramble bumpers move arrows five spaces.
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## Internal Revenue Service Figures Show Increase in Tenn. Coin Games

NASHVILLE, Tenn.—The number of amusement machines in the State and gaming units in private clubs, such as the American Legion, increased 142 to a total of 2,086 for the fiscal year ended August 31.

This report comes from G. M.

Martin, chief of the Collection Division for the U. S. Internal Revenue Service.

Martin said total taxes collected by the Federal Government for the fiscal year just ended was \$698,586, compared to \$515,335 for the last fiscal year.

### No Breakdown

Martin said the tax breakdown does not specify how many pin balls or amusement machines were licensed, nor how many of the gaming units are in private clubs.

Martin said most of the tax money came from operators of amusement games. Federal tax on these is \$10 each annually.

Martin said the increase in the number of machines, jumping from 1,944 last year to 2,086 this year, indicates a healthy growth in the industry, a sound, growing economy and is indicative of future prosperity and expansion.

## Rock-Ola Kit Spots 'Star' Juke Artist

CHICAGO—Rock-Ola is introducing a new Featured Star Play Stimulator in kit form for its Princess phonograph, enabling operators to highlight a star vocalist or orchestra on the juke box program.

The kit is priced to sell for under \$20 and can be installed in minutes, says Rock-Ola advertising executive, Ralph Wycoff.

Basically, the kit consists of a styrene plastic slip-in sign that has space for a promotion jacket or record sleeve of the featured star.

Color-matched stars are also provided for affixing to the title strips. Customers can check the title strips to see which tunes are available by the star.

Wycoff says the star can be changed as often as the operator feels it is necessary and virtually any jacket or sleeve can be used in the sign.

## Jack Cohen Wins Trip To Miami; AMI Pays

CHICAGO — Jack Cohen, J-C Music Company, Cleveland, wins an all-expense paid trip for two to Miami, courtesy of A. C. Automatic Service, Inc. Cohen is the third winner since A. C. Automatic kicked off its monthly contest-drawing at last spring's Music Operators of America convention. All purchasers of an AMI phonograph are eligible.

The distributor who submitted Cohen's name was Monroe Coin Machine Exchange, Cleveland.



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- 2 cyclonic kickers light alternately
- Match Feature • 3 or 5 ball play



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**D. Gottlieb & Co.**

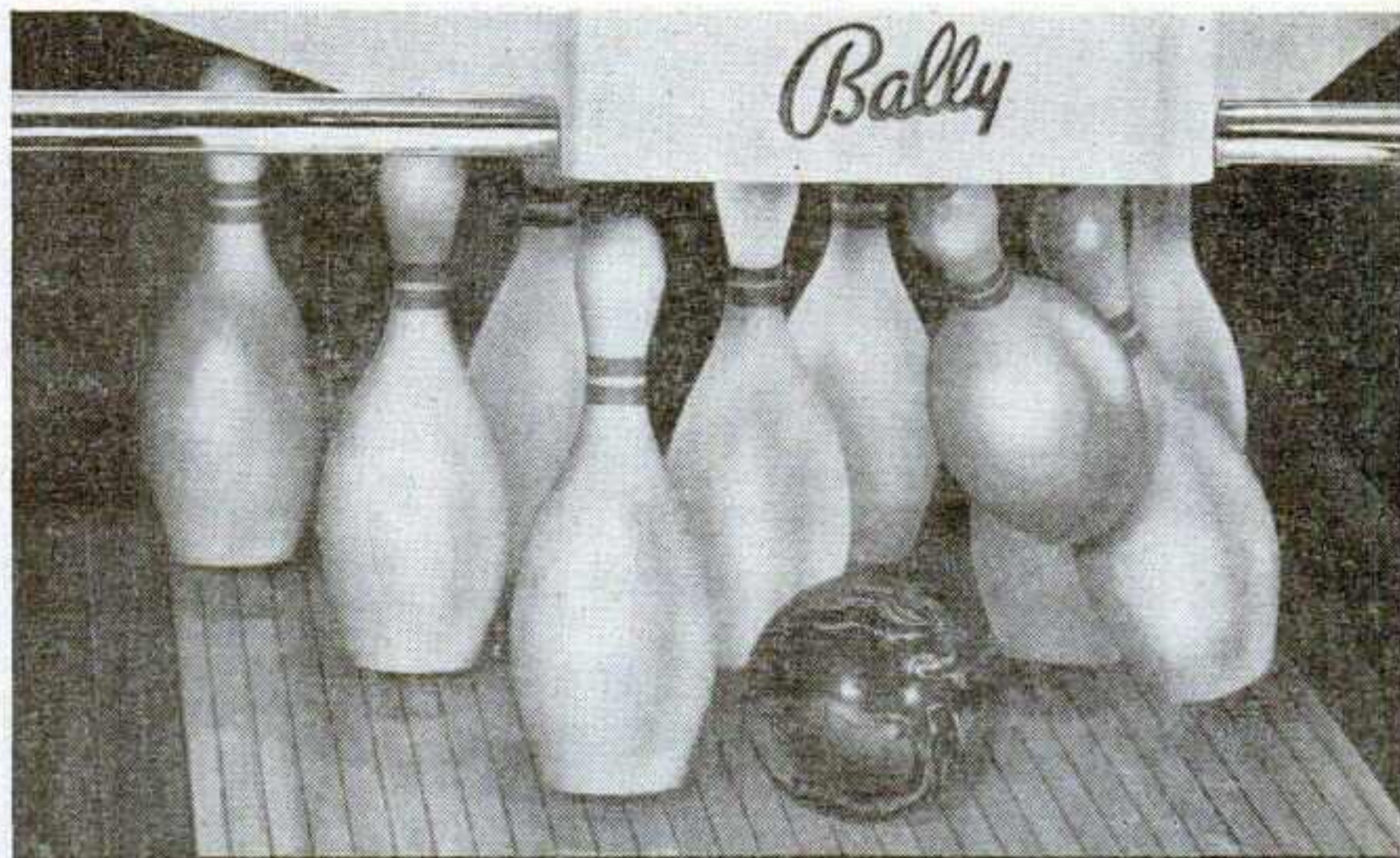
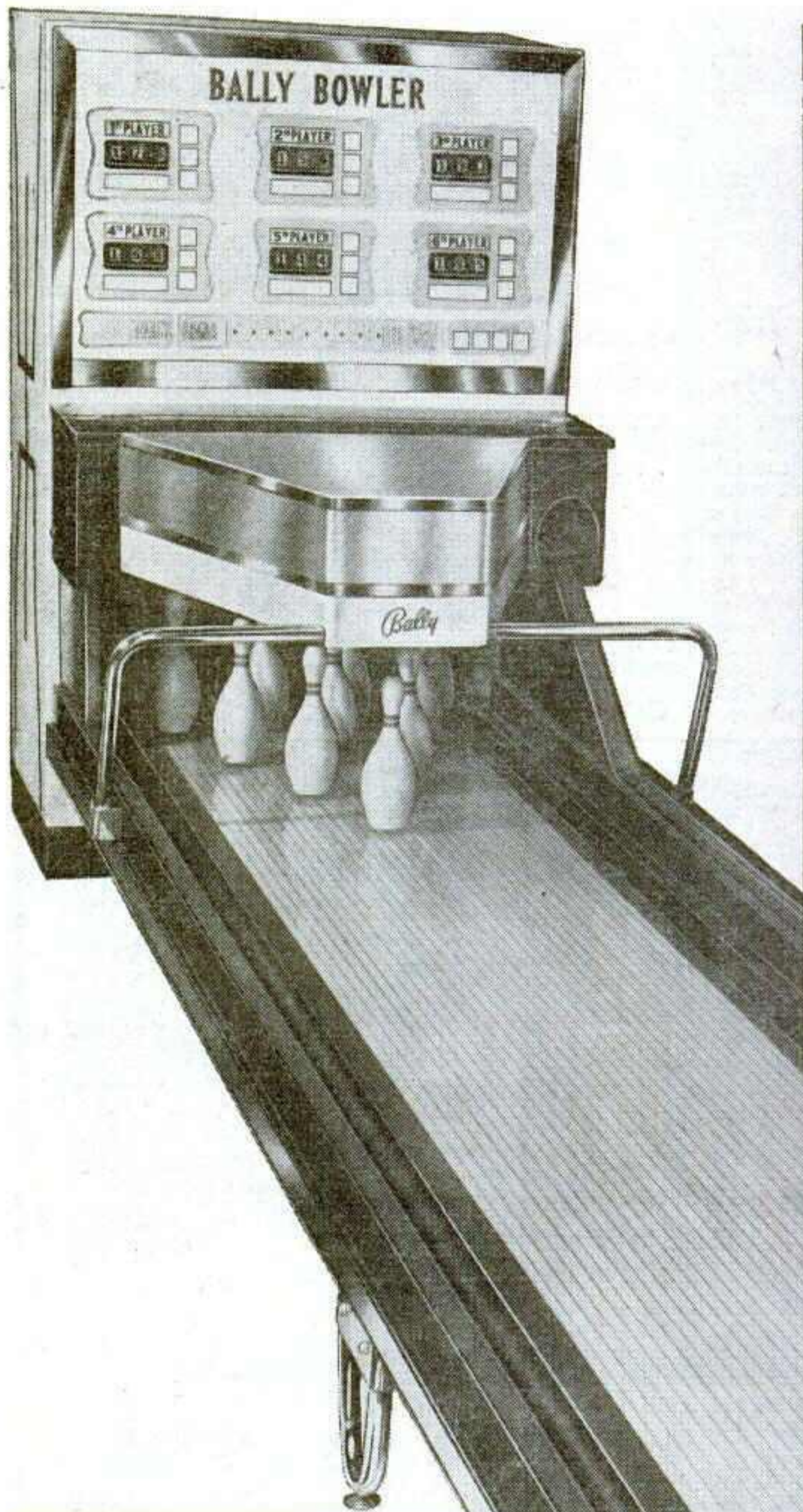
1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



# NEW INVENTION STARTS

## Amazing Swivel-Action Pins



Photograph shows true bowling performance of new Swivel-Action Pins. Ball drives No. 1 Pin sideways to hit No. 3 Pin, which in turn will take out No. 6 and No. 10 Pins. BALLY BOWLER full-round pins fly in any desired direction, depending on angle at which ball hits pins or pins hit pins, exactly as in real bowling. Action is one hundred per cent mechanical response to impact of ball against pin or pin against pin—without electrical roll-over—without magnets—without dangling chains. Hit pins are cleared off the alley with the snappy speed of real pins on a real alley—resulting in fast play, fast earning-power.

SCORING is by official bowling rules.

BALLS (3 supplied with each bowler): hard rubber, 4½ in. diameter.

DIMENSIONS: 16 ft. long, 41 in. wide. Length may be increased to 21 ft. or 26 ft. with easily added 5 ft. alley sections.

STANDARD COIN MECHANISM is 15 cents a game, 2 games for a quarter, but is readily convertible to straight dime play.

HIGH-SPEED TOTALIZERS, proved perfect in thousands of Bally games, are standard equipment.

AUTOMATIC BALL-RETURN is fastest, smoothest ever built into a bowling game.



# NEW BOWLING BOOM!

## Ensure True Bowling Thrills!

### No Roll-Overs! No Magnets!

REALISTIC BOWLING ACTION built into BALLY BOWLER is the result of two years of engineering to produce a revolutionary new pin-mechanism with full-round pins that fly in any desired direction, depending on angle at which ball hits pins or pins hit ball, exactly as in real bowling, without electrical roll-overs on alley and without magnets—without dangling chains.

Hit pins are cleared off the alley with the snappy speed of real bowling on a real alley—insuring fast play, fast earning power.

### Built for Heavy Duty!

The new BALLY BOWLER Swivel-Action Pin, speedy, positive pin-thrower and jam-proof ball-return are built to take the punishment of continuous heavy play—and proved by automatic life-testing equal to three years of average location action.

### Smart New-Look Styling!

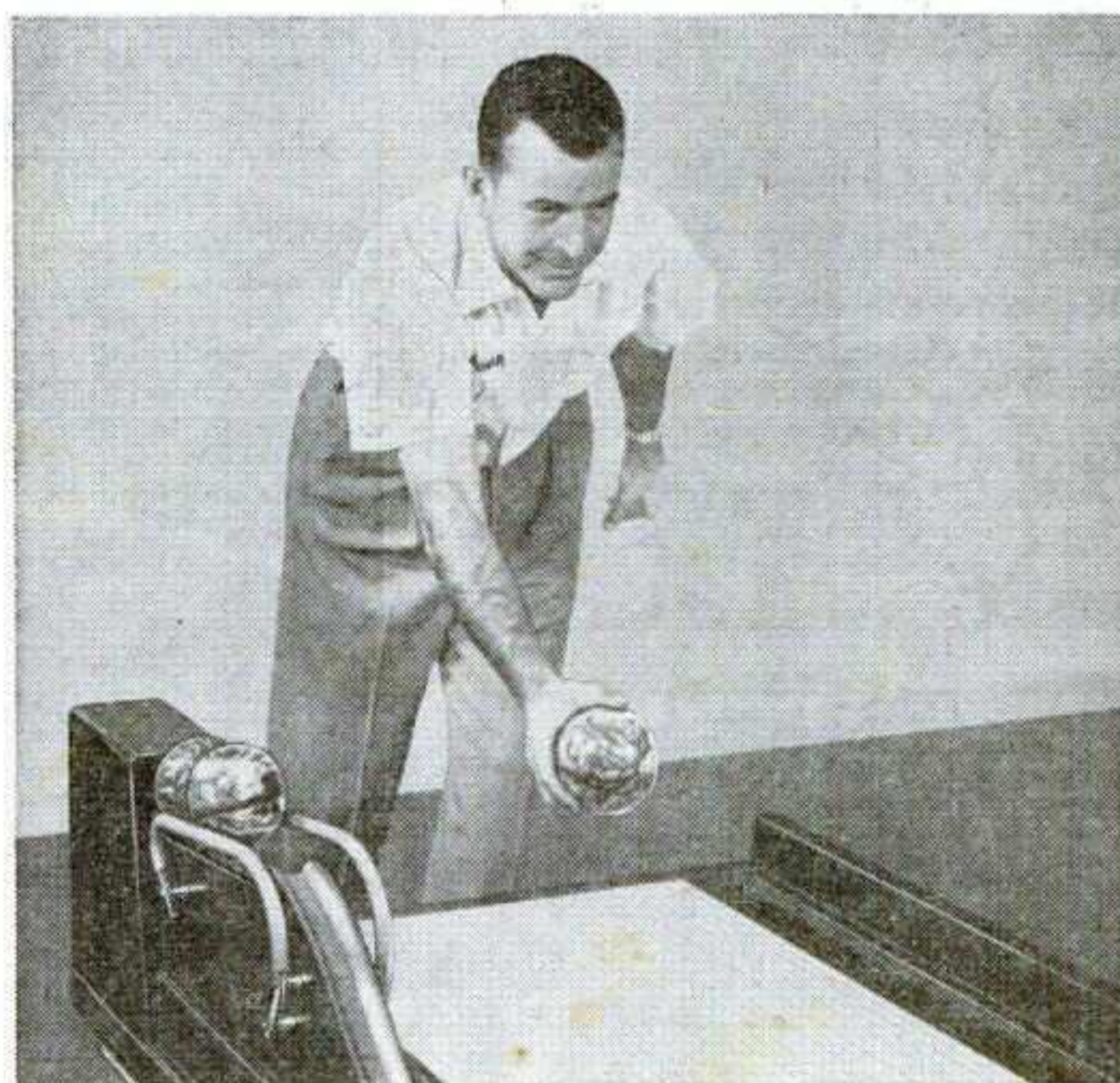
Designed by a prominent industrial designer, BALLY BOWLER combines rich walnut tones and pleasing pastel colors with highlights of gleaming chrome. Low, eye-level cabinet with strikingly simple glass and streamlined alley win a welcome in every type of location.

### Smooth, Quiet Operation!

Special noise-absorbing composition under the BALLY BOWLER alley, rubber-lined ball-return track and smooth, precision action of pin-mechanism assure extra quiet performance.

### Top Earning-Power!

No coin-operated bowling-game ever gave players the real bowling performance—the realistic leaves—the true bowling satisfaction built into BALLY BOWLER. Location tests prove that BALLY BOWLER attracts new players, opens new locations, puts new life in present locations, boosts bowling collections to new highs. Get in on the ground floor of the new bowling boom. Get BALLY BOWLER now.



**"Next thing to real bowling!"**

**BUDDY BOMAR**

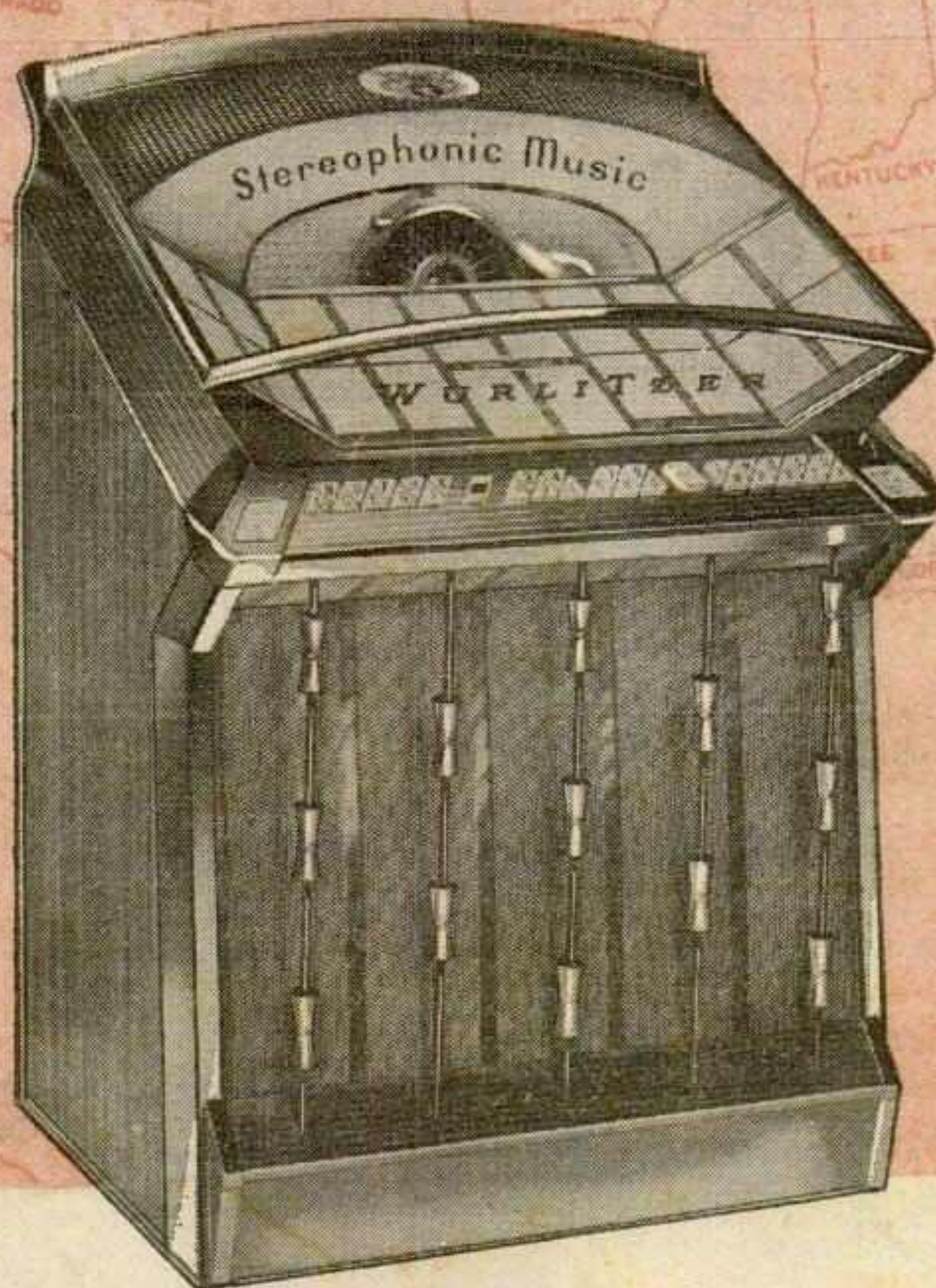
*Buddy Bomar, nationally recognized as one of the greatest stars of bowling, says, "BALLY BOWLER is the next thing to real bowling and gives players the most realistic bowling action I've ever seen in a coin-operated bowling game."*

# BALLY BOWLER

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago 18, Illinois



# MAKING A NAME FOR ITSELF ALL OVER THE MAP



# WURLITZER 2500

## THE INDUSTRY'S TOP EARNER

All you have to do is look at it, listen to it and you'll know why the Wurlitzer 2500 is racking up new earnings records. Couple maximum take with minimum service and you've got the Ultimate in Automatic Music.

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