

July 14, 1962

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS

BILLBOARD  
MUSIC WEEK  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

No Breakouts This Week.

#### ★ REGIONAL BREAKOUTS

These new records, not yet on BMW's Hot 100, have been reported getting strong sales action by dealers in major market (s) listed in parenthesis.

- MAMA, HERE COMES THE BRIDE . . .**  
Shirelles, Scepter 1234 (Ludix, BMI) (New York)
- BABY SITTING BOOGIE . . .**  
Ralph Bendix, ABC-Paramount 10340 (Reis, BMI) (Milwaukee)
- REAP WHAT YOU SOW . . .**  
Billy Stewart, Chess 1820 (Arc, BMI) (Pittsburgh)
- THEME FROM A SUMMER PLACE . . .**  
Dick Roman, Harmon 1004 (Witmark, ASCAP) (Milwaukee)
- SURFIN' SAFARI . . .**  
Beach Boys, Capitol 4777 (Guild, BMI) (Detroit)
- POOR LITTLE PUPPET . . .**  
Cathy Carroll, Warner Bros. 5284 (Aldon, BMI) (Seattle)

#### NEW ON THE HOT 100

80. **BEN CRAZY . . .**  
Dickie Goodman & Dr. I. M. III. Diamond 119
85. **BRING IT ON HOME TO ME . . .**  
Sam Cooke, RCA Victor 8036
87. **ABOVE THE STARS . . .**  
Mr. Acker Bilk, Atco 6230
88. **WHAT'S A MATTER BABY . . .**  
Timi Yuro, Liberty 55469
89. **ALL NIGHT LONG . . .**  
Sandy Nelson, Imperial 5860
92. **THE BIRD MAN . . .**  
Highwaymen, United Artists 475
94. **KEEP YOUR HANDS IN YOUR POCKETS . . .**  
Playmates, Roulette 4432
95. **A TASTE OF HONEY . . .**  
Martin Denny, Liberty 55470
97. **RINKY DINK . . .**  
Dave (Baby) Cortez, Chess 1829
98. **THEME FROM HATARI . . .**  
Henry Mancini, RCA Victor 8037
99. **LA BOMBA . . .**  
Tokens, RCA Victor 8052
100. **A MIRACLE . . .**  
Frankie Avalon, Chancellor 1115

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

**POT LUCK, Elvis Presley, RCA Victor LPM 2523**  
**LOVERS WHO WANDER, Dion, Laurie LL 2012**

STEREO

**POT LUCK, Elvis Presley, RCA Victor LSP 2523**  
**BASHIN'—THE UNPREDICTABLE JIMMY SMITH, Verve V6-8474**

#### ★ NEW ACTION LP'S

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

MONO

- BOBBY VEE MEETS THE CRICKETS . . .**  
Liberty LRP 3228
- IT KEEPS RIGHT ON A-HURTIN' . . .**  
Johnny Tillotson, Cadence CLP 25088
- A BOBBY VEE RECORDING SESSION . . .**  
Liberty LRP 3232
- HATARI! . . .**  
Henry Mancini, RCA Victor LPM 2559
- WORRIED MIND . . .**  
Ray Anthony, Capitol T 1752
- MILLION SELLERS BY FATS . . .**  
Fats Domino, Imperial LP 9195
- I CAN GET IT FOR YOU WHOLESALE . . .**  
Original Cast, Columbia KOL 5780
- THE MANY MOODS OF FERRANTE & TEICHER . . .**  
United Artists UAL 3211
- LOVER PLEASE . . .**  
Clyde McPhatter, Mercury MG 20711
- BRAVO GIOVANNI . . .**  
Original Cast, Columbia KOL 5800
- FROM ME TO YOU . . .**  
Connie Stevens, Warner Bros. W 1431
- SHE CRIED . . .**  
Jay & the Americans, United Artists UAL 3222
- IT'S TRAD . . .**  
Kenny Ball & His Jazzmen, Kapp KL 1285
- SHELLEY . . .**  
Shelley Fabares, Colpix CP 426
- THEME FROM BEN CASEY . . .**  
Valjean, Carlton LP 143

STEREO

- ORIGINAL MOTION PICTURE HIT**  
**THEMES . . .**  
Various Artists, United Artists UAS 6197
- HATARI! . . .**  
Henry Mancini, RCA Victor LSP 2559
- ROMAN GUITAR, VOL. II . . .**  
Tony Mottola, Command RS 836 SD
- DAVE GARD & THE WHISKEY HILL SINGERS . . .**  
Capitol ST 1728
- VINCENT EDWARDS SINGS . . .**  
Decca DL 74311
- NEW ON THE TOP LP'S**

#### NEW ON THE TOP LP'S

MONO

116. **POT LUCK . . .**  
Elvis Presley, RCA Victor LPM 2523
119. **LOVERS WHO WANDER . . .**  
Dion, Laurie LL 2012
132. **DRUMMIN' UP A STORM . . .**  
Sandy Nelson, Imperial LP 9189
136. **POPS ROUNDUP . . .**  
Boston Pops Orch. (Fiedler), RCA Victor LM 2595
146. **I'M THE GREATEST COMEDIAN IN THE WORLD ONLY NOBODY KNOWS IT YET . . .**  
Jackie Mason, Verve V 15033

STEREO

33. **POT LUCK . . .**  
Elvis Presley, RCA Victor LSP 2523
50. **BASHIN'—THE UNPREDICTABLE JIMMY SMITH . . .**  
Verve V6-8474

## Across-the-Board Product New Note In Singles Streak

Most areas of the country continued to enjoy good to excellent singles business last week, continuing the hot streak that has boosted the summer singles business so far to the best in the past three years. In some areas dealers reported that business for the past few months was up as much as 40 per cent at singles counters. An added note was that hot singles sellers were popping up in all categories—country and western, pop, r.&r. and r.&b.

LP's appeared to be off as against the same period last year, though there were a number of hot albums that were racking up sock sales. In a few cities LP's showed a strong pickup last week, like Los Angeles, Atlanta and St. Louis.

In addition to the hot sellers, such as Elvis Presley's "Pot Luck" and Dion's "Lovers Who Wander," there was burgeoning action on some new releases that included Johnny Tillotson's "It Keeps Right On A-Hurtin'," on Cadence; "All the Hits," with Bobby Rydell on Cameo, and "Shelley," with Shelley Fabares on Colpix.

Cities where singles were strong included Los Angeles, Houston, Dallas, Seattle, Chicago, Pittsburgh, Memphis, Miami, Atlanta, Detroit, Baltimore, St. Louis and Washington.

## C.&W. Disks Making Coin in Denver

DENVER—Strong-selling product was responsible for a general rise in business in this area during the last two weeks. The amount of increase varied, with some dealers and distributors reporting 15 to 40 per cent jumps over last year's sales for the same period.

Country and western material was taking a healthy chunk of the total coin, with the new singles by Bobby Bare ("Shame On Me," RCA), Marty Robbins ("Devil Woman," Columbia) and Wanda Jackson (Capitol) all doing extraordinary business. Special deals on c.&w. material was accounting for some of this brisk action. But this area is generally considered strong for country disks anyway, and an abundance of good ones usually perks things up.

An interesting sidelight on the Robbins disk, which is only a year or two old, is that juke box operators were first to get excited about the side. The ops, for some reason, ordered in larger than usual amounts—days before the record ever got on the air.

Among some of the newer sides showing well are: "If I Should Lose You," the Dreamlovers; "Afraid of Heartache," Ira Allen on Renegade; "Party Lights," Claudine Clark; "My Daddy Is President," Little Jo Ann; the three new George Maharis records, and James Brown's "Shimmy and Shout" on King.

Discounting is rampant in town, with local distributors feeling the effects of transshipping and rackers buying from out-of-State. The credit situation was also a matter for concern. Three dealers closed up shop in the past few weeks.

## Now One-Stops Want Organization

PHILADELPHIA—"Everybody seems to be getting into the organization in the record business and I think the one-stops should have one too," says Irv Perlman, partner at I. J. Morgan, leading Quaker City one-stop.

Commenting on the business scene here, Perlman said that the consensus is that sales, particularly in singles, are especially good.

"But maybe with our own one-stop organization, we could make the business even better," he added.

Other sources also backed up the report of healthy singles sales. One distributor spokesman said: "Whenever you have a real big single, it gets people into the stores. We've had just such a big single in Bobby Vinton's 'Roses Are Red.' And now we're getting about the same kind of terrific reaction on the new Vinton LP."

Also creating local activity were "A Wonderful Dream,"

(Continued on page 8)



# THE MERCURY HOT LINE



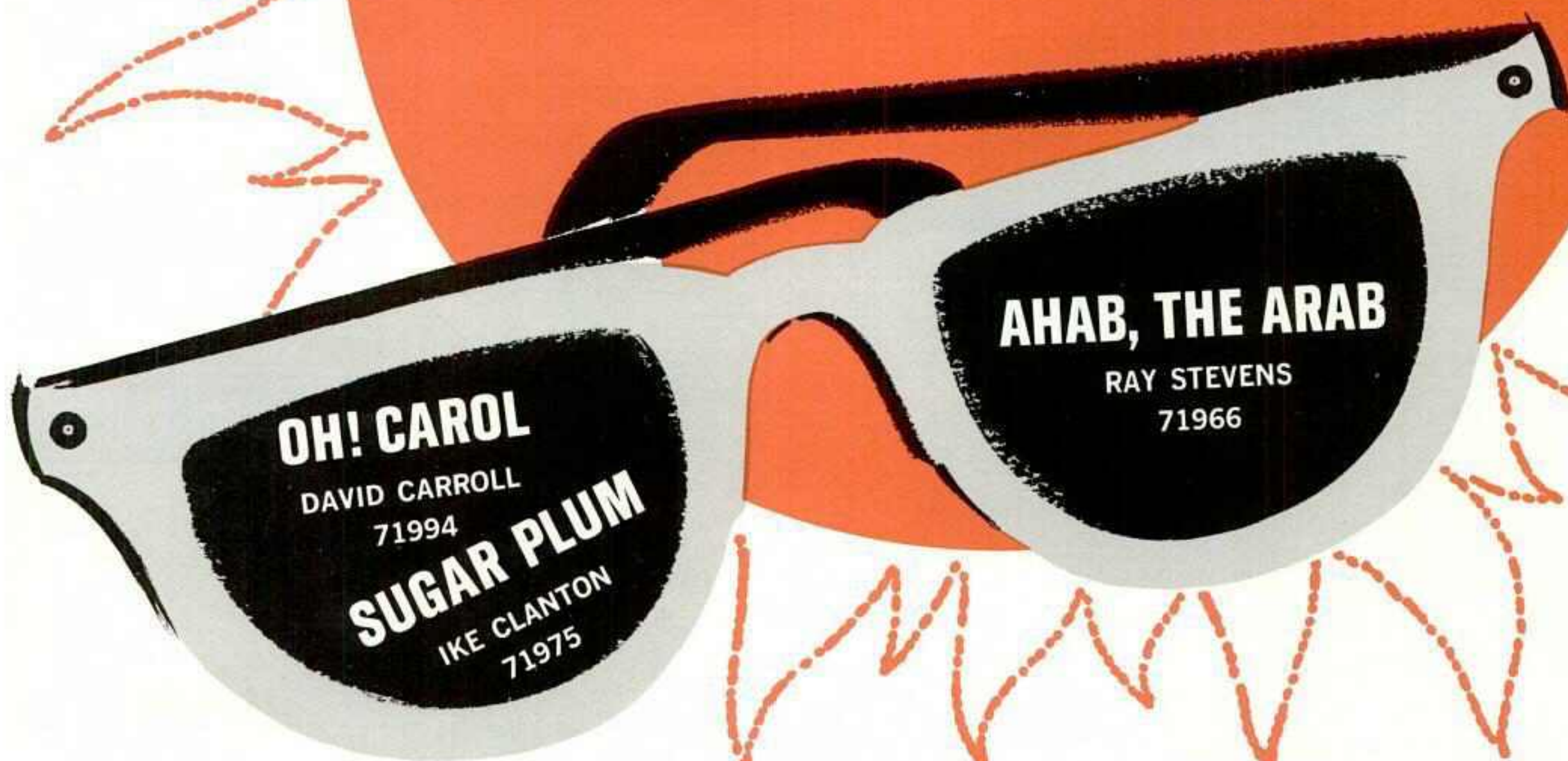
Get with it for **HOT SALES** all summer long!

**LITTLE BITTY PRETTY ONE**  
CLYDE McPHATTER  
71987

**A TASTE OF HONEY**  
QUINCY JONES  
72012

**THREE FOOLS / BOYS' NIGHT OUT**  
PATTI PAGE  
72013

**SUMMER THEME**  
HERMAN CLEBANOFF  
72004



**OH! CAROL**  
DAVID CARROLL  
71994  
**SUGAR PLUM**  
IKE CLANTON  
71975

**AHAB, THE ARAB**  
RAY STEVENS  
71966

**NEW AND DUE** to rise and shine soon

**Land of No Love**  
JOSH WHITE, JR.  
72007

**Cold, Cold Heart**  
GEORGE JONES  
72010

**Chained To A Promise**  
MARGIE SINGLETON  
72002

**The Golden Twist/  
Tippin' In**  
SIL AUSTIN  
71977

**Meadowland**  
JOSE MELIS  
72006

**Tennessee Waltz/  
Window Up Above**  
DAMITA JO  
72019





# Dot's WITH THE FOLLOWING BIG HIT SINGLES

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

**Baby Elephant Walk/THEME FROM THE BROTHERS GRIMM . . . Lawrence Welk**  
#16364

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

**Where Have You Been/Soldier of Love Arthur Alexander**  
#16357

## OTHER HIT SINGLES

|   |                     |  |                |
|---|---------------------|--|----------------|
| Tribute To A Dog/<br>Life Gits Tee-Jus, Don't It<br>#16348            | WALTER BRENNAN      | Mumbles/Take Me Along<br>#16369                              | JACK ROSS      |
| I Found The Only Girl For Me/<br>Queen Of The Senior Prom<br>#16360   | THE MILLS BROS.     | Handful Of Friends/I Can't Walk Away<br>#16367               | CHASE WEBSTER  |
| Say Your Heart Belongs To A Soldier/<br>The Call Of Summer<br>#16370  | THE CROSBY BROTHERS | In The Middle Of A Love/<br>Little Did I Know<br>#16377      | LYN FITZGERALD |
| In Other Words (Fly Me To The Moon)/<br>The Rest Of My Days<br>#16361 | TONY MARTIN         | Third Man Theme/ Quiet Village<br>#16376                     | GEORGE CATES   |
|   |                     | Exodus/ Never On Sunday<br>#16373                            | THE FOUR LADS  |
|   |                     | (The Original) So Rare/<br>Jay Dee's Boogie Woogie<br>#16371 | JIMMY DORSEY   |

## BEST SELLING ALBUMS

|  |                             |   |                             |
|--|-----------------------------|---|-----------------------------|
| STATE FAIR • Sound Track                       | DLP 9011 mono, 29011 stereo | LOOK FOR A STAR • Billy Vaughn            | DLP 3322 mono, 25322 stereo |
| HITS OF THE '60's • The Four Lads              | DLP 3438 mono, 25438 stereo | THEME FROM A SUMMER PLACE • Billy Vaughn  | DLP 3276 mono, 25276 stereo |
| SO RARE • Jimmy Dorsey                         | DLP 3437 mono               | BE MY LOVE • Keely Smith                  | DLP 3241 mono, 25241 stereo |
| YOUNG WORLD • Lawrence Welk                    | DLP 3428 mono, 25428 stereo | BLUE HAWAII • Billy Vaughn                | DLP 3165 mono, 25165 stereo |
| CHAPEL BY THE SEA • Billy Vaughn               | DLP 3424 mono, 25424 stereo | THE MILLS BROS. GREAT HITS                | DLP 3157 mono, 25157 stereo |
| MOON RIVER • Lawrence Welk                     | DLP 3412 mono, 25412 stereo | STAR DUST • Pat Boone                     | DLP 3118 mono, 25118 stereo |
| I'LL SEE YOU IN MY DREAMS • Pat Boone          | DLP 3399 mono, 25399 stereo | SAIL ALONG SILV'RY MOON • Billy Vaughn    | DLP 3100 mono, 25100 stereo |
| YELLOW BIRD • Lawrence Welk                    | DLP 3389 mono, 25389 stereo | MUSIC FOR THE GOLDEN HOURS • Billy Vaughn | DLP 3086 mono, 25086 stereo |
| WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn | DLP 3366 mono, 25366 stereo | PAT'S GREAT HITS • Pat Boone              | DLP 3071 mono, 25071 stereo |
| CALCUTTA • Lawrence Welk                       | DLP 3359 mono, 25359 stereo | MELODIES IN GOLD • Billy Vaughn           | DLP 3064 mono, 25064 stereo |
| YELLOW BIRD • The Mills Bros.                  | DLP 3338 mono, 25338 stereo | THE GOLDEN INSTRUMENTALS • Billy Vaughn   | DLP 3016 mono, 25016 stereo |



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

## A Year the Singles Won the Pennant

NEW YORK—The spring and summer of 1962 may go down as the biggest period for singles in a almost three years. Singles sales for the past few months, starting in May, have been on a solid upgrade, sparked by a flock of strong new sides.

While this has been taking place, album sales, which for the past few years have almost always been on an upward curve, have dropped off a bit. The increase in sales of singles and the decline in album sales have confounded many traders who just a year or so ago were saying that the singles business was on its last legs. It also has given heart to another group of traders who long have claimed that the singles business was the most profitable part of the entire industry.

Majors, large indies and small indies, have benefited by the singles sales rise. Victor, for instance, has shown a 55 per cent increase in its singles sales over the May and June, starting May 12 (BMW, June 30). And Victor did not include the Elvis Presley EP disk in its singles tally, regarding the EP as an album item. Victor has been very hot in the singles field for the past three years, so the increase in sales is a major one for the firm.

### Everybody's Swinging

In addition to Victor, a raft of labels have shown healthy singles sales during the spring and so far this summer. They include Liberty, Kapp, Cameo-Parkway, Warner Bros., Colpix, ABC-Paramount, Columbia, and its subsidiary, Epic; Wand and Scepter, Atlantic and Atco, Mercury, Decca, Tamla-Motown, MGM, Dot, United Artists, Hi, Imperial, Capitol, Roulette and Del-Fi.

During April, May and June some of the biggest hits of the year have been spawned. These include Ray Charles' fabulous "I Can't Stop Loving You," which is reported past the 1,500,000 mark in sales; "Lovers Who Wander," by Dion; "The Stripper," by David Rose; "A Steel Guitar and a Glass of Wine," Paul Anka; "Palisades Park," with Freddie Cannon; "Playboy," the Marvelettes; "Johnny Get Angry," Joanie Sommers, and "Roses Are Red," Bobby Vinton.

Also there are "Gravy," Dee Dee

## File Suit Over 'Les Liaisons' Sound Track

NEW YORK—The Charlie Parker Music Company has filed suit in New York Supreme Court over the sound track of the flick "Les Liaisons Dangereuses." Suit was filed against Rayven Music, Duke Niles, Ray Ventura, Marcel Romano, De Saphrene Film Music, Fontana Records, Columbia Records, and Epic Records. Suit claims that the music in the sound track was penned by Duke Jordan, and that the defendants were not authorized to use the Jordan compositions. The plaintiffs asked for damages of \$500,000, plus the plaintiffs being named owners of the rights to the tunes.

The defendants denied all allegations and claimed that they were assigned the tunes by Jordan in 1959. Epic Records issued an album "Les Liaisons Dangereuses" a few months ago.

Sharp; "P.T. 109," Jimmy Dean; "Old Rivers," Walter Brennan; "It Keeps Right On A-Hurtin'," Johnny Tillotson; "Snap Your Fingers," Joe Henderson; "Sealed With a Kiss," Brian Hyland; "Cindy's Birthday," Johnny Crawford; "Wolverton Mountain," Claude King, and Neil Sedaka's biggest hit in a long time, "Breaking Up Is Hard to Do."

Many reasons have been advanced for the increase in singles sales, but they all appear to have come about through hindsight. The most practical reason, according to the a.&r. men, is that the kids with the 77 cents in their pockets have decided to spend it on singles. Which leads to the other old but still so true cliché, there's nothing

## BEDELL PAYS 4G FOR DOW MASTER

HOLLYWOOD — Dore Records President Lew Bedell last week paid \$4,250 for George Martola's master of the Dows doing "I Wanna Chance." The single was issued 10 days ago on Martola's Markay label, stirring enough reaction here to warrant Bedell's purchase. Martola has issued the disk only in this market, but it now will be distributed nationally by Bedell under the Markay banner. Martola's previous chart riders include the Shields in "You Cheated," and the late Jesse Belvin's first hit "Goodnight My Love."

wrong with the singles business that a good record won't cure. And right now there are a not of good records on the market.

## FOREIGN PRODUCT HOT

# Everybody's Making It Over Here in the States

By JACK MAHER

NEW YORK—Business is booming for foreign labels placing sides with American firms. Representatives for the overseas firms have placed two, three times and in some cases four times as many disk with U. S. firms in the first six months of this year as they did in all of 1961. A major part of the material is of the instrumental variety, but sides sung in English have been released by British, German, French and even Norwegian artists.

Just about every major and indie has had a foreign issue of some sort, with some of the labels dip-

ping into the overseas pot with both hands.

The sides do not necessarily have to be hits in their countries of origin either. In one case, Kapp Records released a disk, "Everybody's Got a Ya-Ya," by the Three Viscounts before the side ever got action on the English charts. The side was issued from the Pye label, which is represented here by International Television Corporation (ITC). The Kapp-Pye-ITC team has been doing particularly well with hit Kenny Ball disks. Mr. Acker Bilk's records, available through Atco here, have also been important sellers. Bilk's records are produced by Record Supervision, Ltd., London, and are leased throughout the world.

Bilk presents a singular problem, however, because he has recorded for so many different labels throughout his long career. Besides the Atco material, which is his latest, he has been released on Reprise, made available through Pye, and will soon be heard in a United Artists LP.

### Number of Hits

Atco, through contacts with Metronome Records in Scandinavia, has had a number of strong sellers. Especially Jorgen Ingmann's "Apache" hit. The label is getting some action on a new instrumental obtaining through the same firm. "Alley Cat," by Bent Fabric. Bert Kaempfert, of course, is Germany's No. 1 U. S. seller released here through Decca, from the Polydor label.

While instrumentals are the easiest sides to place, vocals are another thing. Foreign tunes sung in the native language seem to be on the upswing on LP's, but not on the singles front. "Volare," by Domenico Modugno; "Seaman," by German star Lolita, and "Morgen," by Ivan Robic are past exceptions that come readily to mind. English artists like Lonnie Donegan have an inside track on the American market, but a number of Scandinavian artists are making a pitch for U. S. singles market with top disk acts singing in English. A Norwegian group, the Key Brothers, is available with "Candle of Fate" side (in English) on the Jamie label. Another Norwegian hit, "Violetta," has been released in English by an expatriate American, Ray Adams on the Laurie label from Fontana.

## NFMC Backs Chicago Fair

CHICAGO—The World's Fair of Music and Sound, taking place in the new Chicago lake-front exhibition center, McCormick Place, this week got an assist from the National Federation of Music Clubs. The NFMC issued a call to its membership of 500,000 to make every effort to attend the fair, which will run here from August 31 to September 9.

Mrs. C. Arthur Bullock, NFMC president, indicated that the organization, comprised of 5,000 music groups, will have an exhibit at the fair.

Theodore Bikel has been signed to present a symposium on "The Music Educator and His Contribution to Musical America." Bill Gavin will handle another symposium on radio programming.

## ARMADA Will Meet Rack Jobbers At Least Half Way, Heilicher Says

By REN GREVATT

MIAMI BEACH—"We want to meet rack jobbers and any other entity in the record business at least half way. But we are also interested in making a legitimate profit on our investment."

This was Amos Heilicher, newly elected president of the reconstituted ARMADA, now known as the American Record Merchants and Distributors Association. He was discussing the future of ARMADA at the conclusion of last week's convention here.

"We want a much closer relationship with the legitimate catalog dealer," Heilicher said. "The existence of our business depends on their purchases." About rack jobbers: "We want to do business with them, of course, but we also want to make a profit and we would oppose racks buying direct from manufacturers under any circumstances."

### Troubled Areas

Heilicher then noted the existence of what he called "many troubled areas in the record business." "You've heard about them I'm sure. I mean places where there's excess discounting going on, transshipping, you name it. We propose to have mobile teams of trouble-shooters. Their job would be to go into such troubled areas and actually talk and negotiate with those causing the trouble. In effect, we would have our teams act as arbitration boards to try to settle the problems of a given market. If we can just get the parties to a dispute together, maybe we can make some headway."

"We also will encourage what some have called the local philosophy. That is, we hope that distributors in a given area can meet informally to discuss the problems of the distribution business. In some markets, this already is a fact and this kind of frank talk can only strengthen the distribution element of our business."

"I might say that there are a great many dealers who simply do not make the most of their opportunities. They can stop worrying about clubs because they are probably here to stay. But there are

a million gimmicks and ideas dealers can use to build their business and we'll try to help these dealers with a series of merchandising brochures, which we will initiate."

### All Are Welcome

Commenting on the problem of membership, Heilicher declared, "We have a fine start toward a strong body. But we can always use new members and we want them, including some of those who did not show up at this convention. They are important to ARMADA and ARMADA is important to them."

"We also welcome all independent distributors, including those who handle major record lines. At the same time, we have to enroll all record companies, including the majors, as associate members of our organization. All major companies should be associate members, just as the smaller firms. Only in this way can we have a real forum for exchanging views on problems in the business."

In this connection, Heilicher also met here with Howard Judkins, president of the Society of Record Dealers of America (SORD), (see separate story). The two presidents agreed to the advisability of each organization becoming an associate member of the other. Plans to effect this arrangement were understood to be in the works.

### Adults the Goal

"Frankly," said Heilicher, "our main goal is more business, and to do that I feel we have to do whatever we can to protect our profits and to get adults into the record habit. The cigaret manufacturers keep increasing their business because ciga- rets become a habit. Well, records should be a habit too. And by whatever means we can think of, we'll promote that idea."

Heilicher also reported results of an election of ARMADA's new board of directors. In addition to the new officer slate, the following will serve: Harold J. (Pappy) Daily, Houston; Jake Friedman, Atlanta; Carl Glaser, Buffalo; Al Sherman, Los Angeles; Henry Droz, Detroit; Bud Lampe, St. Louis, and Bill Shockett, New York.

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# RCA Victor Distributes Now Swinging Wide And Wider in Handling Outside Labels

## 17 Wholesalers Deal Other Lines

NEW YORK—The takeover of outside record labels by RCA Victor indie distributors—sparked by the taking on of Mercury by Victor's Philadelphia distrib, Raymond Rosen & Company, last January—has swelled to the point where 17 Victor indie wholesalers are now handling outside labels. In recent weeks Associated Distributors in Indianapolis took on Warner Bros., and Mainline of Cleveland acquired the Mercury and Kapp lines.

Other Victor indie distributors also selling outside lines include J. A. Walsh of Houston with Liberty, Interstate Supply in Baltimore with Philips, Ohio Appliance in Cincinnati, Fidelity Electric in Seattle, McDonald Bros. in Memphis, Interstate Supply Company in St. Louis and Dulaney Manufacturers in Oklahoma City, all with Philips. Rosen in Philadelphia, in addition to Mercury, also has the London American group, and has just acquired Riverside.

The addition of outside lines has created a number of changes in the internal operations—and the external operations as well—of Raymond Rosen's record depart-

## Goldmark in Own Business With Art Ripp

NEW YORK—Aaron (Goldie) Goldmark, colorful exec of the publishing fraternity, has left Imperial Records and Post Music to go into business for himself here. For nearly a decade, Goldmark had been associated with Moe Gale in the operation of Gale's firms, Sheldon, Shalimar, Sequence and Springfield. A year ago Gale sold out to Imperial Records president, Lew Chudd. Goldmark, at the time, remained with the firms and set up an office here for the Chudd interests.

With Goldmark's departure, Chudd is closing the New York office and moving his publishing operations to his main West Coast office. Meanwhile, Goldmark has opened Goldie Records, Inc.; Armada Music, Inc. (ASCAP), and Fredella Music, Inc. (BMI). Joining Goldmark in the new combine is Artie Ripp, who had been doing promotion and recording work for George Goldner's firms for three years.

The publishing interests are to be on a world-wide basis, and will be known as Goldmark Music, Ltd., in association with Chappell, Ltd. Goldie Records will also be released overseas but final distribution arrangements have not yet been made.

Distribution arrangements, which are described as having "angles never before achieved in the business," were completed by Goldmark and Ripp during last week's ARMADA convention in Miami Beach. There are 31 distributors in all.

Initial Goldie release is expected July 15. Meanwhile, three songs in the ARMADA firm are already on disks—"I'm the Playboy," by the Pyramids on Cub; "Let Me Be Your Boy," by Wilson Pickett on Cub, and "Bouquet of Flowers," by James Velvet on MGM.

Goldmark is president of all three firms; Ripp is vice-president.

## BOB HOLT STAYS WITH VICTOR

NEW YORK—Bob Holt, Southern field man for RCA Victor, is not leaving the firm to go with Monument as reported last week (BMW, July 7). Monument was after Holt to join the firm but the field man has no intention of vacating his Victor slot.

ment. Paul Knowles, general manager of the record division there, has set up separate sales and promotion staffs, with one set of sales and promotion men handling Victor, the other sales and promotion group handling the Mercury, London and Riverside labels.

The separate staff pattern established by Rosen will probably be followed by other Victor distributors in key markets also handling outside labels.

### Didn't Hurt Own Sales

According to Knowles, the taking on of other labels has in no way hurt Victor sales. In fact, says Knowles, Victor sales for May were up 40 per cent over the same month in 1961. And he says that his Mercury and London sales are strong, too.

Knowles also said that indie labels are now constantly coming to Raymond Rosen to see if they will take them on. Knowles said that his firm will take on additional lines from time to time, so long as they are lines with established people, either singles or LP artists.

Labels, especially those with large LP lines, are happy to get a chance to have their lines handled through a large distributor. This is especially true of Victor distributors, known to pay promptly and to have more-than-sufficient capital to handle a large LP label. Many labels feel that when they get a hit album or a hit single, a Victor distrib can do a job that only a few indie distributors can do as well. This is due, in part, to the Victor distrib's large sales staff. (There are, it is true, a couple of dozen indie distributors who do a volume business on the order of the Victor distributors.)

### Competition Rougher

Victor distrib's taking on outside lines has caused a tougher competitive situation in the distributor field. Independent distributors who had key lines have occasionally lost them to a Victor distrib, or they have missed out on a new line, such as a Philips, which chose to go with a Victor distrib.

Victor indie distributors are the only major distributors currently seeking outside labels. Columbia branches, such as Capitol and Decca branches, only handle their own, or their subsidiary labels. Some Columbia indie distributors have separate companies to handle indie lines, for example, Heilicher Bros., in Minneapolis, owned by Amos Heilicher, who also owns Columbia-Midwest in the same city.

## Maxin on European Tour

NEW YORK—MGM President Arnold Maxin will record Connie Francis in London, doing selections from Connie's new motion picture being filmed there: "Follow the Boys." Maxin is on a European tour visiting distributors and MGM affiliates in London, Hamburg and Greece.

## Indie Firms Seek Spots With Victor

NEW YORK—With jazz assuming a more important role in the pop market, a number of independent labels specializing in jazz and in other specialty lines, have been attempting to get RCA-affiliated distributors to handle their product.

Bill Grauer of Riverside Records and its affiliated lines has been in the forefront in getting one or more of his labels associated with the Victor outlets. Raymond Rosen of Philadelphia is the latest to take on a Grauer line. Others who now handle one or more of Grauer's lines are D. & H. Distributing, Baltimore and Pittsburgh; Affiliated (formerly Krich-New Jersey), Newark; Fidelity Electric, Seattle; Huish Distributing, Salt Lake City, and Southern Wholesalers, Washington. In a separate division, H. R. Basford, Columbia's San Francisco distrib, also handles Grauer product.

## DE LUXE JOB

# Wonderland Series An Aid to Kiddies

NEW YORK—Wonderland Records will bring out a new series of de luxe packaged albums this month selling for \$3.98. The label, which is the children's record wing of Bill Grauer Productions and Riverside Records, is taking some of its most popular \$1.98 kiddie items and is repackaging them in de luxe fashion. They will have eight pages of text and full-color illustration that the listener can follow as the record is played. Illustrations that appeared in the original book publication are used with the disk wherever possible.

Among the first de luxe releases are "Alice in Wonderland," "Peter

## Disneyland Disks Moves Executives

BURBANK, Calif.—Disneyland Records has revamped its staff, moving some of its merchandising executives from New York to the West Coast. Bob Elliott, former Western sales manager, has become national sales manager and will have his headquarters here. Phil Sammeth, former national sales manager headquartered in New York, is being moved here to take an important post in the character merchandising division of Walt Disney Productions.

New Eastern sales manager is Kelly Camarata, who has a broad background in the trade as music publishing representative and Capitol Records experience. Bob Larsen will be assistant to Elliott. Andy Anderson is slated as production and inventory control executive for both coasts and will work out of an office here.

The firm will center its most extensive promotions for the fall around records tying in with the Mickey Mouse Club television program. That show will return to the airways then. Disks that tie in with "Lady and the Tramp" and "In Search of Castaways" will also be pushed. The former is a reissued film which will be out in October, while the latter is a theatrical extravaganza due for Christmas.

## INDUSTRY BRIEFS

### S.&S. Becomes S.&L.

NEW YORK—S.&L. Distributing here, formerly known as S.&S., has acquired its own building on Lyndon Avenue. According to John Shepherd, co-owner of the firm, his new partner is Bob Lymperis.

### Swedish Singers for U. S.

NEW YORK—Frank Guida has recorded two records by Swedish singers expressly for distribution in the U. S. through the London American group. The sides, by Arne Lamberth and Lil Babs, were produced in association with the Swedish Karusell label. The Lamberth sides are composed of two former hits, "Quarter to Three" and "New Orleans," but the treatment is novel in that the tunes here are done with strings to a waltz tempo.

### Parker Has Catalog

NEW YORK—At the completion of its first year in business, Charlie Parker Records boasts a 16-album catalog. Tops on the list of artists are the late jazz greats Charlie Parker (for whom the label is named) and Lester Young. In both cases material is previously unreleased, and has high historical

value. The rest of the catalog is dotted with veteran and newcomer talents. Fall plans for the label include more material from Young and Parker, Mundell Lowe and Beatrice Kay. The firm is also negotiating for a current musical playing this city at the present time.

### Philips Names Denver Distrib

DENVER—Pan American Record Supply Company has been named Philips distributor in the Denver territory. Pan American, headed by Joe and Lou Oxman, replaces the B. K. Sweeney Company which formerly handled the line here.

### Mershaw Names Execs

BUFFALO—Mershaw of Western New York, the record rack jobbing firm with outlets in department, drug, discount and supermarket stores, has expanded and appointed new execs. The new general manager of the firm is Lavern F. Fenton and sales manager is Frank H. Thompson. Fenton is a former merchandise manager for Tracy-Mitchell and a 22-year veteran of the disk merchandising. Thompson is former district rep for Tops Records.

### No Pick Dividend

NEW YORK—Stockholders attending the annual meeting of Pickwick International here were told that the firm's sales for fiscal 1962 were \$4,080,413 with earnings of \$143,132. Earnings amounted to 48 cents per share as compared to 19 cents per share the previous year. It was incorrectly noted last week that the firm was to pay a 48-cent dividend per share. Actually the figure refers to earnings per share. No dividend was declared this year.

## MGM to Handle Italian Pop Line

NEW YORK—Vesuvius, Italian pop album line, will be distributed in the U. S. by MGM Records, following an agreement last week by MGM President Arnold Maxin and Vesuvius President Chris Spinosa.

The arrangement will be similar to MGM's existing distribution agreement with the Charlie Parker, Choro and DGG (Deutsche Grammophon Gesellschaft) labels.

MGM also handles distribution on its wholly owned MGM, Verve and Cub lines.

Vesuvius will ship packaged albums to MGM's Bloomfield, N. J., plant, where they will, in turn, be distributed through MGM's regular channels.

The line includes a 1300 monaural series, priced to sell at \$4.98, and a 4400 series priced to sell at \$3.98, monaural and \$4.98, stereo.

## ALBUMS AIM AT JOGGING MEMORIES OF R.&R. TUNES

NEW YORK—A.&R. men anxious to wax old rock and roll hits have been sent a "Memory Lane" styled pair of albums to help them do it by Frank Abramson, of Regent and Arc Music, the Chess Records publishing firm, which is handled by Gene and Harry Goodman's Regent Music here, published most of the rock hits on the Chess and Checker label.

In order to make them available to record executives as they were originally waxed, Abramson, with the help of Chess, compiled two albums, each containing 12 rock and roll hits in their original wax form. With each disk there is a lead sheet. Twin albums contain sides by artists such as the Moonglows, Chuck Berry, Harvey and the Moonglows, the Tune Weavers, the Flamingos, Lee Andrews, Little Walter and Dale Hawkins.



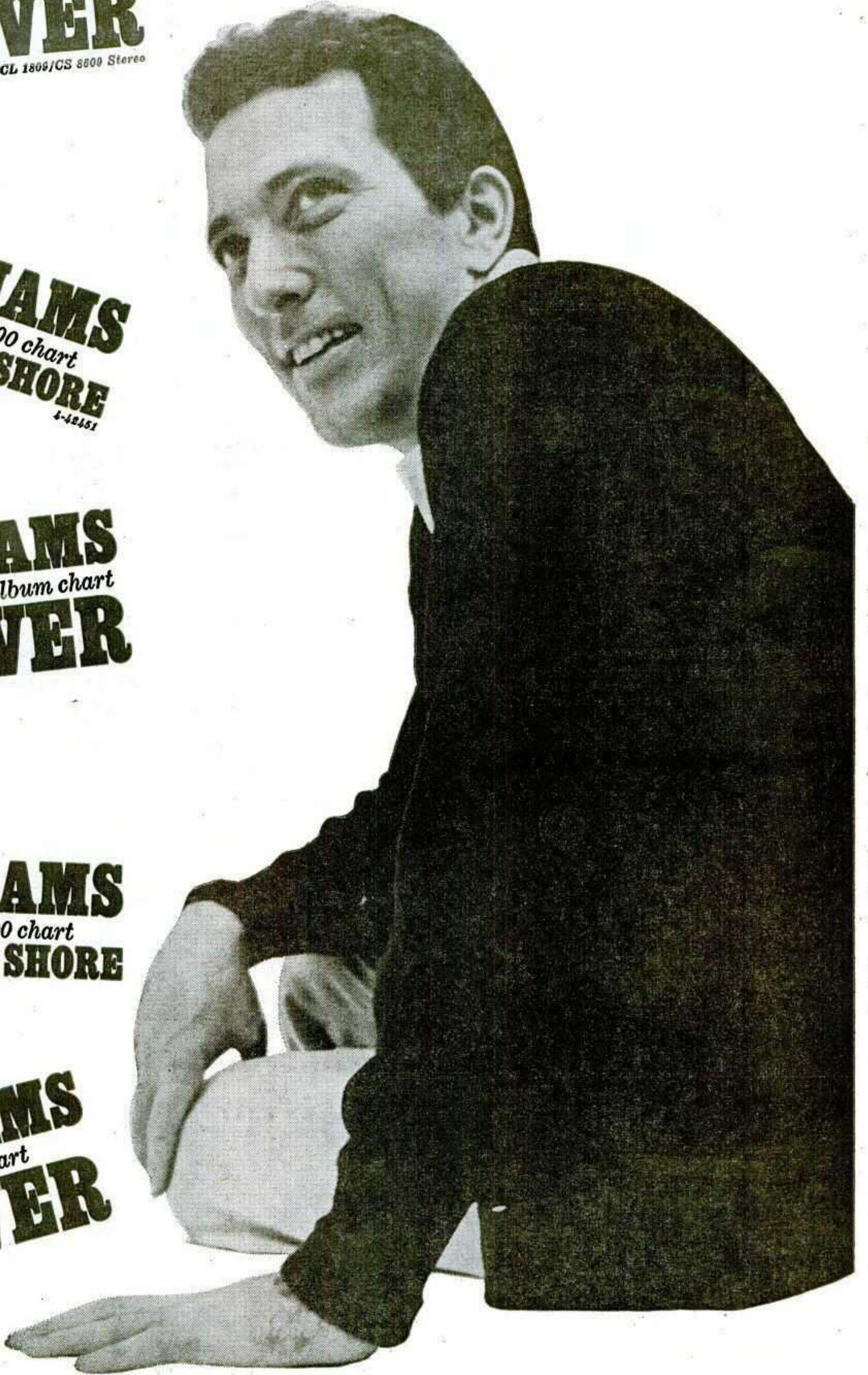
**ANDY WILLIAMS**  
*No. 6 on the Billboard monaural album chart*  
**MOON RIVER**  
CL 1366/CS 8600 Stereo

**ANDY WILLIAMS**  
*No. 45 on the Billboard Hot 100 chart*  
**STRANGER ON THE SHORE**  
4-42451

**ANDY WILLIAMS**  
*No. 4 on the Cash Box monaural album chart*  
**MOON RIVER**

**ANDY WILLIAMS**  
*No. 6 on the Cash Box Top 100 chart*  
**STRANGER ON THE SHORE**

**ANDY WILLIAMS**  
*No. 4 on the Variety album chart*  
**MOON RIVER**



**COLUMBIA**  
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# Small Dealer's Future Lies in Giving Personal Service: Martin

CHICAGO—The future of the small dealer lies in a modified discount policy and personal service, according to James H. Martin, head of two large distributorships here and vice-president of the newly revamped American Record Merchants and Distributors' Association (ARMADA).

Though not expressing an official ARMADA position, Martin

said: "As long as discounting is in effect, we have to meet fire with fire. If small dealers give personal service along with a discounted price, they'll get the customers."

Martin said he felt it was obvious that dealers could not continue to work on their 38 per cent profit margin and stay in business—"not with the competitive situation the way it is."

"I'd say dealers are better off selling \$3,000 worth of merchandise at a 15 or 20 per cent profit than \$1,000 worth of records at 38 per cent profit."

He cautioned, however, that dealers should do everything they can to "sell merchandise, not price."

He also urged dealers to examine other merchandise—such as greeting cards, books, radios and phonographs—to help boost their sales.

Speaking of other industry ills, Martin said too much product and excess credit allowances—both from manufacturers and distributors—were hurting the business.

He said the quantity of product today made it infeasible for dealers to stock complete catalog and that the large quantity of merchandise accounted for a lot of inferior records being cut.

Martin added that excess credit accounted for a lot of unqualified distributors as well as dealers staying in business.

"A man with \$2,000 to \$3,000 in cash can get as much as \$75,000 worth of merchandise and be in business," said Martin. He said the same situation holds for distributors and that the practice was bound to hurt the industry in general.

## 1st Subscription TV Makes Hartford Bow

HARTFORD, Conn.—The nation's first over-the-air subscription television operation broke in with an audience of some 300 families here last week.

Thomas F. O'Neil, RKO General, Inc., president, said he expected to build up to between 4,000 and 5,000 subscribers by the end of the year.

RKO owns Station WHCT (Channel 18) which carries the service. Zenith phonevision equipment is being used.

O'Neil said the program will include a broad fare of theatrical productions, Bolshoi Ballet, motion pictures, adult and children's educational programs, plus a varied sports bill highlighted by the heavyweight championship fight between Floyd Patterson and Sonny Liston in September.

## Indie Dealer Distrib Hope, Says Judkins

MIAMI BEACH, Fla.—"The independent record dealer represents the last chance for the independent distributor who wants to survive, and the record manufacturer who wants to sell catalog," Howard Judkins, president of the Society of Record Dealers of America (SORD) said here last week.

The SORD leader addressed these remarks to Amos Heilicher, newly elected president of the American Record Merchants and Distributors Association (ARMADA), which concluded its fourth annual convention Saturday (30) at the Hotel Fontainebleau here.

The two leaders called upon manufacturers to create realistic plans for strengthening the structure of the independent distributors and dealers. Judkins also offered the endorsement of SORD to a series of dealer merchandising brochures planned by the new ARMADA management.

In a frank discussion of the transshipping problem, both men agreed that the business would be healthier without it. On the other hand, Judkins defended the action of some dealers in buying transshipped goods on the basis of the competition from discounters. He noted that in the case of a store which is being undercut by competing discounters.

"The consumer, in effect, is shipping and will go to the store where he gets the best deal," Judkins said. "In like manner, dealers too, in order to compete, must also shop around to get the best deal possible."

Earlier in the week, while attending SORD board of directors sessions in New York, coincidentally with the NAMM Music Merchants Trade Show, Judkins met with Henry Brief, executive secretary of the Record Industry Association of America (RIAA). The two engaged in an exchange of views regarding mutual problems of dealers and manufacturers.

## WEEKLY MARKET ANALYSIS

Continued from page 1

by the Majors on Imperial, and "Til Then," by Al Alberts on President.

On another front, Jared Weinstein, partner at the Record Museum, specializing in the sale of older rock and roll hits, said that many deejay shows are now being sponsored by the store. Weinstein said the store is buying time currently with Georgie Woods on WDAS from 5 to 7 p.m.; Bill Curtis on WHAT, from 8 to 10 p.m., and with Rockin' Robin, after midnight on WHAT.

Robin, incidentally, was injured in an auto accident last week and is currently in a hospital here. Prior to his misfortune on the highway, Robin and Harvey Miller of WMID in Atlantic City had a mutual admiration society going on their separate shows. Addressing himself to those listeners heading for the shore, Robin would urge them to listen to Miller while in Atlantic City. Miller, on the other hand, suggested to his weekend fans that they listen only to Rockin' Robin when they returned to Philadelphia.

## Chi Distribs Flock to New ARMADA

CHICAGO—Distributors here are lining up solidly behind the newly revamped American Record Merchants and Distributors Association (ARMADA). Already six of the city's indie distribbers have joined: James H. Martin Distributing Company, Garmisa Distributing, M-S Distributing, All State Distributing, Summit Distributing and United Distributing Company.

Business in the Windy City continues good, with some distributors and dealers reporting they're as much as 40 per cent ahead of last year. A very hot singles picture seems to be the big reason. Albums are slightly down.

Most frequent complaint from distributors on LP's is that they're being hurt by transshipping and the ever-increasing number of discount stores in the area.

One distributor noted that Topps, Atlantic Mills, Spartan and Resnick's all have big discount outlets in and around Chicago and all do their buying in the East. There is also a rumor that Korvette's will open a store here by 1963.

Several record lines changed hands during the past week. M-S took Reprise back after Garlen gave it up. Vanguard went from Summit to James Martin's Music Distributors. More changes are expected.

Pending acquisitions of radio stations WGES and WHFC are being watched carefully by the record trade. A change in programming by either would cause a realignment in record promotion throughout the area. WGES, the big r.&b. and rock and roll powerhouse, will be taken over by the McLendon chain. WHFC, currently with a mixed program of religious, foreign, spiritual and r.&b., will be taken over by Leonard Chess of Chess Records if the FCC approves.

## LATE POP SPOTLIGHTS

### SINGLES

#### CONNIE FRANCIS



**THE BIGGEST SIN OF ALL (Francon, ASCAP) (2:45)**—VACATION (Merna, BMI) (2:26)—The gal is back with another strong and neatly contrasting pair of sides. First up is in her familiar groove of the ballad with the country flavor, using dual track spots. A fine side. Flip, a bouncy rhythm tune with a rock flavor, also has a chance. Watch both. **MGM 13087**

#### JOHNNY CRAWFORD



**YOUR NOSE IS GONNA GROW (Maravilla, BMI) (1:59)**—MR. BLUE (Cornerstone, BMI) (2:29)—The young TV star has a smash now with "Cindy's Birthday," and here are two solid follow-ups. Top side is a breezy rocker, delivered with much style, while the flip is a smooth reading of the tune that was a hit for the Fleetwoods a couple of seasons back. Both can go. **Del Fi 4181**

### Program Service Names New Managing Director

HOLLYWOOD — Morton J. Wagner was named executive vice-president and managing director of Peter Frank Organization, Inc., part of an expansion planned for the firm.

The organization provides programming and production services for some 1,100 radio and television stations throughout the country.

Wagner will co-ordinate all divisions including Richard Ullman, Inc., PFO Radio and Television Productions, Inc., Stars International enterprises.

CINCINNATI—Dan H. Young, news editor at WSAI here, since February, 1960, and previously for five years at WQNE, Dayton, Ohio, last week was named news director of WSAI, succeeding Gene Hirsch, news director for the past year.

## NARM Sends Congrats to New ARMADA

HOLLYWOOD — The National Association of Record Merchandisers' Board of Directors, holding a regular quarterly meeting here last week, saluted the newly refreshed ARMADA with a congratulatory wire to its new president. This stated:

"The National Association of Record Merchandisers extends its wishes for every success to the distributors' newly formed trade association, and congratulates you and your election as president.

"It is sincerely hoped that your new organization and NARM may in the future harmoniously work together in the best interests of the entire phonograph industry."

The wire was addressed to ARMADA's President Amos Heilicher. Those attending the NARM board meeting included President Glen C. Becker (Music City Record Rack, Los Angeles), Vice-President Elvin M. Driscoll (Pioneer Distributing Company, Wichita), Secretary Kenneth Sachs (Merchants Wholesale Service Company, Detroit), Treasurer George Berry (Modern Record Service, New Orleans), and past president and director, Edward M. (Continued on page 19)

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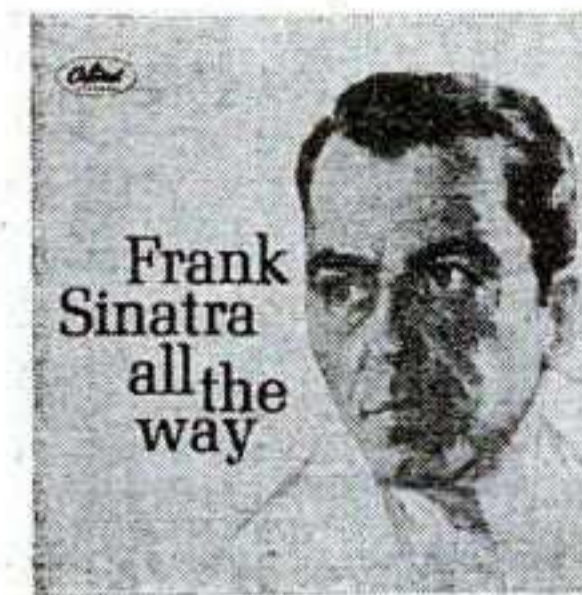
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(S)W-1417



(S)W-1491



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(S)W-1594



Here is one of the most exciting record promotions ever offered! Two Sinatra albums for the price of one! Look at these sensational features! First, a giant catalog of Sinatra's biggest albums — 20 great discs headed by the current chart favorite "Point of No Return" plus the

new album "Sinatra Sings of Love and Things." Then there's Capitol's full-page-ads announcing the 2 for 1 offer in LIFE and ESQUIRE. Finally, and most important, is a merchandising program that includes banners, badges, signs, ad mats, radio scripts — all the special material you

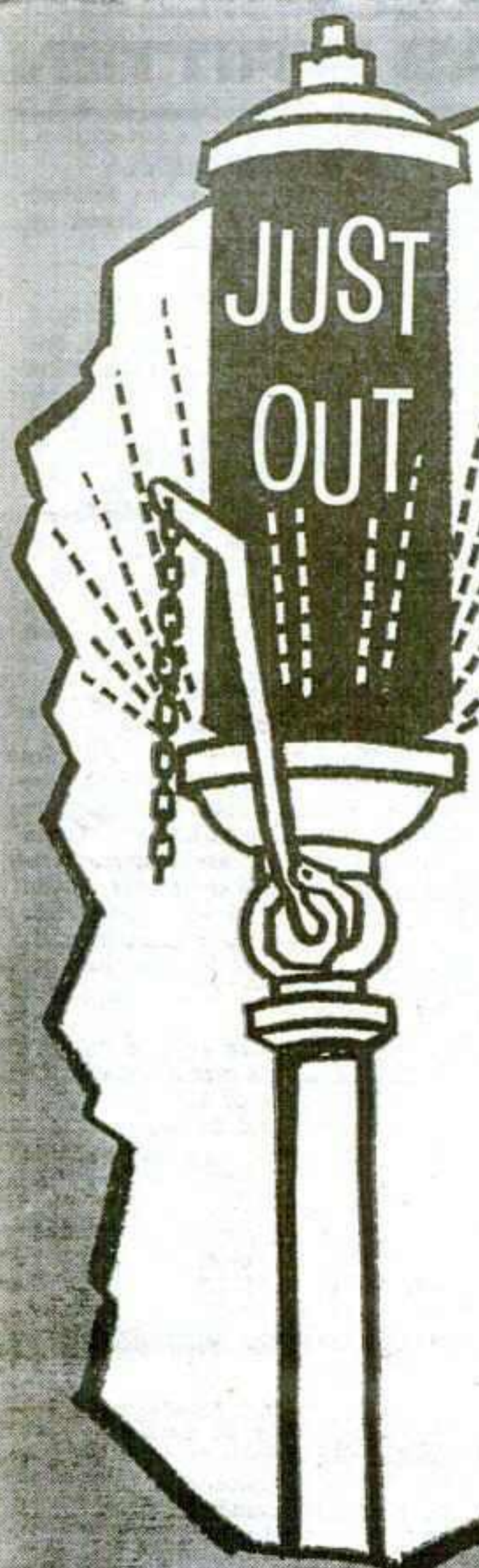
need to pull tremendous store traffic.

It all adds up to a powerful sales program that's too good to miss. Cash in on this fantastic offer! See your CRDC representative for additional details! Also available "This Is Sinatra" T-768, "Wee Small Hours" W-581 and "Close to You" W-789.



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# THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JULY 14

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 THE STRIPPER                        | By David Rose—Published by D. Rose (ASCAP)                    | 7              |
| 2         |           | 3 ROSES ARE RED                       | By P. Evans-A. Byron—Published by Lyle (ASCAP)                | 4              |
| 3         |           | 2 I CAN'T STOP LOVING YOU             | By Don Gibson—Published by Acuff-Rose (BMI)                   | 9              |
| 4         |           | 14 THE WAH-WATUSI                     | By Mann-Appell—Published by Kalmann, Lowe, ASCAP              | 3              |
| 5         |           | 13 SEALED WITH A KISS                 | By Udell-Geld—Published by Pogo, ASCAP                        | 3              |
| 6         |           | 4 PALISADES PARK                      | By Barris—Published by Claridge (ASCAP)                       | 8              |
| 7         |           | 7 WOLVERTON MOUNTAIN                  | By M. Kilgore-C King—Published by Painted Desert (BMI)        | 4              |
| 8         |           | 6 IT KEEPS RIGHT ON A-HURTIN'         | By Johnny Tillotson—Published by Tanridge (BMI)               | 8              |
| 9         |           | 5 AL DI LA'                           | By Mogol-Donida-Drake—Published by Witmark (ASCAP)            | 5              |
| 10        |           | 17 GRAY                               | By Mann-Appell—Published by Kalmann, ASCAP                    | 3              |
| 11        |           | 8 SNAP YOUR FINGERS                   | By Grady Martin-Alex Zinetis—Published by Cigma (BMI)         | 5              |
| 12        |           | 9 JOHNNY GET ANGRY                    | By Edwards-David—Published by Tod (ASCAP)                     | 4              |
| 13        |           | 10 PLAYBOY                            | By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI) | 7              |
| 14        |           | 23 SPEEDY GONZALES                    | By Kaye-Hill-Lee—Published by Budd, ASCAP                     | 2              |
| 15        |           | 19 I'LL NEVER DANCE AGAIN             | By Mann Anthony—Published by Aldon, BMI                       | 3              |
| 16        |           | 18 THEME FROM DOCTOR KILDARE          | By Goldsmith-Winn-Rugolo—Published by Hastings, BMI           | 3              |
| 17        |           | 11 CINDY'S BIRTHDAY                   | By Winn-Hooven—Published by Maravilla, BMI                    | 6              |
| 18        |           | 22 HAVING A PARTY                     | By Sam Cooke—Published by Kags (BMI)                          | 4              |
| 19        |           | 15 A STEEL GUITAR AND A GLASS OF WINE | By Paul Anka—Published by Spanka (BMI)                        | 5              |
| 20        |           | — AHAB THE ARAB                       | By R. Stevens—Published by Lowery (BMI)                       | 1              |
| 21        |           | 27 BREAKING UP IS HARD TO DO          | By Sedaka-Greenfield—Published by Aldon, BMI                  | 2              |
| 22        |           | — DANCING PARTY                       | By Mann-Appell—Published by Kalmann (ASCAP)                   | 1              |
| 23        |           | 24 JOHNNY LOVES ME                    | By Mann-Weil—Published by Aldon, BMI                          | 2              |
| 24        |           | — TWIST AND SHOUT                     | By P. Medley-R. Russell—Published by Mellin (BMI)             | 1              |
| 25        |           | — I NEED YOUR LOVING                  | By Gardner—Published by Fast-Pete (BMI)                       | 1              |
| 26        |           | 29 LITTLE BITTY PRETTY ONE            | By Robert Byrd—Published by Recordo, BMI                      | 2              |
| 27        |           | 12 STRANGER ON THE SHORE              | By Bilk-Mellin—Published by Mellin (BMI)                      | 14             |
| 28        |           | 28 THE CROWD                          | By Orbison-Melson—Published by Acuff-Rose, BMI                | 2              |
| 29        |           | — BRISTOL TWISTIN' ANNIE              | By Lewis-Styles—Published by Schulman (BMI)                   | 1              |
| 30        |           | — (GIRLS, GIRLS, GIRLS) MADE TO LOVE  | By Everly—Published by Acuff-Rose (BMI)                       | 1              |

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
- 2. ROSES ARE RED**—Bobby Vinton, Epic 9509.
- 3. I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355; Ray Garnett, Operators 2012.
- 4. THE WAH-WATUSI** — Orions, Cameo 218.
- 5. SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336.
- 6. PALISADES PARK**—Freddie Cannon, Swam 4106; Timmy Reynolds, Operators 2014.
- 7. WOLVERTON MOUNTAIN** — Claude King, Columbia 42352.
- 8. IT KEEPS RIGHT ON A-HURTIN'** —Johnny Tillotson, Cadence 1418.
- 9. AL DI LA'**—Ray Anthony, Capitol 4742; Maria Candido, Decca 31291; Tony Dallara, Vesuvius 1024; Janice Harper, Capitol 4578; Al Hirt, RCA Victor 8016; Gino Paoli, Warner Bros. 5205; Fausto Papetti, London 10502; Emilio Pericoli, Warner Bros. 5259; Joe Rene & Ork, Epic 9510; Luciano Tajoli, Bravo 4510; Jerry Vale, Columbia 42027; Carmen Villani, Chancellor 1114; San Remo Festival Ork, Coral 62320.
- 10. GRAY**—Dee Dee Sharp, Cameo 219.
- 11. SNAP YOUR FINGERS** — Joe Henderson, Todd 1072.
- 12. JOHNNY GET ANGRY** — Joanie Sommers, Warner Bros. 5275.
- 13. PLAYBOY** — Marvelettes, Tamla, 54060.
- 14. SPEEDY GONZALES**—Pat Boone, Dot 16368; David Dante, RCA Victor 8056; Del-Knights, Bronko 502.
- 15. I'LL NEVER DANCE AGAIN**—Bobby Rydell, Cameo 217.
- 16. THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622.
- 17. CINDY'S BIRTHDAY** — Johnny Crawford, Del Fi 4178.
- 18. HAVING A PARTY**—Sam Cooke, RCA Victor 8036.
- 19. A STEEL GUITAR AND A GLASS OF WINE**—Paul Anka, RCA Victor 8030.
- 20. AHAB THE ARAB**—Ray Stevens, Mercury 71966.
- 21. BREAKING UP IS HARD TO DO** —Neil Sedaka, RCA Victor 8046.
- 22. DANCING PARTY** — Chubby Checker, Parkway 842.
- 23. JOHNNY LOVES ME** — Shelley Fabares, Colpix 636.
- 24. TWIST AND SHOUT** — Isley Brothers, Wand 124.
- 25. I NEED YOUR LOVING**—Don Gardner & Dee Dee Ford, Fire 508.
- 26. LITTLE BITTY PRETTY ONE**—Clyde McPhatter, Mercury 71987.
- 27. STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 617; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- 28. THE CROWD**—Roy Orbison, Monument 461.
- 29. BRISTOL TWISTIN' ANNIE**—Dovells, Parkway 838.
- 30. (GIRLS, GIRLS, GIRLS) MADE TO LOVE**—Eddie Hodges, Cadence 1421.

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## MUSIC AS WRITTEN

**MERCURY SIGNS PUYANA, ROMEROS, GISELLE . . .**  
**CHICAGO**—Classical artists Rafael Puyana, the Romero family and thrush Gisele MacKenzie have been signed by Mercury Records.

**JULLIARD NAMES MENNIN . . .**  
 Peter Mennin, recently named head of the Juilliard School of Music, New York, will take office November 1. Mennin, one of this country's leading composers, is 39. He also will function as a consultant at Baltimore's Peabody Conservatory, during his first academic year at Juilliard. He has been head of that school since 1958. Mennin's appointment to the Juilliard presidency automatically makes him a council member of the Lincoln Center of the Performing Arts.

**BURTON NAMED COMMITTEE CHAIRMAN . . .**  
 Robert Burton, vice-president of BMI and acting city court judge, New Rochelle, N. Y., has been named chairman of the copyright committee of the American Patent Law Association for the coming year.

**New York**  
 Ben Bagley, new impresario of the Downstairs and Upstairs rooms here, moved the Upstairs hit, "Seven Come Eleven," to the Downstairs room of the same club. The summer version of the show has new cast and revised material. . . . Carl Holmes and the Commanders playing club dates in France and Italy. . . . Atlantic Records has signed country and western singer Dottie West.  
**JACK MAHER.**

## POINT BY POINT IN GOVT. CHARGES VS. RECORD CLUB

• Continued from page 5

reports percentages of total market shares among the top three manufacturers as follows:

|                                  | CBS, RCA and Capitol (Aggregate) | CBS |
|----------------------------------|----------------------------------|-----|
| All records                      | 40%                              | 20% |
| All LP's                         | 50%                              | 24% |
| Classical LP's                   | 75%                              | 28% |
| Original "cast" LP's             | 90%                              | 50% |
| Subscription Method LP's (Clubs) | 97%                              | 53% |

The complaint goes on to point out that LP sales account for 80 per cent of the country's record buying, and club sales account for 20 per cent of this. Therefore, when a single company accounts for half of the total club LP sales, its restricting agreements with other labels "have a dangerous tendency to hinder competition or tend to create a monopoly." The monopoly tendency endangers the whole LP field, in or out of club distribution, it is pointed out.

Further, says the FTC complaint, the monopoly danger extends not only to the manufacture, sale and distribution of LP records, but to "all phonograph records," and constitutes unfair competition within the meaning of Section 5 of the Federal Trade Commission Act.

As to the Columbia advertising of its Club prices to consumers, FTC complaint says Columbia's use of unrealistic "list price," et al, has resulted in "substantial trade . . . being unfairly diverted" to Columbia from their competitors, and "substantial injury has thereby been, and is being done, to competition in commerce."

## Recent Ruling in Other Fields

• Continued from page 5

tween the larger independents and the chain stores. It is like averaging one horse and one rabbit."

The Justice added that price differentials could not be justified "on the basis of arbitrary classifications or even classifications which are representative of a numerical majority of the individual members."

Here again, record men feel, a precedent may have been set which could have important ramifications in the record business, with regard to pricing to various different types of retailers.

### Co-Op Ads Hit

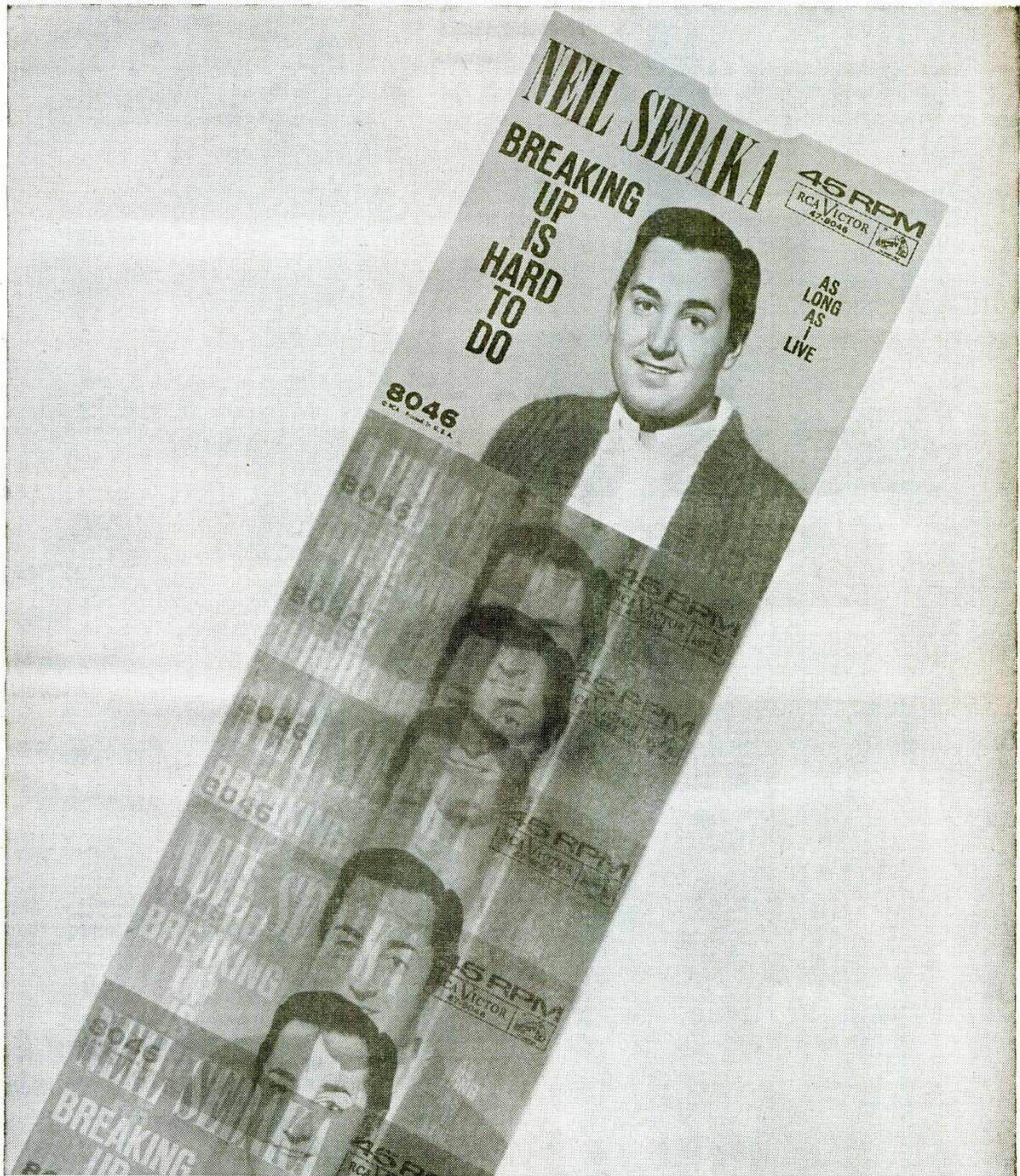
The matter of co-op advertising allowances has recently come under the fire of the FTC, particularly in the apparel industry. The Robinson-Patman Act prohibits payment of ad allowances unless they are made available on a proportionately equal basis to all competing retailers. The matter of enforcing this dictum falls in the purview of the FTC and the Commission, following lengthy investigation in the apparel business, and following discovery of widespread violation of the rules, is now engaged in a crackdown.

It is no secret that ad allowances have been a frequent source of irritation and friction in the record field as well, and observers believe that the current Commission action may have its effects here, too.

A Fair Practices Conference for the drawing of guidelines of doing business in the record industry was proposed about a year ago. In such a proceeding, to be sponsored by the FTC, all these matters would be expected to get a full airing with the hope that such evils would voluntarily be eliminated from the business.

It is known that the Conference idea has already cleared all relevant departments within the Commission, and as late as last week, a call for the Conference was still expected momentarily.

Meanwhile, as a possible reflection of the FTC action regarding the use of list prices in advertising, the New York Better Business Bureau has already gained voluntary agreement from this city's largest retailers, including record dealers, to cease and desist using list prices in their ads. (BMW, July 7 issue).



# "BREAKING UP" IS ZOOMING UP!

ANOTHER GOOD REASON FOR JOINING THE "SUMMER FESTIVAL OF HIT SINGLES FROM RCA VICTOR!" ASK YOUR DISTRIBUTOR FOR FULL DETAILS

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

A NEVINS-KIRSHNER PRODUCTION

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA (Courtesy Escalera a la fama) \*Denotes local origin. This Last Week Week 1 1 MIDNIGHT IN MOSCOW—Stirlyn Brandy (Tonodisc); Mac Ke Macs (Victor)—Tyler Music-Novel

AUSTRALIA (Courtesy Music Maker, Sydney) \*Denotes local origin. This Last Week Week 1 2 I CAN'T STOP LOVING YOU—Ray Charles (Festival)—Acuff-Rose

BRITAIN (Courtesy New Musical Express, London) \*Denotes local origin. This Last Week Week 1 3 PICTURE OF YOU—Joe Brown (Piccadilly)—Michael Reine

FRANCE This Last Week Week 1 1 RETIENS LA NUIT/SERRE LA MAIN D'UN FOU—Johnny Hallyday (Philips)

DENMARK (Courtesy Quas Musikbureau, Copenhagen) \*Denotes local origin. This Last Week Week 1 1 THE YOUNG ONES—Cliff Richard (Columbia)—Decapo

EIRE (Courtesy Dublin Evening Mail) \*Denotes local origin. This Last Week Week 1 3 PICTURE OF YOU—Joe Brown (Piccadilly)—Michael Reine

FLEMISH BELGIUM (Courtesy Juke Box Magazine) Two Weeks Ago This Week 1 1 ZWEI KLEINE ITALIENER—Conny (Electrola)—Frankie

GERMANY (Courtesy Automaten-Markt, Braunschweig) This Last Week Week 1 1 HEISSER SAND—Mina (Polydor)

HOLLAND (Courtesy Platennieuws, Amersfoort) This Last Week Week 1 1 ZWEI KLEINE ITALIENER—Conny Froboes (HMV)—Portengen

ISRAEL (Courtesy Kol Israel Broadcasting) \*Denotes local origin. This Last Week Week 1 2 GOOD LUCK CHARM—Elvis Presley (RCA)—Gladys Music

ITALY (Courtesy Musica e Dischi, Milan) \*Denotes local origin. This Last Week Week 1 1 STAI LONTANA DA ME—Adriano Celentano (Clan)

JAPAN \*Denotes local origin. This Last Week Week 1 1 TOO MANY RULES—Connie Francis (MGM)

MEXICO (Courtesy Audiomusica) \*Denotes local origin. This Last Week Week 1 1 EL GRAN TOMAS (Norman)—Mayte (RCA)—Brambla

NEW ZEALAND This Last Week Week 1 2 WONDERFUL LAND—The Shadows (Columbia)—Albert

PHILIPPINES This Last Week Week 1 1 MOON RIVER—Henry Mancini (RCA)—Filipinas

FRANCE (continued) 2 2 CLAIR DE LUNE A MAUBEUGE—Pierre Perrin (Ricordi); Fernand Raynaud (Philips); Bourvil (Pathe)—Caravelle

GERMANY (continued) 2 2 ICH SCHAU DEN WEISSEN WOLKEN NACH—Schaeffers; Wolken Nach—Schaeffers; Einmal Weht Der Sudwind Wieder—Nana Mouskouri (Fontana)—Schaeffers

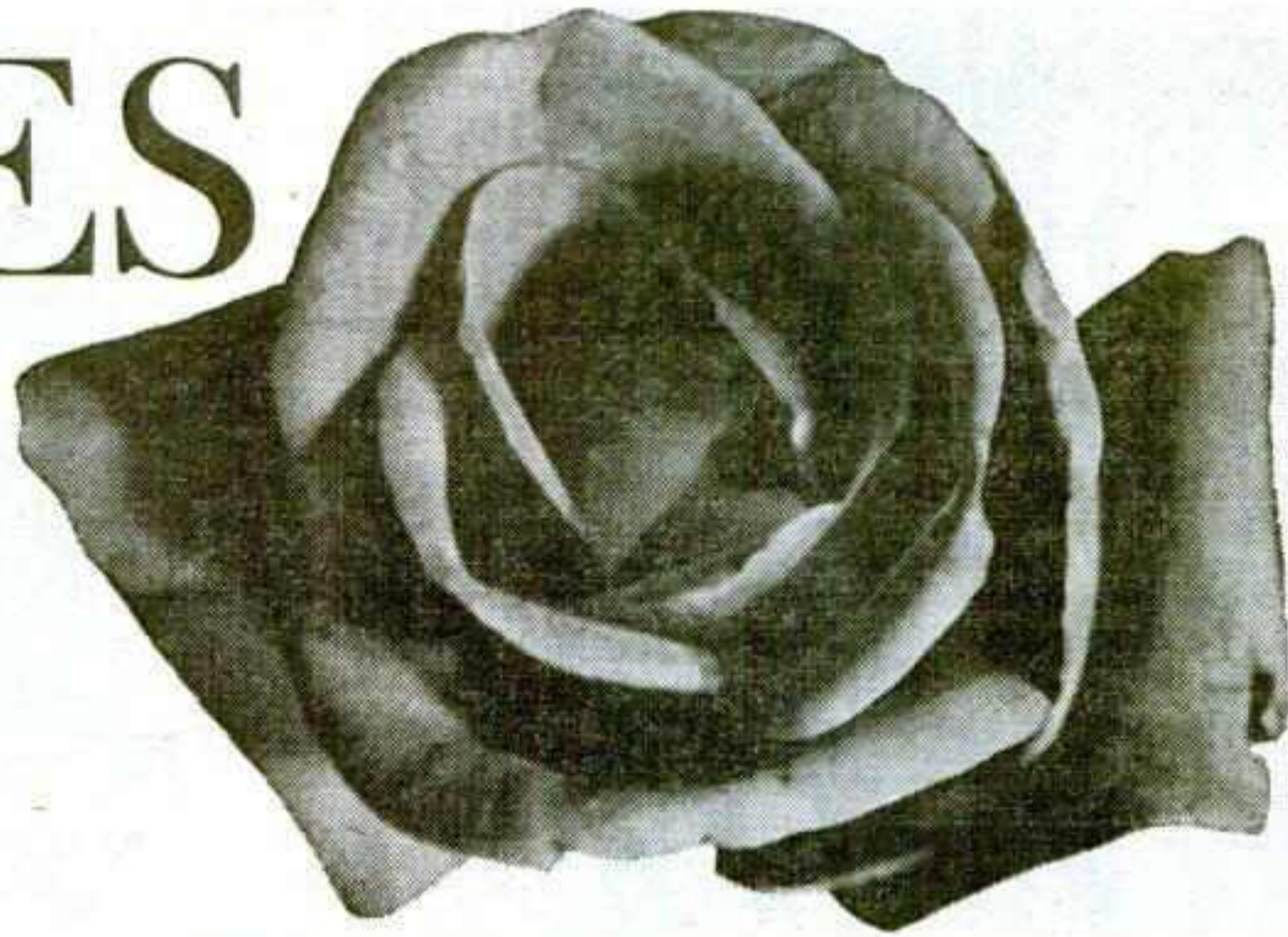
ISRAEL (continued) 2 4 STRANGER ON THE SHORE—Acker Bilk (Atco)—Mellin, BMI

MEXICO (continued) 2 10 ADIOS MUNDO CRUEL (Good-bye Cruel World)—Enrique Guzman (Columbia)

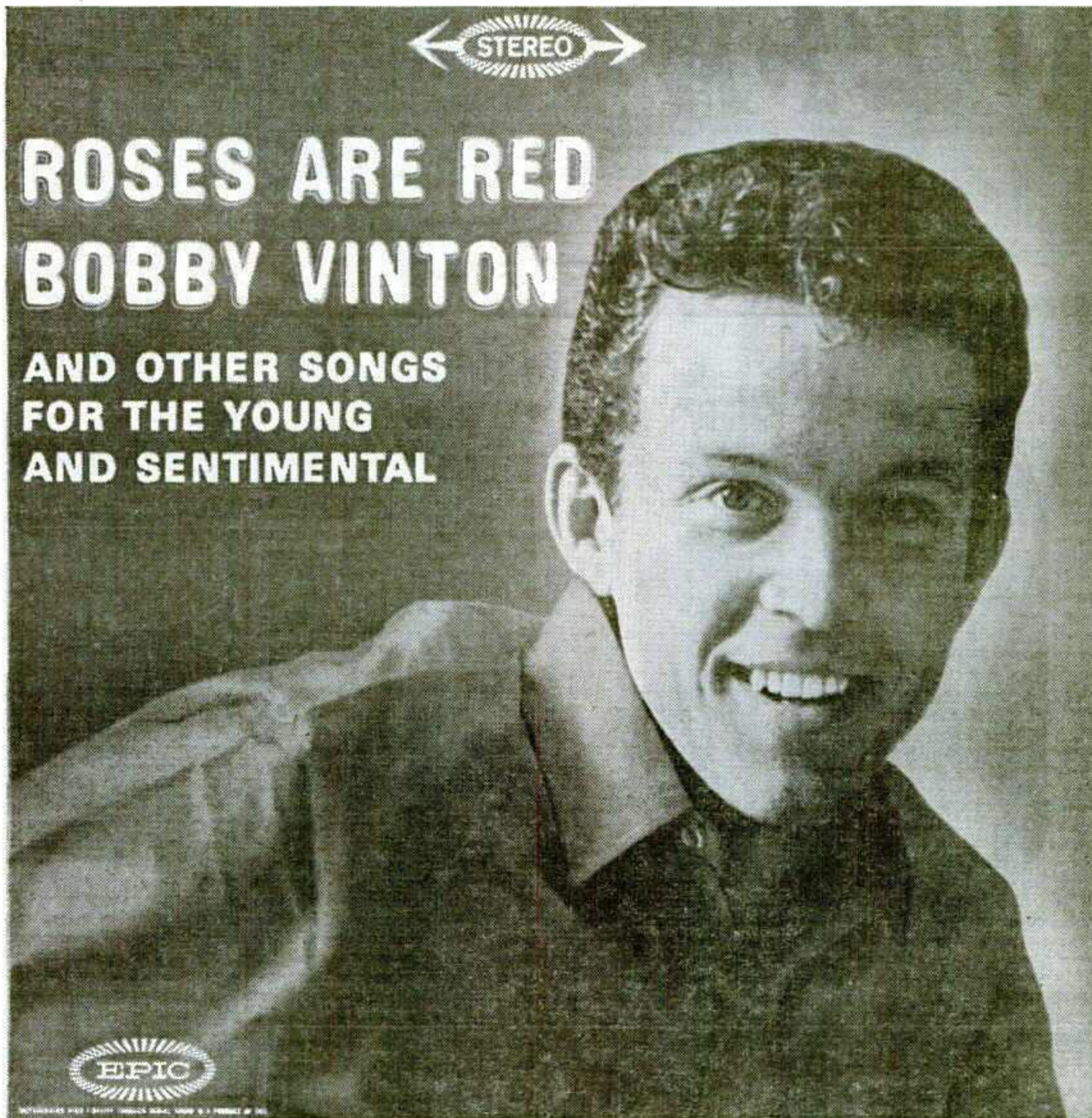
Allied Confident Of Disk Position By FRED GEBBIE Box 5051, Auckland, N. Z. Top Rank's folding in the U. S. A. did not surprise or worry local agents for the company here...



# ROSES ARE RED



The great new **BOBBY VINTON** album is now available!



LN 24020 / BN 26020—Stereo

**EPIC** RECORDS

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# DECCA

## PHONOGRAPHS

# DEALER

# MARKUPS

# TO 45.2%

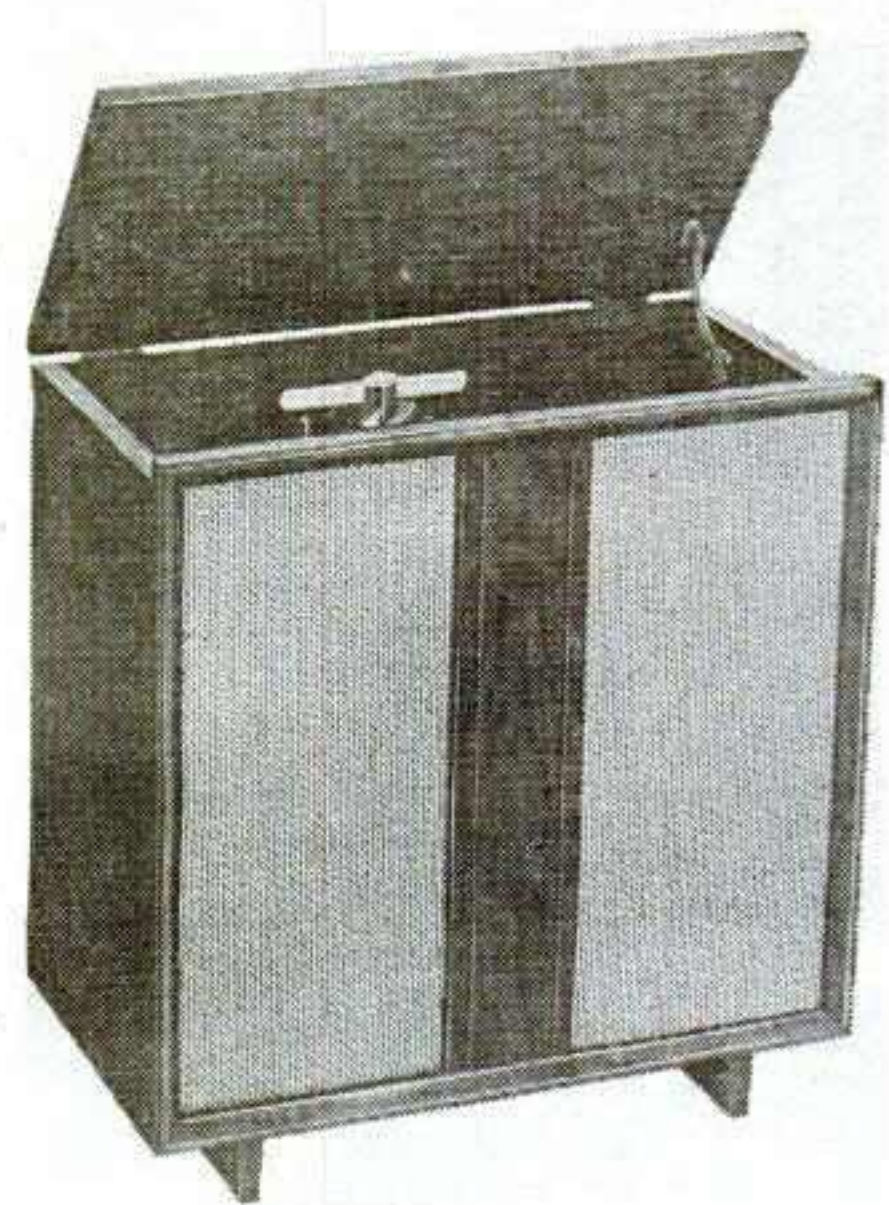
# 1963



**THE SHELBY II DP-638**  
 High Fidelity Full Stereo Portable Automatic. The New Home Music System—One piece to carry—4 Speakers, Separate Speaker Cabinets, Deluxe Changer with 11-inch Turntable, Ceramic Cartridge.  
**\$139<sup>95</sup>**



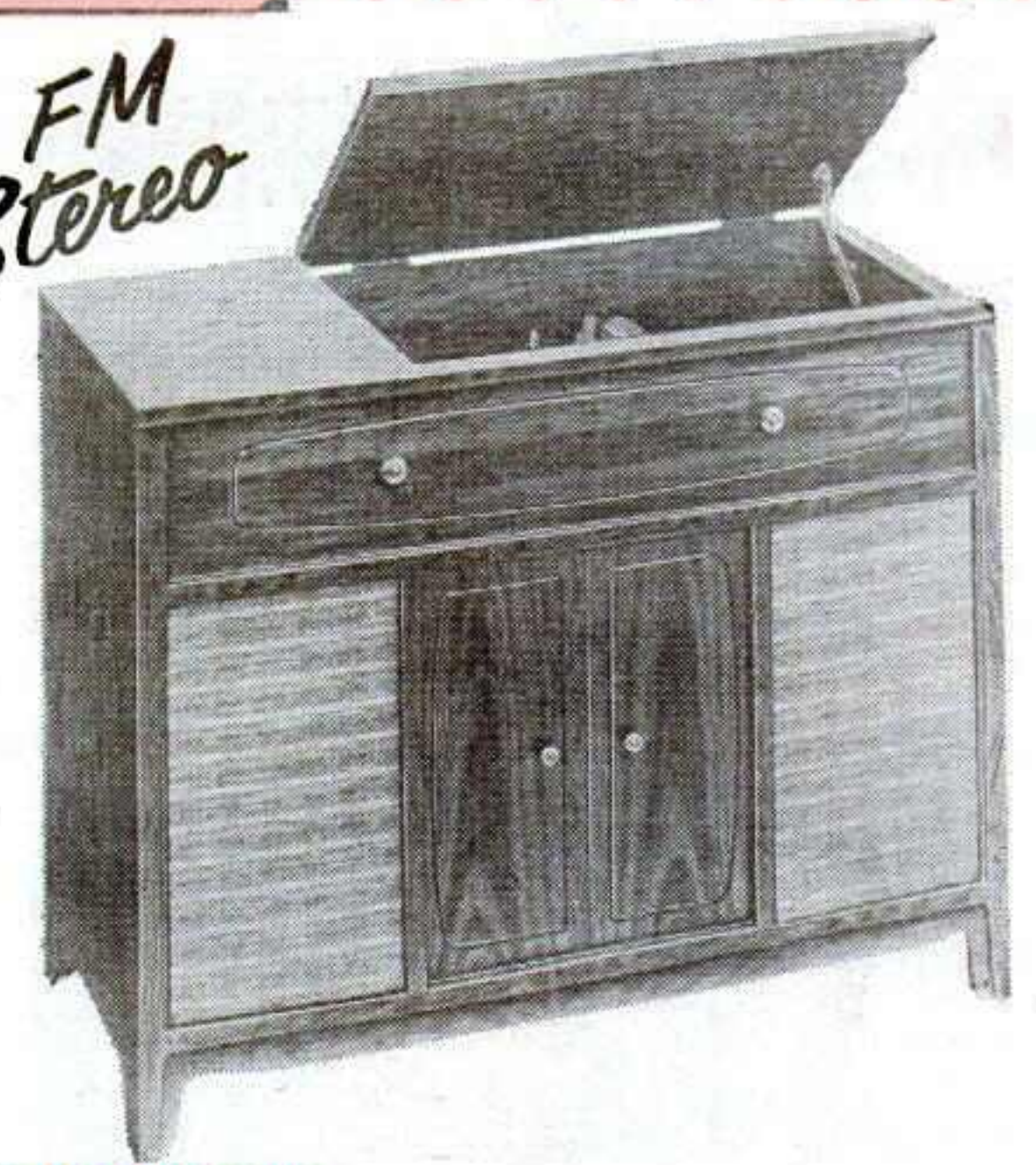
**THE SHELDRAKE II DP-661**  
 Moderate Price—3 Controls, 6-inch Speakers, Polished Control Panel.  
**\$79<sup>95</sup>**



**THE RAMSEY III DP-116, DP-117**  
 Self-contained Full Stereo High Fidelity Console Phonograph, Handsome wood-grained finishes, Two Speakers, Imported 4-Speed Changer.  
 DP-116 (Mahogany) **\$109<sup>95</sup>** DP-117 (Walnut) **\$114<sup>95</sup>**

**THE MEAD DP-216, DP-217**  
 Same specifications and features as The Ramsey III, PLUS AM/FM Radio.  
 DP-216 (Mahogany) **\$149<sup>95</sup>** DP-217 (Walnut) **\$154<sup>95</sup>**

*FM Stereo*



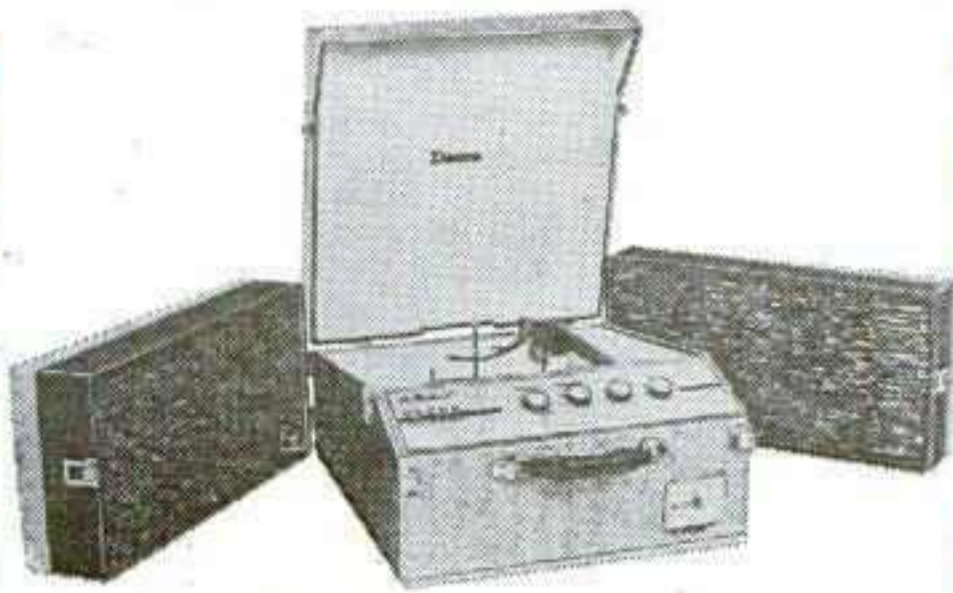
**THE ALLEGHENY VII DP-316, DP-317, DP-318**  
 Self-contained Full Stereo High Fidelity console phonograph—36" wide—Four Speakers—Genuine Hand-rubbed Veneers.  
 DP-316 (Mahogany) **\$149<sup>95</sup>** DP-317 (Walnut) **\$159<sup>95</sup>** DP-318 (Fruitwood) **\$159<sup>95</sup>**

**THE PALMER III DP-416, DP-417, DP-418**  
 Same specifications and features as the Allegheny VII, plus AM radio and FM/FM Stereo Radio (multiplex), Nothing-else-to-buy!  
 DP-416 (Mahogany) **\$229<sup>95</sup>** DP-417 (Walnut) **\$239<sup>95</sup>** DP-418 (Fruitwood) **\$239<sup>95</sup>**

# SEE YOUR DECCA SALESMAN TODAY!!



**THE DEVON II DP-298**  
High Fidelity Full Stereo Portable Automatic—Four Speakers In Two Separate Enclosures. **\$129<sup>95</sup>**



**THE BENTON V DP-286**  
High Fidelity Full Stereo—8-inch Speakers, 4 Controls. **\$109<sup>95</sup>**



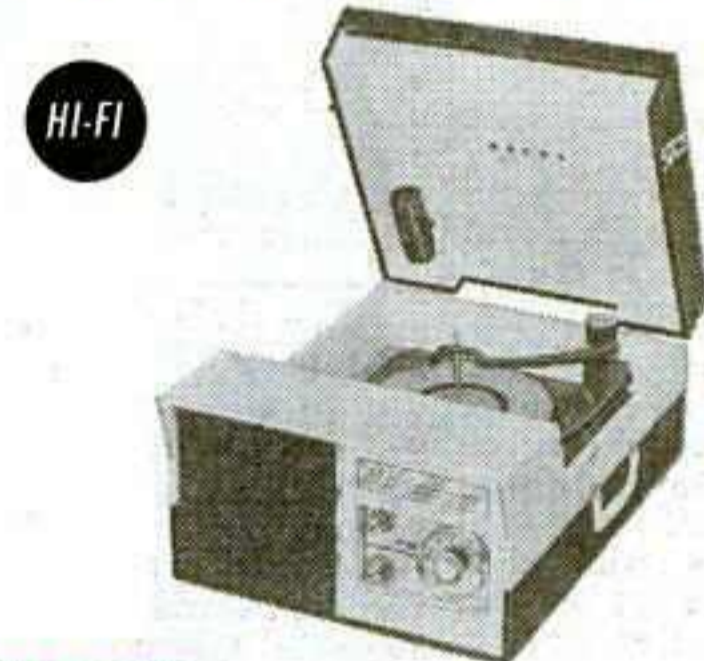
**THE MONROE DP-670**  
High Fidelity Full Stereo—4 Speakers, 4 Controls, Separate Speaker Enclosures. **\$99<sup>95</sup>**



**THE ANNIVERSARY V DP-654**  
Deluxe Budget Priced Full Stereo Automatic Portable with Full Size Speaker Baffles—2 Controls for Stereo Balance, 4 Speed Imported Changer. **\$64<sup>95</sup>**



**THE TUXEDO II DP-653**  
Budget Priced Full Stereo Portable Automatic with Self-Storing Remote Speaker, Imported Changer, 2 Volume Controls for Stereo Balance. **\$54<sup>95</sup>**



**THE SUFFOLK DP-492 AM/FM Radio/Phono**  
Portable Automatic Phonograph with AM/FM radio, Imported Changer—Static-free FM and AM 7-tube, 2-Diode Chassis with AFC for Drift-Free Reception. **\$89<sup>95</sup>**



**THE RICHMOND DP-490 AM Radio/Phono**  
Portable Automatic Monaural Phonograph with AM radio. **\$69<sup>95</sup>**



**THE PERRY VI DP-642**  
Portable Automatic Monaural Phonograph with Imported Changer—Handsomely Designed, Conveniently Compact. **\$44<sup>95</sup>**



**THE LENNOX DP-593**  
Two-Speaker Hi Fi Manual—Deluxe Case and Turntable, Handsome Trim. **\$34<sup>95</sup>**



**THE SEAFORD VI DP-592**  
Manual Portable—Separate Volume and Tone Controls mounted Outside. **\$24<sup>95</sup>**



**THE PALM BEACH V DPS-15**  
The Budget-Priced Portable with turnover cartridge. **\$19<sup>95</sup>**



**THE DEMONSTRATOR V DP-614**  
Superb performance 4-Speed High Fidelity Full Stereo Manual with Separate Speaker Cabinets and Spring-Mounted Floating turntable Deck. **\$149<sup>95</sup>**

All prices Suggested List, PLUS 45 rpm Spindle—Slightly Higher in South, Southwest, and West

**AVAILABLE FOR IMMEDIATE DELIVERY!**





The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

# ALBUM REVIEWS

## POP

### ROSES ARE RED



**Bobby Vinton. Epic LN 24020**—The sensational Vinton, who's done much lately to spur the singles business with his smash "Roses Are Red," offers a neat bundle of well-known, country-oriented ballads. To simple arrangements with strings and piano used with taste, Vinton sings in a meaningful style, occasionally employing a catchy vocal slide into the falsetto range. Tunes include "Mr. Lonely," "Crying," "True Love," "I Can't Help It," etc. Powerhouse merchandise.

### ABOVE THE STARS



**Mr. Acker Bilk. Atco 33-144**—Another Acker Bilk masterpiece here. The king of the low-key clarinet weaves a dreamy melody through 12 tracks on this LP. Album is titled after his new single and each of the performances is accompanied by strings and on a few of the tracks there is the subtle touch of Latin rhythm. In addition there's an infectious little tune called "Acker's Lacquer" that could pull jock spins and a moody reading of "Limelight." In all, a potent package from the clarinetist.

### THE RAY CHARLES STORY (2-12")



**Atlantic 2-900**—Atlantic has a powerhouse in this double LP set of cream Ray Charles tracks. There are 29 sides in all, all top stuff from singles and LP's previously released. The striking cover art and detailed notes are added attractions. Sides cover from 1952 through 1959 and include such Charles greats as "If Shoulda Been Me," "Rockhouse," "Hallelujah, I Love Her So," "Just for a Thrill" and "Let the Good Times Roll" to mention just a few.

### THE STRIPPER AND OTHER BIG BAND HITS



**Si Zentner & His Orch. Liberty LST 7247**—Zentner's latest album effort presents the leader's interpretation of a flock of hits past and present. The sides showcase the big band in both soft and shouting material with bright brass, soaring sax and punching rhythm work. The unison's crisp and there are a number of sides which should appeal to both adult and teen dancers. "Hot Toddy," "Midnight in Moscow," "One Mint Julip" and the band's current single "Shadrack" are all included in addition to the title tune.

### KING CURTIS COUNTRY SOUL



**Capitol T 1756 (M); ST 1756 (S)**—Here's an album that could be a smash seller in the pop field and even catch some country as well as r.&b. action. King Curtis, following in the path of Ray Charles, has come up with a sock LP here featuring the tenorman in catchy, country-flavored versions of a flock of country and pop tunes. And Curtis not only shows off his tenor work, but a Charles-oriented singing style as well. Sides include "Any Time," "Your Cheatin' Heart," "Brown Eyes" and "I'm Movin' On." Solid wax.

### MURRAY THE K'S GASSERS FOR SUBMARINE RACE WATCHERS



**Various Artists. Chess LP 1470 Mono**—Murray the K's "Golden Gassers" and "Blasts From the Past" have turned out to be chart gold and this successor album, with another flock of fine old rock hits, can follow along the hit path. Included are the Shirelles' "Will You Love Me Tomorrow?" Little Anthony and the Imperials' "Tears on My Pillow," "Maybe" by the Chantels and items by the Harptones, Students, Tokens, Pastels, and the Moonglows. A lot of action indicated here.

## MASHED POTATOES AND GRAVY



**The Ventures. Dolton BLP 2016 (M); BST 8016 (S)**—The Ventures have had continuing album chart success, particularly with their recent twist set and this dance package can score heavily with the same markets. The guitar combo rocks out with "Gravy," "Mashed Potato Time," "Wah Watusi," and "Hully Gully" among others and the teens and adults alike will find it superior terp accompaniment.

## THE PLATTERS' ENCORES OF BROADWAY GOLDEN HITS



**Mercury MG 20613 (M); SR 60613 (S)**—The Platters have another powerhouse LP here bearing the "Golden Hits" stamp. The group turns its attention to great songs from Broadway, giving each of the tunes their own unique stylistic interpretation. The LP is attractively paced between medium and slow rhythms, with "Summertime," "Stormy Weather" "Old Black Magic" and "September Song" ranking among the better tracks. String ork accompanies on this entertaining LP.

## LINDA SCOTT



**Congress LP 3001 (M); SLP 3001 (S)**—Young Miss Scott has been steadily expanding her following and this second album, with the fine, subtle arrangements of Hutch Davie should win her more fans yet. It includes past singles "Yessiree" and "Never in a Million Years," plus standards, all of them delivered with much warmth and vocal knowhow. A lot of spins and sales in prospect here.

## THE GOLDEN HITS OF THE EVERLY BROTHERS



**Warner Bros. W 1471 (M); WS 1471 (S)**—The Everlys have been consistent hitmakers through their associations with two different labels, and here's a great grouping of their top money winners on Warner Bros. label. Included are "That's Old Fashioned" (their most recent smash); "Crying in the Rain," "Ebony Eyes," "Cathy's Clown," "Walk Right Back," "Don't Blame Me," "Lucille," "Temptation" and others. Solid merchandise for the fans.

## AND THE ANGELS SING



**Caprice LP 1001 (M); SLP 1001 (S)**—The girls who have had strong chart action in recent months, have their first LP here, and it's bound to cause a stir with teen groups. Their singing is done in the familiar brooding style that has brought them to national attention. "Till," "Cry Baby Cry," and "Everybody Loves a Lover," all good singles for the girls, are included as well as some other strong items.

## THE GREAT GROUP GOODIES



**Various Artists. Atco 33-143**—Atco has some memorable rock singles in its catalog and here's a flock of them, by vocal groups, to prove it. The Coasters are represented with "Searchin'," "Yakety Yak," and "Charlie Brown," while the Robins' great "Riot in Cell Block No. 9" is also present. Additional exciting tracks are by the Ikettes, Harptones, Sensations, Hollywood Flames, Royal Jokers, etc. Powerful wax for the "oldies but goodies" derby.

## SOLOMON BURKE'S GREATEST HITS



**Atlantic 8067**—Burke has had a great revival this past year, with a number of fine singles, including the hit "Just Out of Reach," and this plus other singles are included here along with some solid new outings. Teacho Wiltshire, Ray Ellis and Klaus Ogerman all contributed arrangements and each one outdid himself. Fine tracks include "I'm Hanging Up My Heart for You," "Gotta Travel On," "I Almost Lost My Mind," etc. A topnotch effort throughout, for the chanter.

(Continued on page 22)

## BEST TRACKS FROM THE SPOTLIGHT LP'S

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

### POPULAR

**KING CURTIS COUNTRY SOUL**—(Capitol T 1756; ST 1756) "I'm Movin' On" (2:22)

**A MILANESE STORY**—Sound Track (Atlantic 1388) "In a Crowd" (M.J.Q.) (3:23)

**THE PLATTERS ENCORE OF BROADWAY GOLDEN HITS** (Mercury MG 20613; SR 60613) "Summertime" (George Gershwin, ASCAP) (3:30)

**GOOD, GOOD, TWISTIN'**—James Brown & the Famous Flames (King 780) "Have Mercy Baby" (Ward, BMI) (2:14)

### JAZZ

**HOLLYWOOD JAZZ BEAT**—Ray Bryant (Columbia CL 1867; CS 8667) "On Green Dolphin Street" (Felst, ASCAP) (2:16)

**GRAVY TRAIN**—Lou Donaldson (Blue Note 4079) "Twist Time" (Groove, BMI)

## \*\*\* STRONG SALES POTENTIAL

**\*\*\* THEY ALL SWUNG THE BLUES**  
Glen Gray and the Casa Loma Ork. Capitol T 1739 (M); ST 1739 (S)—Another in the long and solid selling "sounds of the great bands" series and this one has the same fine, updated Casa Loma sound as its four predecessors. This fifth volume of the series package, dedicated to the swinging blues, offers 12 solid tracks, including an updating of "No Name Jive," "Bugle Call Rag," "C Jam Blues," "Night Train," "Farewell Blues," etc. Great sound.

**\*\*\* BUDDY AND SOUL**  
Buddy Greco. Epic LN 24010 (M); BN 26010 (S)—Buddy Greco has generated a lot of interest both here and in England in the past year, and he's even had singles that have stirred good action. Most of the action has been received on the upbeat, swinging kind of material, at which he's very good. Here, Greco turns to the softer ballad approach and fans will like "Come Rain or Come Shine," "But Beautiful," "People Will Say We're in Love," etc. It's a different Greco than the one most disk fans have come to know, but many will like him this way, too.

**\*\*\* OOPS**  
Bill Doggett and his Combo. Columbia CL 1814 (M); CS 8614 (S)—Bill Doggett is now swinging on his third label, and as with many past albums, the dancers will perk up their ears and twisting muscles. Doggett's most famous hit (from his King days) "Honky Tonk," is here with both Parts I and II, and it sounds fine in the re-recorded up-to-date sound. Also included are "Deed I Do," "Canadian Sunset," and others, all done with twisters in mind. Doggett's organ solos are listenable, but the beat is the thing here.

continued on page 28

## ROY ORBISON'S GREATEST HITS

ONLY THE LONELY EVERGREEN CRYING

UPTOWN RUNNING SCARED LOVE STAR

DREAM BABY THE CROWD BLUE ANGEL

CANDY MAN I'M HURTIN'

# THIS LP CAN'T MISS!

Monument  
RECORDS

Of course it's from

THE LONDON AMERICAN GROUP

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

# SINGLES REVIEWS

### Pop

#### THE VENTURES

**LOLITA YA YA** (Chappell, ASCAP) (1:55)—**LUCILLE** (Venice, BMI) (2:14)—There've been a number of versions of the title tune from the hit film "Lolita" but this figures the strongest to date. The usual Ventures guitar sound is neatly augmented with voices and the side should step out. Flip is Little Richard's old smash and also figures to grab action. **Dolton 60**

#### BEN E. KING

**TOO BAD** (Progressive-Milky, BMI) (2:25)—**MY HEART CRIES FOR YOU** (Massey-Ross Jungnickel-Gladys, ASCAP) (2:17)—Two fine sides for the chanter and both have a strong chance. On top is a ballad, much in the country style, but done to a smart "Stand By Me" kind of beat. Flip is the oldie, done in new, swinging, upbeat dress. **Atco 6231**

#### THE IKETTES

**HEAVENLY LOVE** (Progressive-Placid, BMI) (2:50)—The best outing to date for the gals. It's a rockaballad, done somewhat in Shirelles style, and in addition to a standout vocal by the group, it sports a smart strings and rhythm backing. This one can go. Flip is "Zizzy Zee Zum Zum" (Progressive-Placid, BMI) (2:20) **Atco 6232**

#### JIMMY BEAUMONT

**I'M GONNA TRY MY WINGS** (Aldon, BMI) (2:13)—The lad has a strong teen sound on this ballad. The material is fine and the performance builds and builds, with an arrangement to match. Should be worth plenty of coin. Flip is "Never Say Goodbye" (Aldon, BMI) (2:11) **May 120**

#### BERNIE LEIGHTON

**DON'T BREAK THE HEART THAT LOVES YOU** (Francon, ASCAP) (2:48)—Here's Connie Francis' big hit of a while back, done up in a highly stylized instrumental arrangement by Don Costa. Leighton and his ork make it sparkle and the side could grab a lot of loot. Watch it. Flip is "Till You Return" (Jefmark, BMI) (2:29) **Colpix 645**

#### PATHI PAGE

**THREE FOOLS** (Hill and Range, BMI) (2:10)—The singing rage has another smart country-styled ballad here which could make a lot of noise. It's done in a stylish uptempo manner and there's a strong message. This one has a real chance. Flip is "Boy's Night Out" (Miller, ASCAP) (1:50) **Mercury 72013**

#### B. BUMBLE AND THE STINGERS

**APPLE KNOCKER** (Mardon, BMI) (2:16)—The "Nut Rocker" lad and his group have another swinging performance of a classical theme here. This time it's "The William Tell Overture." Wild rocking piano is highlighted on the side against stomping rhythm. Flip is "The Moon and the Sea" (Mardon, BMI) (2:05). **Rendezvous 179**

#### CASTELLS

**STAND THERE MOUNTAIN** (Warman, BMI) (2:25)—**OH WHAT IT SEEMED TO BE** (Joy, ASCAP) (2:10)—Two more soft, warm ballad treatments by the lads. The first is the story of a broken love affair sung over simple backing. The flip is the old Frank Sinatra hit done in sweet style by the lead with the rest of the boys getting "A" for grand assist. **Era 3083**

#### NATHANIEL MAYER

**HURTING LOVE** (Trianon, BMI) (2:45)—**LEAVE ME ALONE** (Trianon, BMI) (2:10)—"Village of Love" hit-maker Mayer has another two-some that could score for him. The first side is in the same ballad groove as his hit while the flip is a rhythm tune that packs a punching vocal against a finger-snapping beat and the Fabulous Twilights vocal group. **United Artists 487**

#### CONNIE STEVENS

**I COULDN'T SAY NO** (Aldon, BMI) (2:32) — **MR. SONGWRITER** (Gil, BMI) (2:21)—The movie and TV star has two intriguing teen items here. The first is a rockaballad sung with feeling by the lass against a bank of strings and vocal chorus. The second is a cute novelty in which she pleads for words and music with which to bewitch the boy. Either or both could go. **Warner Bros. 5289**

#### JENNEL HAWKINS

**MONEY** (Jobete, BMI) (2:10)—The "Moments" lass has a strong rhythm tune here. Jennell shouts out the lyric against combo and vocal group backing. Flip is "More Money" (Jobete, BMI) (2:10). **Amazon 708**

#### ANDREA CARROLL

**MISS HAPPINESS** (Merrimac, BMI) (2:07)—The thrush has a strong pleader ballad here with a powerful teen sound. A cute piece of material that should catch a lot of teen attention. Watch it. Flip is "Fifteen Shades of Pink" (Merrimac, BMI) (2:09). **Epic 9523**

### Country & Western

#### GEORGE JONES

**COLD, COLD HEART** (Acuff-Rose, BMI) (3:13)—**YOU'RE STILL ON MY MIND** (Starrite, BMI) (2:34)—The fine chanter has two most effective sides. On top is the familiar Hank Williams ballad and it can grab much play and sales. Flip is a weeper with a familiar setting—the honky tonk join with the juke box playing—done with equal effort. Both can go. **Mercury 72010**

#### BILLY WALKER

**BEGGIN' FOR TROUBLE** (Lowry, BMI) (1:45)—**WIL-LIE THE WEEPER** (Pamper, BMI) (2:30)—Walker has had a number of fine efforts and here's one of the best. First up is a fast waltz job with a Salvation Army kind of beat. It's done with much effect. Flip is a smart piece of material, done in medium tempo. A real message here. Watch both. **Columbia 42492**

### Rhythm & Blues

#### LULU REED AND FREDDY KING

**(LET YOUR LOVE) WATCH OVER ME** (R-T, BMI) (2:53) — **YOU CAN'T HIDE** (R-T, BMI) (2:52) — Two strong efforts by a solid team. First is a warm, bluesy ballad done with great feeling. Flip is a bright, upbeat effort that can also score. Should be a lot of action here. **Federal 12471**

### Jazz

#### LOU DONALDSON

**GRAVY TRAIN, PARTS I AND II** (Groove, BMI)—The alto saxophone man, a strong juke favorite for years, has another listenable coupling. Both sides are swing, medium tempo jobs and both have solid piano work by Herman Foster, in addition to Donaldson's fine blowing. **Blue Note 1830**

### ★ ★ ★ ★ STRONG SALES POTENTIAL

#### EARL BOSTIC

★ ★ ★ ★ **More Than You Know** — KING 5661—The oldie is handled in fine instrumental fashion here by the Bostic crew with Bostic coming through in his usual striking way on horn. Good programming wax. (Miller, ASCAP) (2:29)

★ ★ ★ ★ **Don't Blame Me**—Same comment. (Robbins, ASCAP) (2:00)

#### DOLORES GIBSON

★ ★ ★ ★ **Love Land**—KING 5664—Lass shows off her ballad style on this pretty side that also features a smart ork arrangement behind her. Lass is a real find, with style and a fresh way with a song. Strong new talent. (Heidle, BMI) (2:15)

★ ★ ★ ★ **I Want a Man**—New thrush bows on the label with a first-rate performance about her need for a man, not a boy, any longer. She punches across the lyrics like a young Dinah over fine choral support. Could make it. (O-Cal, BMI) (2:23)

#### ROCKING CAPRIS

★ ★ ★ ★ **Lights Out**—CONFEDERATE 145—An interesting slow Twist beat instrumental, with roots deep in the r.&b. field. Harmonica carries the lead with a solid down home rhythm behind. Organ moves up later. Fine sound here. (Cochran, BMI) (2:10)

★ ★ ★ ★ **Money**—There are vocal versions of this already but here it's handled as a solid blues instrumental, again with the organ and this time a guitar, in the spotlight. Good dance wax. (Jobete, BMI) (1:55)

#### GEORGE CATES

★ ★ ★ ★ **Quiet Village**—DOT 16376—A fetching rhythmic reading of the Martin Denny hit of some time ago. The side has a strong medium tempo beat, powerful guitar and tenor sax work. It should appeal to teen dancers. (Baxter-Wright, BMI) (2:10)

★ ★ ★ ★ **The Third Man Theme** — Anton Karas' zither is replaced by organ here and a contemporary stomping beat has been added to attract teen listeners. There's also some fancy solo work throughout. (Chappell, ASCAP) (1:40)

#### DR. FEELGOOD AND THE INTERNS

★ ★ ★ ★ **What's Up Doc**—OKEH 7156—Here's another exciting and rousing side by Dr. Feelgood (also known as Piano Red) and the Interns. The driving side is handled with style by Red and the backing rocks. Watch it. (Cigma, BMI) (2:33)

★ ★ ★ ★ **Right String But the Wrong Yo-Yo**—This is one of Piano Red's old hits and it sounds just as good in this new edition. A side that could grab a lot of plays especially in Southern markets and on r.&b. stations.

#### THE SOUL BROTHERS

★ ★ ★ ★ **The Parade of Broken Hearts**—WAND 125—A good ballad, done in the gospel style. Solid lead performance and the group fills in an effective vocal backing. Catchy beat, too. Watch it. (Ludix, BMI) (2:15)

(Continued on page 30)

(Continued on page 30)

**STEREO**

**SHOUT! SHOUT!**  
(KNOCK YOURSELF OUT)

**SEVILLE**

**ERNIE MARESCA**

DOES SHOUT THEM THEM OUT  
SOAR SAY YOUR OWNERS FOR ME  
HEY SOUT BLOW  
I BOWT SHOW WHY  
BOWT ON THE BEACH  
DEWES LIKE A BABY OVER YOU  
MAYE JANE  
WHAT GOOD IS LIME  
HOW I GO  
IN SOMMA BARE IT SOUTHOW  
SOUTWAY MUSE  
CANT FORGET ABOUT YOU

# A NATURAL FOR THE CHARTS!

## Includes his current red hot items "MARY JANE" and "DOWN ON BEACH"

Seville RECORDS  
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THE LONDON AMERICAN GROUP

DUKE HAS THREE BIG HITS  
A TRULY GREAT LP  
BOBBY BLAND'S  
HERE'S THE MAN!!!  
**"DYNAMIC  
BOBBY BLAND"**  
DLP 75  
TRULY A SMASH  
JUNIOR PARKER'S  
SWEETER AS THE DAYS GO BY  
AND  
I FEEL ALRIGHT AGAIN  
DUKE 351  
HAS A HIT HIS FIRST TIME OUT  
WILLIE MAYS'  
**MY SAD HEART**  
DUKE 350  
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Peggy King  
**"BON  
VOYAGE"**  
Title Song From the Walt  
Disney Motion Picture  
Vista F 397

NEW SMASH SINGLE!  
Fats Domino  
**"Nothing New"** (Same Old Thing)  
b/w  
**"DANCE WITH MR. DOMINO"**  
#5863  
**IMPERIAL RECORDS**  
6425 Hollywood Blvd.  
Hollywood 28, Calif.

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 20

## BEN E. KING SINGS FOR SOULFUL LOVERS



Atco 33-137—Stylish chanter King looks to his pop competitors in this newest album effort, selecting a top hit of recent seasons from each for his own interpretations. With ultra smart arrangements, he sings "Moon River," "Because of You," "Fever," "He Will Break Your Heart," and "Will You Love Me Tomorrow." Fans will grab for this one and jocks will find many spinnable sides.

## A MILANESE STORY



Sound Track. Atlantic 1388—John Lewis, who had great success with his score to "No Sun in Venice," has another fine jazz-oriented film score here, to the flick "A Milanese Story." It is an interesting score in the way it uses jazz themes, and also for the performances of Lewis, Bobby Jaspar, Buster Smith and an Italian string quartet. Best tracks are "In a Crowd," "Winter Tale" and "Monday in Milan." Strong LP here.

## GOOD, GOOD, TWISTIN'



James Brown and the Famous Flames. King 780—The teen set should dig this bright new package from James Brown which contains his current hit "Shout and Shimmy" as well as many of his previous smashes like "Good Good Lovin'." There is also a wild reading of the r.&b. hit of a decade ago, "Have Mercy Baby." A swinging set for the Twist crowd, especially the younger ones.

## CONNIE FRANCIS



MGM X 1706—This EP contains three tracks previously released in album form with a fourth available only here. The track is "It Happened Last Night" penned by Earl Wilson and it has a fine country sound. The side features punching vocal work from Connie with powerful string and vocal chorus support. Could easily give the EP the kind of action normally reserved for a single.

## HOLLYWOOD JAZZ BEAT



Ray Bryant. Columbia CL 1867 (M); CS 8667 (S)—This album could catch pop as well as jazz action. It features Ray Bryant in a flock of fresh and exciting jazz-styled waxings of Hollywood film tunes. They include "On Green Dolphin Street," "Ruby," "The High and the Mighty" and "Laura." On all of the tunes Bryant hands them stylish performances over solid backing from the large Richard Wess ork. Set should sell well.

## GRAVY TRAIN



Lou Donaldson. Blue Note 4079—Donaldson has one of his better LP's in recent outings here. The alto saxist, supported by a rhythm section featuring Herman Goster, piano, swings away with carefree abandon on a variety of tunes that are sure to please his many fans. Besides the title tune, which should score heavily, the saxist also cooks on "South of the Border," "Candy" and "Twist Time." The title tune has already been released as a single.

## Country & Western

### COUNTRY MUSIC HALL OF FAME



Jimmie Rodgers. RCA Victor LPM 2531—Here's a fine item for the true collector. In commemoration of the election of Jimmie Rodgers to the Country Music Hall of Fame last November, the label's Rodgers expert, a.&r. man Brad McCuen, has culled the vaults to bring out this collection of the most-requested songs, and there are presentative items from each year of his unhappily short recording career of only six years. "The Soldier's Sweetheart," "The Sailor's Plea," "I'm Free From the Chain Gang Now" are samples. Precious wax for the true fanciers.

### GREATEST COUNTRY AND WESTERN HITS VOL. 3



Various Artists. Columbia CL 1816 (M); CS 8616 (S)—A fine oldies but goodies set, country style, and offering some top-notch performances of past hits by six of Columbia's big stable of solid country artists. This Volume III package has Ray Price, Mel Tillis, George Morgan, Billy Walker, Carl Butler and Stonewall Jackson in the line-up and each is heard from twice. Each singer is pictured on the cover in color, making for a highly salable package.

## Low Priced Religious

### INSPIRATION AND MEDITATION



101 Strings. Stereo Fidelity. SF 16600 (S)—The 101 Strings has built an excellent following in the low-priced LP category. This program of traditional religious selection is done in the group's familiar "big ork" style. Selections include "Bless This House," "Hallelujah Chorus" (instrumental), "The Lord's Prayer," "Onward Christian Soldiers." Excellent shot of setting sun on cover sets mood.  
*(Continued on page 26)*

# SALES ARE SIZZLING

# "THEME FROM A SUMMER PLACE"

# DICK ROMAN

## HARMON 1004

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BOSTON, MASS.  
Mutual Dist. Co.  
BUFFALO, N. Y.  
Best Record Dist. Co.  
CINCINNATI, OHIO  
A & I Record Dist.  
CLEVELAND, OHIO  
Concord Dist. Co.  
CHARLOTTE, N. C.  
Bertos Dist. Co.  
DALLAS, TEXAS  
Big State Dist.  
DETROIT, MICH.  
Record Merchants Dist.  
EAST HARTFORD, CONN.  
Trinity Record Dist. Co.  
HIALEAH, FLA.  
Tone Dist. Co.  
HOUSTON, TEXAS  
H. W. Daily, Inc.  
LOS ANGELES, CALIF.  
Cosnat Dist. Co.  
MINNEAPOLIS, MINN.  
Heilicher Bros.  
NEWARK, N. J.  
Apex Martin Dist. Co.  
NEW ORLEANS, LA.  
Central Record Dist.  
NEW YORK, N. Y.  
Superior Record Sales  
PHILADELPHIA, PA.  
Chips Dist. Co.  
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THE PERFECT TIME  
FOR HER NEW HIT!

# CONNIE FRANCIS

SINGS

## VACATION

(CONNIE FRANCIS—HANK HUNTER—GARY WESTON)

B/W

## THE BIGGEST SIN OF ALL

(BENNY DAVIS—TED MURRY)

**MGM**

K 13087



Packaged in eye-catching  
four-color sleeve!

## Distributors Cool to Plough Lists

By NICK BIRO

CHICAGO—What is basically a centralized programming policy—with modifications — by Plough-owned WJJD here, is creating a lot of controversy in the record trade.

Distributors — all of whom for obvious reasons prefer not to be identified — have mixed reactions, but at best the sentiment is one of lukewarm tolerance, not enthusiasm.

Basically Plough compiles a national play list from information gathered by program directors at its stations in Chicago, Boston, Baltimore, Atlanta and Memphis.

The play list is in turn distributed to each station and the individual program directors have an option of adding 5 to 15 local-action tunes.

One big distributor here said he had found the station "very co-operative—naturally we'd rather see all the programming done locally, but I can't see where it's been any great problem... we've done all right with our material."

Another big distributor, however, claims "all the decisions seem to come out of Memphis (Plough headquarters). We definitely do have trouble getting records played... it seems we're dead unless you can show some sort of national action."

Still another big distributor noted "it's almost not worth our time to send a promotion man to

call on the station with anything new. They only add about 10 records a week to their national list, and these are mostly by 'name' groups."

Boyd Lawlor, WJJD general manager, however, defends the system vigorously. "Maybe some distributors don't get as many records played as they would like, but we feel this procedure has improved the quality of our music substantially."

"We have one thing to say to distributors and record people—we don't tell them what to press and we don't expect them to try to tell us what to play. Our main concern is programming to our audience."

WJJD, once a top-rated hard-rock station, dipped drastically in ratings when it switched to a middle-of-the-road format some years ago. Recently, a "modified-rock" format has brought ratings back. The station now ranges between fifth and sixth in the Pulse surveys.

### Sales Position Good

Lawlor explains, however, that while ratings have improved only slightly—and are nowhere near what they were a few years ago—the station is now in a much better sales position.

"We're able to get advertisers that wouldn't have any part of our hard-rock policy. As a result, we

pulled off our screaming disk jockeys and generally tried to soften our sound.

"As far as our programming goes, we simply say to each of our program directors, 'Send us a list of what in your honest opinion are the Top 40 tunes in your area.'"

"From this, the network makes up a national play list. Local distributors, however, still have ample opportunity to get records played. As a matter of fact, I think they have a better chance with us than with many other stations that are wedded to a solid Top 40 format. Our local program directors can still add from 10 to 15 local records if they think they're worthwhile," Lawlor said.

The WJJD general manager said he felt most chains or networks used some sort of "pattern" in picking their music. "If nothing else, this gives us control over our music policy."

"If we don't play a record, it's because in our opinion, the record isn't worth play. We may make a mistake—but at least it's our mistake," said Lawlor.

He said he was reluctant to rely solely on charts or dealer surveys. "We urge our program directors to use a multiplicity of local sources: not just dealers and charts but distributors, one-stops and even other stations."

## 'Radio... the Sound Citizen' Is NAB Theme Singing of Medium's Praises

WASHINGTON — National Association of Broadcasters' radio directors last week approved a multi-point prestige building program that includes use of a special sound effects promotional disk to be aired by NAB member stations.

The record is keyed to the theme of May's National Radio Month—"Radio... the Sound Citizen."

Also approved: (1) a speakers bureau directory listing prominent broadcasters available for speaking engagements before civic, fraternal and other national organizations.

2. A workshop for public service organizations using radio and television, under direction of the NAB public relations service in Washington as a means of enlightening civic groups on the problems, challenges and service of broadcasting. The two-day session, to be held this winter, also would place emphasis on radio-TV's public service contributions and on the fact that "such service can be provided only in a climate of freedom," according to John M.

Couric, NAB manager of public relations.

3. Preliminary planning for a public relations manual for stations.

Couric also outlined several undertakings including: stress on more radio feature stories in industry house organs and in daily newspaper columns; preparation of study guides for clubs, and issuance of intermittent editorial fact sheets for radio station members, giving objective research, on key issues in the broadcast field which could be used as basis for editorializing.

The promotional disk will be composed of 10-20 second spots. The bands will include such effects as an alarm clock followed by an announcer's explanation that the alarm clock is becoming obsolete—that people are using clock radios to wake up more pleasantly.

The sound of footsteps on the stairs will lead into the message that radio goes throughout the house with you.

## ARTISTS' BIOGRAPHIES

### VINCENT EDWARDS (Decca)

AGE: Early 30's. HOME TOWN: Brooklyn. EDUCATION: College. Studied acting at the American Academy, New York. HOBBIES: Swimming, creative writing, flying. Edwards is also a devotee of organically grown foods and stays in shape by lifting weights and engaging in regular gymnasium workouts. BACKGROUND: Star of TV's medical series, "The Ben Casey Show." He is primarily known for his acting, and has appeared in stage and film roles, including a role in "High Button Shoes" on Broadway and a road tour in "Come Back Little Sheba." Edwards performed in nearly all of the major live TV dramatic shows that emanated from New York. When West Coast television grew in stature, he went west to make appearances on "The Untouchables," "G. E. Theater," "Hitchcock Presents" and "Deputy." This led to movie roles and he appeared in feature films, including a part in the Joanne Woodward Academy Award picture, "Three Faces of Eve." When James E. Moser, creator and producer of "Ben Casey" was casting the role of the resident neurosurgeon, he selected Edwards. Now the TV star is making a bid for recognition in the recording field. If the heavy sale of his debut LP for Decca Records, to whom he is contracted, is an indication, Vincent Edwards—vocalist—should be around for a long time.

LATEST SINGLE: "And Now" b/w "Don't Worry About Me" from his new Decca LP just released, and "Why Did You Leave Me" on the Russ-Fi label, recorded by Edwards before his TV series. The side moves into the No. 72 slot this week on the Hot 100.

LATEST ALBUM: "Vincent Edwards Sings" on Decca Records bounds into the No. 100 position this week on the Top Mono LP chart.



### RAY ANTHONY (Capitol)

AGE: 40. HOME TOWN: Bentleyville, Pa. EDUCATION: High school. HOBBIES: Sports and relishing Chinese and Italian foods. BACKGROUND: Anthony has been playing trumpet ever since he was 3 years old. He spent his youth in Cleveland, playing with local bands while in high school and capturing his first name-band job with Al Donahue, followed by a brief stint with the late Jimmy Dorsey. In 1940, Anthony joined the Glenn Miller band, making several coast-to-coast jaunts as the group's featured trumpet player. During World War II, Anthony enlisted in the Navy and was placed in charge of a sailor dance band assigned to tour island bases in the Pacific to entertain the troops. After his discharge in 1946, Anthony formed his own dance orchestra and in three years accumulated many honors and won various polls. Anthony joined Capitol Records in 1948 and has recorded one of the company's most extensive catalogs. Included in the list of Anthony's hits are such best-selling singles as "The Bunny Hop," "Dragnet," "The Hokey Pokey" and "Peter Gunn." In addition to recording activities, the Ray Anthony band has made numerous appearances in night clubs, ballrooms, TV and films.



LATEST SINGLE: "Worried Mind," jumping into the No. 81 deck of the Hot 100 this week.

LATEST ALBUM: "Worried Mind," this week a BMW Page One Record in the New Action LP section.

## TV Firms Nix Foreign Tape

NEW YORK—Use of foreign-made sound track tape in scoring domestic television programs was banned in an agreement between the American Federation of Musicians and several major members of the Alliance of Television Film Producers last week.

Herman Kenin, president of the musicians' union, termed the contract a "substantial advance" in AFM's drive against the imported product.

An AFM representative estimated that the firm's represented in the contract had been using foreign tapes in more than 50 per cent of their television programs.

The two-year contract covers the following firms: Bellmar Enterprises, Bing Crosby Productions, Calvada Productions, Desilu Productions, Four Star Television, T & L Productions and Mayberry Enterprises.

THEY GAVE YOU "I SOLD MY HEART TO THE JUNKMAN"  
NOW, FOR YOUR PLEASURE AND ENJOYMENT,  
ANOTHER MONEY-MAKER!

BUBBLING OVER, AND READY FOR CHART ACTION!

**WORKOUT**  
RICKY DEE AND THE EMBERS  
NEWTOWN #5001

**TEAR**  
**PATTY LA BELLE**

Send for Free DJ or Radio Station Copy! Write:

By JUNE BUNDY

**RECORD HOPS:** This week's Programming Panel spotlights comments by jocks about current dance favorites on the record hop scene, and here is more info on record hop activities across the country. **Porky Chedwick**, WAMO, Pittsburgh (who will be a panelist in an upcoming BMW issue), has emceed more than 2,000 record hops and claims a national record of 110 hops in a row without a single night off. He drew 6,000 people when he did a remote from the sidewalk in front of the Stanley Theater. . . . Panelist **Milt Grant**, syndicated deejay operating out of WPGC, Washington, has some additional comment on current dance crazes. He notes: "It is in the summertime that new dances get going here—as teens visit other parts of the country on vacations and bring back new ideas."

Another panelist, **Tom Shannon**, WKBW-TV, Buffalo, reports that his top-rated video show recently featured a star line-up of guests, including Ernie Maresca, Jay and the Americans, Jean Thomas, Tico and the Triumphs, Jimmy Darren and Shelley Fabares. . . . Still another BMW panelist, **Don Friedman**, WNEP-TV, Scranton, Pa., is scheduled to go off the air for July and August. However, Friedman says his office will remain open during the summer to plan for the return of his "Coke TV Bandstand" the first week in September. He will continue to issue his TV Bandstand newsletter, including his Teen Panel review of new releases.

**KILDARE CLICKS WITH TV JOCK:** Friedman is quite enthusiastic about TV's Dr. Kildare (**Richard Chamberlain**) and a film featuring his new MGM release, "Three Stars Will Shine Tonight," which has been made available to TV jockeys. Friedman comments: "We have had this type of film before, but they were short budget, shot at hops, with fair sound and usually were received when the song was already on top and declining. MGM's evidently was shot before release with its fine production and direction very evident and pleasing. We foresee the possibility of a new era in TV music. If all the major companies go into this type of record promotion film, many TV deejays may pop up using simple format of host-film and some live guests. Result: resurgence of major label dominance in the music industry. We feel the cost of good production films, along with basic recording costs, would limit this to major labels." Friedman also expressed admiration for Capitol artist **Billy Duke**, who guested on the jock's show recently even though his leg was in a cast.

**THIS 'N' THAT:** Ron Lundy, WIL, St. Louis, is conducting an "I Hate Ron Lundy Fan Club" promotion complete with membership cards. The stunt, Lundy says, is "very successful." He adds: "So far we have thousands of club members—it's a gas! A typical secret code message (featured on back of membership card) would be 'You are standing on my Baby Ruth.'" . . . Terry Havel, program director of KWAR-FM, Waverly, Ia., Wartburg College station, needs single records, mainly jazz and current pop hits. He writes: "We have had to drop our record services from Columbia and Capitol last year because of lack of funds. We are on a budget of \$1,500 annually and most of it goes toward equipment."

**CHANGE OF THEME:** Ken Banghart, veteran newsman at WCBS, New York, is starting an expanded news service on that outlet this week. Under the new plan, WCBS will air 11 15-minute news shows daily. As a result there have been some personnel changes in WCBS's noon-6:45 p.m. time period. **Bob Maxwell**, formerly WWJ, Detroit, moves into Banghart's 4:15-6 p.m. time period, and **Bob Dixon** has resigned from WCBS's 1:15-3 p.m. time slot. Dixon is moving to Tucson, Ariz.

Maxwell will be introduced to WCBS listeners on Banghart's "At Your Service" program during the week of July 2. Banghart will emcee 15-minute news segs (at noon, 3 p.m., 4 p.m., 5 p.m. and 6 p.m.) and in addition will act as anchor man for the new WCBS feature "Up to the Minute" from 6:15 to 6:45 p.m. Ed Joyce is moving into WCBS's 12:15-2 p.m. period and **Bill Randle** takes over Joyce's modern and Dixieland jazz programs.

## PROGRAMMING PANEL

THE QUESTION:

What dance—or dances—do teen-agers in your audience favor now? (Additional answers to this question will appear in a forthcoming issue.)

THE ANSWERS:

**MILT GRANT**  
Syndicated Deejay, Washington

The Twist and the Mashed Potatoes are the current big dances here, with the favorite newcomer being the Watusi. Still somewhat popular are the Pop-eye and the Stomp. Society-teens are still strong for the Slop and the U.T. However,

the r.&b. set always have been the pacemakers when it comes to originating new dance steps. The new steps are mainly variations on past favorites—the Twist, Mashed Potatoes, Pony—with such new names as the Duke of Earl, Kill the Roach, the Donkey and a mambo-like step called the Hunch.

**TOM SHANNON**  
WKBW-TV, Buffalo

On my show, fast dances are still in vogue. The most popular dance currently is Mashed Potatoes. Twist records still are accepted but not with as much gusto as before. Others are the Pony, Continental, Hully Gully, Slop and Limbo. The Mashed Potatoes seems to be more difficult to do (especially for elders). Therefore teens probably feel this is theirs and only theirs; whereas their parents did the Twist so they abandoned it.

**GARRY MILLER**  
WTOL-TV, Toledo

The Mashed Potatoes is, at the moment, the biggest. The Twist has apparently been abandoned by teen-agers in my area. Summer always brings about a revival of the Beach, which is a wild non-contact dance and only done at beach-side resorts. I would be glad to describe it, but it is indescribable.

JULY 14, 1962

BILLBOARD MUSIC WEEK 25

## GOVERNOR HAILS 1ST VERMONT FM

**BURLINGTON, Vt.**—The nation's youngest governor was on hand for festivities as Vermont's first FM radio station—WJOY-FM—began broadcasting here last week. Gov. F. Ray Keyser Jr. told a crowd of some 250 business and civic leaders that FM radio is part of a gigantic cultural revolution throughout the country. The new FM outlet will operate separately from its sister AM outlet, WJOY-AM, and will broadcast a 13-hour per day program of "serious music, eventually branching into educational and public service programming," according to Frank Balch, station manager.

## Top Daytime Station: WOR

**NEW YORK**—WOR took top honors as the most listened-to daytime station for the 12th consecutive month, according to a Pulse, Inc., report here last week.

Figures for May showed WOR with an average quarter-hour rating of 3.7 between the hours of 6 a.m.-8 p.m., Monday through Friday, leading its nearest competitor by .7 in similar time periods.

Last week, Hooper reports showed that WINS had moved into the city's No. 1 over-all position (BMW, July 7).

## Deliberate Errors Spark Promotion

**DETROIT**—Station WXYZ pulled out a collection of over 500 hit records from 1957 through 1961 for a summer "Soundtaculars" promotion held here last week.

The big five-day salute to the recorded hits of the past five years was supported by newspaper advertising and a heavy schedule of radio and television announcements.

Working from special lists prepared by the WXYZ program department, the station's six popular music personalities incorporated "Soundtacular" tunes into all programs.

The tunes and their year of popularity were deliberately identified incorrectly. Listeners were asked to listen for the errors and send corrections in.

Prizes of LP's and transistor radios were awarded daily to those listing the most errors.

for the Crowley show over the public address system.

## WLS Jockey Rides Trotter's Tie-In

**CHICAGO**—WLS, local ABC radio outlet, has inaugurated a promotion tie-in with deejay Mort Crowley and the Sportsman's Park trotting track. It's called "A Night at the Track."

On his daily show Mort invites listeners to mail in their names and addresses. The card that's picked entitles a couple to dinner in the Silk and Sulky Room of Sportsman's Park with Mort and his wife. Once a week a race is named "The Mort Crowley-WLS Trot," and Mort's guests are photographed in the winner's circle with Crowley and his wife and the winning horse and driver. The pic is then sent to the guests' home-town or community newspaper.

The gimmick has been drawing heavy response. It will run until Labor Day. The station ties in by taking ads in the program, and the track reciprocates by giving plugs

## 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 July 15, 1957

1. Teddy Bear, E. Presley, RCA Victor
2. Love Letters in the Sand, P. Boone, Dol
3. So Rare, J. Dorsey, Fraternity
4. Bye Bye Love, Everly Brothers, Cadence
5. Searchin', Coasters, Alco
6. It's Not for Me to Say, J. Mathis, Columbia
7. I'm Gonna Sit Right Down, B. Williams, Coral
8. Send for Me, M. Cole, Capitol
9. Over the Mountain, Johnnie and Joe, Chess
10. Short Fat Fannie, L. Williams, Specialty

### POP—10 Years Ago July 12, 1952

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

### RHYTHM & BLUES—5 Years Ago—July 15, 1957

- Searchin', Coasters, Alco  
Short Fat Fannie, Larry Williams, Specialty  
Send for Me, Nat King Cole, Capitol  
Jonny, Jenny, Little Richard, Specialty  
C. C. Rider, Chuck Willis, Atlantic

- United, Otis Williams and His Charms, Deluxe  
Teddy Bear, Elvis Presley, RCA Victor  
Valley of Tears, Fats Domino, Imperial  
So Rare, Jimmy Dorsey, Fraternity  
Bye Bye Love, Everly Brothers, Cadence

# AFTER TEAR & THE BLUE BELLES

NEWTOWN #5007

A SLEEPER! WILL GO TOP 10!  
JOHNNY FOX  
"YOU LAUGHED TOO MUCH" b/w "MOUNTAIN DEW"  
NEWTIME #507

HAROLD B. ROBINSON, 6600 N. Broad St., Philadelphia 26, Pa. Phone: LIVINGSTON 8-5010

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THE CARROLL BROS.

Cameo #221

When answering ads . . .

Say You Saw It in  
Billboard Music Week

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

Strongest sales potential of all albums reviewed this week.

Continued from page 22

### Religious

#### HYMNS AT SUNSET



Ralph Carmichael. Capitol T 1746 (M); ST 1746 (S)—Ralph Carmichael makes adept use of chorus and ork in pop ballad stylings that in no way lose sincerity. The result certainly should have wide appeal. In the contents are such old favorites as "Just a Closer Walk With Thee," "Old Rugged Cross," "It Is No Secret" and "Beyond the Sunset." Use of solo trumpet or trombone to point up the melodic line is one of the features of the arrangements.

### Children

#### WINNIE THE POOH AND CHRISTOPHER ROBIN



Frank Luther. Decca DL 4203—Words to these songs were written by A. A. Milne, creator of "Winnie the Pooh," although not all were published in the Pooh books. But all do have the spirit and full charm of those stories. Performances by Frank Luther are attractive enough to satisfy the millions of young and old admirers of Pooh, Christopher Robin, et al. Cover design shows the familiar characters of the books and should help sell the disk.

### Polka

#### THE GREATEST POLKA SOUND AROUND



Frankie Yankovic and his Yanks. Columbia CL 1804 (M); CS 8604 (S)—Another in the extensive Yankovic library of albums (there are at least 10 others) and the sound and brightness are just as infectious as ever. There's a lot of humor here as usual, and Yankovic and the lads in the band give voice to a lot of the tunes. Titles include the oldies "I've Got a Wife" and "Red Wing," plus "Pocatello Polka," "St. Louis Polka," "Roseann Polka," etc. A breezy set that should get solid action in the proper locations.

### Classical

#### BEETHOVEN: VIOLIN CONCERTO

Nathan Milstein; Philharmonic Orchestra (Leinsdorf). Angel S 35783 (S)

#### VIVALDI: FOUR VIOLIN CONCERTI

Nathan Milstein. Angel S 36001 (S)

#### MENDELSSOHN: VIOLIN CONCERTO; BRUCH: VIOLIN CONCERTO

Nathan Milstein. Philharmonia Orchestra (Barzin). Angel S 25730 (S)

#### TCHAIKOVSKY: VIOLIN CONCERTO IN D MAJOR;

Nathan Milstein; Pittsburgh Symphony Orchestra (Steinberg). Angel S 35686 (S)

#### BRAHMS: VIOLIN CONCERTO



Nathan Milstein; Philharmonia Orchestra (Fistoulari). Angel C 3600 (S)—For years a fixture as a leading artist at Capitol, Nathan Milstein has just switched to the sister label, Angel. Five LP's are being released simultaneously to mark the move, including repackaging of three that previously had been available on Capitol, plus two new ones. The latter are a dynamic, virtuosic performance of the Beethoven Violin Concerto, and a package of four Vivaldi concerti that are deftly played with appropriate style and grace. The three reissues all were highly regarded on Capitol and include the Brahms Concerto, the Tchaikovsky Concerto and the Mendelssohn Concerto coupled with the Bruch Concerto. With the exception of the Vivaldi, these constitute the cornerstones of the violin concerto literature and in Milstein they are played by one of the great fiddlers of the era. Special price inducement should ensure a strong sale.

## SPECIAL MERIT ALBUMS

### Jazz

#### DRUMFUSION



Chico Hamilton Quintet. Columbia CL 1807 (M) CS 8607 (S)—Earlier Hamilton albums have employed a methodical, introverted sound with which the cello was strongly identified. The new quintet has a much tougher quality and it swings. One of the new members is Charlie Lloyd, a talented man on tenor, flute, clarinet and alto, and the one who has inspired Hamilton in these newer directions. Also joining the drummer man are Garnet Brown, trombone, Albert Stinson, bass and Caber Szabo, a Hungarian refugee, on guitar. Six selections in all, one of the more intriguing being "Freedom Traveler," a short, two-part sketch. Wax has a good excitement factor.

## BILLBOARD MUSIC WEEK EASY LISTENING

| This Week | Last Week | From this week's Hot 100                                  | Weeks on Hot 100 |
|-----------|-----------|---|------------------|
|           |           | TITLE, ARTIST, LABEL                                      |                  |
| 1         | 1         | THE STRIPPER, David Rose and His Ork, MGM 13064           | 10               |
| 2         | 2         | I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330 | 11               |
| 3         | 4         | WOLVERTON MOUNTAIN, Claude King, Columbia 42352           | 8                |
| 4         | 3         | AL DI LA', Emilo Pericoli, Warner Bros. 5259              | 9                |
| 5         | 5         | SNAP YOUR FINGERS, Joe Henderson, Todd 1072               | 9                |
| 6         | 6         | THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075 | 7                |
| 7         | 9         | JOHNNY LOVES ME, Shelley Fabares, Colpix 636              | 6                |
| 8         | 7         | STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217          | 18               |
| 9         | 12        | STRANGER ON THE SHORE, Andy Williams, Columbia 42451      | 6                |
| 10        | 8         | THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273  | 10               |
| 11        | 15        | BUT NOT FOR ME, Kelly Lester, Era 3080                    | 4                |
| 12        | 11        | WHERE ARE YOU, Dinah Washington, Roulette 4424            | 9                |
| 13        | 16        | HAVE A GOOD TIME, Sue Thompson, Hickory 1174              | 5                |
| 14        | 17        | STEEL MEN, Jimmy Dean, Columbia 42483                     | 4                |
| 15        | 20        | ROUTE 66 THEME, Nelson Riddle, Capitol 4741               | 7                |
| 16        | 19        | HEART IN HAND, Brenda Lee, Decca 31407                    | 2                |
| 17        | 10        | THEME FROM BEN CASEY, Valjean, Carlton 573                | 9                |
| 18        | —         | NEVER IN A MILLION YEARS, Linda Scott, Congress 103       | 5                |
| 19        | —         | DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147          | 7                |
| 20        | —         | WORRIED MIND, Ray Anthony, Capitol 4742                   | 3                |

### FAST LIVIN' BLUES



Jon Hendricks. Columbia CL 1805 (M); CS 8605 (S)—A fine outing for singer Jon Hendricks. On this set he displays his unique vocal and songwriting talents backed by a top-flight group of jazz men. The lad sings with a precise, swinging style, much like that exemplified in the Lambert, Hendricks and Yolande singing group of which his is the guiding force. "I'll Die Happy," "Fast Livin' Blues" and "Another Get Together" are just three of the hard-hitting Hendricks tunes, all dotted with humor on this album.

### Specialty

#### MERRILY WE SING AND LEARN FRENCH, VOL. I



Noel Regney, His Singers and Ork. Columbia CL 1782 (M); CS 8582 (S)—Children and their elders who seek a first exposure to French will be hard put to find an easier or more pleasant way of learning. Through the medium of a dozen catchy songs, the lyrics are provided first in English then use French equivalents. They offer a means of picking up both vocabulary and usage in a way likely to be remembered a long time. This LP is announced as the first of what should be a highly successful series.

### Classical

#### FRENCH PIANO MUSIC



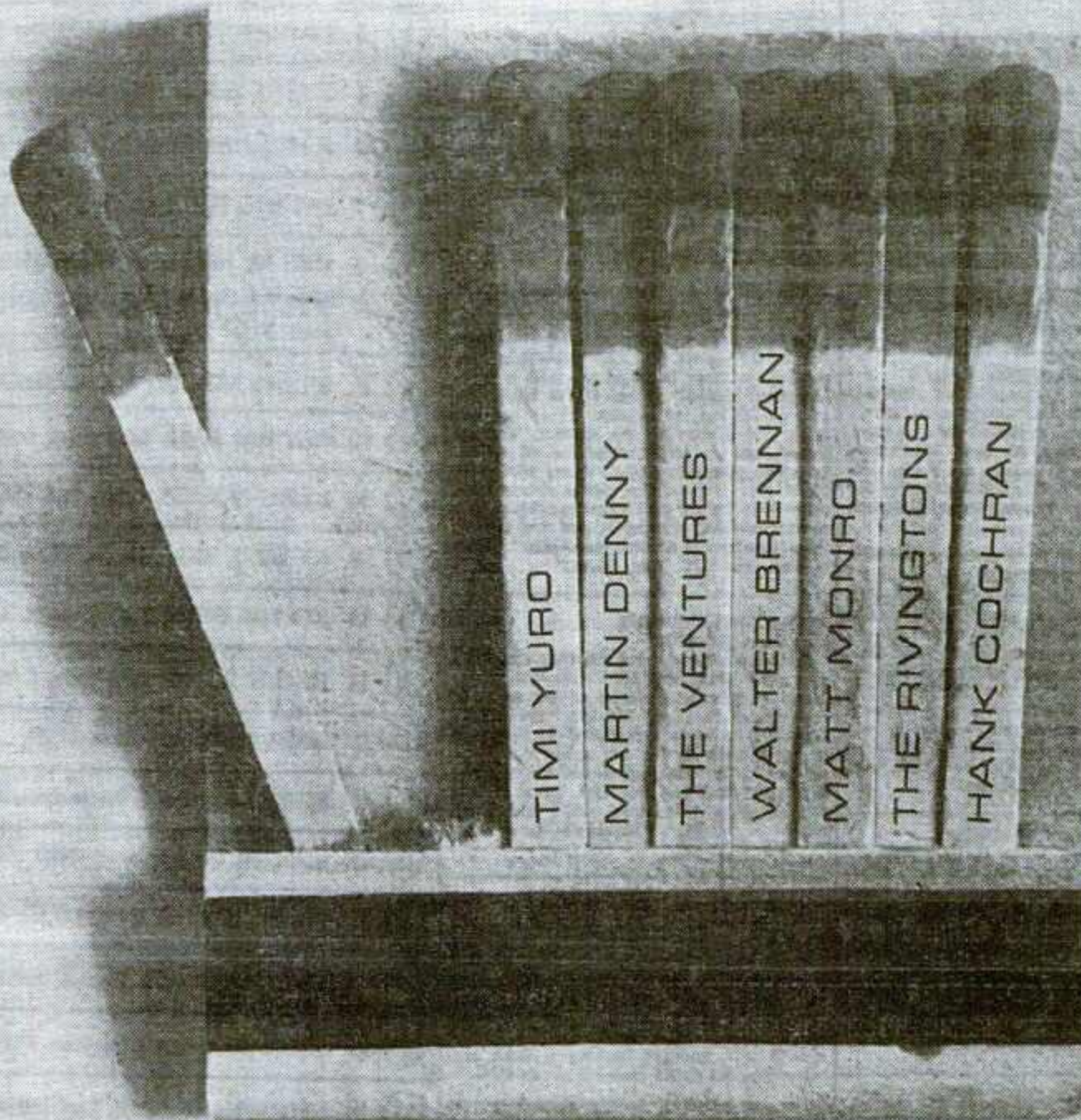
Andre Previn. Columbia ML 5746 (M); MS 6346 (S)—The special wit and charm that mark the works of Poulenc and Roussel are very much in evidence on this disk. The French composers' keyboard efforts are sparsely represented in the catalog, and this LP offers a happy remedy. Andre Previn's performances bring out the subtleties as well as obvious contrasts of impressionism and modern composition. One side is devoted to each composer. Keyboard collectors, fans of these composers and those interested in Previn's own versatile skills will all welcome this LP.

#### INTRODUCING JOSEPH SILVERSTEIN



Columbia ML 5745 (M); MS 6345 (S)—The young violinist has had a spate of publicity as a prize winner in the Queen Elizabeth competition in Belgium, and as recipient of a Naumburg Foundation award. These were followed by his acceptance of the concert-master's post with the Boston Symphony. The selections on this, his first solo disk, are Bach's "Sonata No. 1 for Solo Violin," and Bartok's "Sonata for Solo Violin." They contrast sharply in many ways, but both illuminate the skill and musicianship of a violinist whose fame is just beginning.

**WHAT  
MAKES  
LIBERTY  
SO  
HOT?**



**WE'RE  
SURE  
FIRE!**

**WHAT'S A MATTER BABY**  
by Timi Yuro  
#55469

**A TASTE OF HONEY**  
by Martin Denny  
#55470

**LOLITA YA-YA**  
by The Ventures  
Dolton #60

**HOUDINI**  
by Walter Brennan  
#55477

**SOFTLY AS I LEAVE YOU**  
by Matt Monro  
#55449

**PAPA-OOM-MOW-MOW**  
by The Rivingtons  
#55427

**SALLY WAS A GOOD OLD GIRL**  
by Hank Cochran  
#55461



● Reviews of New Albums

● Continued from page 20

★★★★ WALTZING WITH GUY LOMBARDO

Capitol T 1738 (M); ST 1738 (S)—Lombardo left Capitol over a year ago, but behind him remains a good selection of stereo tracks. Here are some of those, and they're in the waltz tradition of Lombardo's earlier days, done with the up-to-date sound quality. Titles include "Jeannine," "Charmaine," "When I Grow Too Old to Dream," "A Beautiful Lady in Blue," etc. Dance fans in the over-30 group will particularly dig.

★★★★ SPOTLIGHT ON THE JORDANAIRE

Capitol T 1742 (M); ST 1742 (S)—One of the most popular of all groups for vocal background work behind singing stars, the Jordanaires are big in their own right, too, particularly in the gospel-sacred field. Here, however, they switch away from music of the church to tackle a number of the hits they've been on with the big vocal stars. A sampling would include "Oh Lonesome Mo," "Gone," "Four Walls," "Lonesome Town," "Don't Be Cruel," etc. Strong performances and their fans will certainly want this set.

★★★★ ORIGINAL HITS, VOL. I

Various Artists. Consolidated International COH 1—Another strong collection of recent pop hits and it should be a natural. Featured with some of their best-known recordings are such artists as Bobby Edwards, Toni Fisher, Big Jay McNeely, the Innocents, Kathy Young, Glen Campbell and others.

★★★★ SUGAR 'N' SPICE

Ken Griffin. Columbia CL 1811—Ken Griffin has been a good steady seller through the years and this album of old favorites should do every bit as well. He's accompanied with steel guitar on "Somebody Loves You" and "Freight Train Boogie." Griffin's solo organ is featured on the remaining bands which include "Mary's a Grand Old Name," "Mother Machree," "Wedding Bells" and "I'll Take You Home Again Kathleen."

★★★★ BIG MILLER SINGS TWISTS SHOUTS AND PREACHES

Columbia CL 1808 (M); CS 8608 (S)—This is Miller's best album to date on Columbia and much of the credit goes to arranger Bob Florence. He's got imagination, punch and superb musicianship going for him here. The set swings mostly on the momentum of the Florence arrangements and Miller shouts the lyrics of "Chattanooga Choo Choo," "Water Boy" and "A Whole Lot 'o Woman," in fine style.

★★★★ COAST ALONG WITH THE COASTERS

Atco 135—This album is a witty, striking and rhythmic compilation of sides previously released as singles. The tracks have been produced by Leiber and Stoller and their imaginative touches are everywhere to be heard. The boys turn in fine swinging interpretations of "Little Egypt," "The Snake and the Bookworm," "Wake Me, Shake Me" and "Bad Blood." The inventive genius of L.S. coupled with the Coasters' style makes for a mighty pleasing package.

★★★★ THE MANY GUITARS OF JORGEN INGEMANN

Atco 139—Ingemann, who is something of a European Les Paul, takes off on some fine guitar and electronic doings on this LP. The lad accompanies himself on a variety of electronically doctored guitars and makes some mighty pleasing sounds. Most of the music is in a medium-to-fast groove with "High Noon," "Cherokee," "Third Man Theme," "Oceans of Love" and "Violetta" all fine examples out of the 12-track LP.

★★★★ SO RARE

Jimmy Dorsey. Dot DLP 3437 (M) DLP 25437 (S)—Jimmy Dorsey's big hit "So Rare" comes across in strong fashion on this LP. In addition to the four sides recorded before his death, a band bearing his name, led by Leo Castle, fills out the rest of the LP with tunes made famous by the alto saxist. It's a fine nostalgic package that could have appeal for all those over 30.

★★★★ STRINGS! STAGED FOR SOUND!

Norrie Paramor and his Ork. Capitol T 1639 (M); ST 1639 (S)—This is a first-rate sound album that shows off smart uses of strings via arrangements styled for stereo. The Norrie Paramor ork plays them with feeling and sensitivity and the recording quality itself is first rate. The tunes include "All of a Sudden," "My Heart Sings," "When Your Lover Has Gone," "Speak Low" and "Love for Sale." Strong wax here for the sound fans and the good music fans as well.

★★★★ SWING! STAGED FOR SOUND!

Various Artists. Van Alexander Ork. Capitol T 1635 (M); ST 1635 (S)—This is a passable attempt to come up with a fresh sounding "sound" album but it has a lot of competition as against many of the other sound sets on the market. The arrangements do take advantage of stereo, and the musicians play them with fire. However, many of the stereo effects have been done before and more excitingly. The tunes are mainly standards, and they include "Get Me to the Church on Time," "High Noon" and "O! Man River."

★★★★ MUSIC FROM BRAVO GIOVANNI

Luther Henderson and his Ork. Columbia CL 1820 (M); CS 8620 (S)—This is a lovely instrumental version of the score of the current Broadway musical "Bravo Giovanni." The tunes are played in light and happy fashion by the ork under the direction of Luther Henderson and the arrangements are fresh and flavorful. Tunes include the sweeping title song, and "Ah! Camminare," "Uruti," "Breachy's Law" and "Steady Steady."

★★★★ HITS OF THE '60's

The Four Lads. Dot DLP 25438 (S); DLP 3438 (M)—The Four Lads tackle the hits of the '60's for good results on this new release. The tunes include such smashes as "Theme From A Summer Place," "Moon River," "Wooden Heart" and "Never on Sunday." The lads sing them in their own special style and the backing is fresh and attractive. Set could rack up steady sales.

★★★★ ORGAN SONGS WE LOVE

Eddie Baxter. Dot DLP 25435 (S); DLP 3435 (M)—The audience for organ renditions of familiar standards has always been a steady one, and this new set with Eddie Baxter should reach that loyal organ audience. The tunes include "Mexicali Rose," "You Can't Be True Dear," "My Happiness" and "Whispering." Baxter plays them with feeling and the recording is first rate. Good programming, too.

★★★★ 12 GREAT HITS IN RAGTIME

Jo Ann Castle. Dot DLP 3433 (M); DLP 25443 (S)—Ragtime buffs will dig this happy, lively collection of performances by pianist Jo Ann Castle on this bright new waxing. The songs include such great standards as "The Sheik of Araby," "When My Baby Smiles at Me," "Pagan Love Song" and "Wang Wang Blues." Lots of enjoyment here, as a background disking for parties, or just fun listening.

★★★★ THE TWISTIN' FOOLS

Hank Ballard and the Midnighters. King 781—Here's a fine wax collection for Hank Ballard fans. It contains some of his old hits like "The Twist," some that are not so old, like "Broadway," and some new ones like "I Got a Mind to Leave You." They all show off the driving and exciting Ballard style, over pounding combo backing. A set for the teen crowd that could rack up healthy sales.

★★★★ ON STAGE, VOL. I

Mr. Banjo Eddie Peabody. Dot DLP 3443 (M); DLP 25443 (S)—Eddie Peabody, who by now is certainly America's best-known banjo player, was recorded live in this new album, and it's one of his best to date. Set was waxed at the Hacienda Hotel in Fresno, Calif., and it shows off the banjo maestro at a live performance before an audience for the first time in his 40 years of show business. Lively, happy and a lot of fun, this album of standards could appeal to Peabody's many fans.

★★★★ BROADWAY PIANORAMA

Cy Coleman. Capitol T 1740 (M); ST 1740 (S)—Pleasant and enjoyable versions of tunes from Broadway shows spotlighting the slick and stylish piano work of Cy Coleman. Tunes include "Old Devil Moon," "Here I'll Stay," "Tall Hope" and "I Got Lost in His Arms." Fine programming here for radio stations, especially the good music ones.

★★★★ NIKKI

Nikki Price. Epic KN 24005 (M); BN 26005 (S)—Nikki Price is a young and

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Last Week Last Week By special survey for week ending 7/14 Weeks on Chart

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Lists top 30 singles.

pretty lass who sells a song in the style of Eydie Gorme, which is saying a lot. She socks over her ballads and rhythm tunes here both with feeling and warmth, and she can handle a tune with professional polish. Although this is her first LP, she has been performing for a number of years, and she shows her savvy with such tunes as "If I Were a Bell," "A Thousand Blue Bubbles" and "Peel Me a Grape." Good debut wax.

★★★★ TED WEEMS' GOLDEN HITS Mercury MG 20708 (M); SR 60708 (S)—After all these years, it is still difficult to find more danceable music than is provided by Ted Weems. This LP celebrates some of the maestro's top hits, albeit the arrangements seem somewhat sprightlier than in days of yore. The "sweet and hot" appellation still applies, however, with foot-tapping renditions given to "Heartaches," "Somebody Stole My Gal," and such Weems novelties as "Oh Mo'nah," "Martins and the Coys" and "One Man Band."

★★★★ HAWAIIAN GOLDEN HITS Royal Hawaiian Guitars. Mercury MG 20693 (M); SR 60693 (S)—The traditional approach to island music is offered by an ensemble which features Hawaiian guitars backed by rhythm. Tempos are bright and the arrangements are eminently suitable for dancing. Selections all have Hawaiian associations, as in "Song of the Islands," "Little Brown Gal," "Sweet Leilani," "Hawaiian War Chant" and "Blue Hawaii."

★★★★ MY HAPPINESS Jon and Sandra Steele, Epic LN 24003 (M); BN 26003 (S)—Jon and Sandra Steele offer their famed million-selling version of

"My Happiness," then blend their voices in 11 other selections backed by the arrangements of Jack Pleis. Some sentimental old favorites are given their treatment, including "True Love," "Melody of Love" and "Have You Ever Been Lonely." These are tempered by briskly paced renditions of "Jealous," "Heart and Soul!" and a combination of "Swing Low Sweet Chariot" and "When the Saints Go Marching In."

★★★★ SING-ALONG WITH MICKEYE Mickey Katz and "Der Ganser Gang." Capitol T 1744 (M); ST 1744 (S)—Standard Yiddish song favorites plus one new tune and the popular Israeli hora, "Hava Nagila," all lend themselves well to lively sing-along treatment. Mickey Katz lends a light touch with his comments and introductions. The actual performances, however, mainly are delivered straight. In the group are "Greene Cuzzine," "Anniversary Waltz," "Yiddish Momme" and "I Love You Much to Much." Cover is a clever take-off on Mitch Miller that should draw attention.

★★★★ LOLITA AND OTHER FILM HITS Orchestra Del Oro. Sonador ST-SON 105 (S)—A good budget set, which, thanks to solid movie tunes and a most salable lead item in "Lolita," should gather rewarding action in racks and stores. Included are "Lolita Ya Ya," "Moon River," "Walk on the Wild Side," "Tonight," "White Rose of Athens" and more. Notes indicate that this is the world's "largest orchestra" without indicating its size. Album was recorded on 35mm. film, another selling point.

DON'T FORGET PVT. RITCHIE ADAMS Now playing W. Germany for Uncle Sam

HEADED FOR HITSVILLE! CHARLIE RICH EASY MONEY b/w MIDNITE BLUES Phillips Int. #3576

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Mills HIT REMINDERS FOUR GREAT HITS... MOOD INDIGO BLACK AND TAN FANTASY SOPHISTICATED LADY ST. JAMES INFIRMARY THE STRIPPER

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

# Reviews of New Albums

JULY 14, 1962

BILLBOARD MUSIC WEEK 29

### THE THEMES FROM BEN CASEY, DR. KILDARE AND OTHER GREAT TV SHOWS

No Artist Listed. Diplomat DS 2269 (S)—The name, Ben Casey, is like magic at the retail counters now, with both records and a number of premium items as well. Any album which ties in that title TV tune is almost certain to get some sales stir. Although the performers on this instrumental wax are not identified, the ork has a listenable enough sound on such themes as "Arthur Murray's TV Party," "Cheyenne," "Dr. Kildare," etc.

along with the more than 30 other 101 Strings albums now in the label's catalog.

### SOUND TRACK MUSIC FROM WIDE-SCREEN SPECTACULARS

Cinema Sound Stage Ork. Stereo Fidelity SF 16400 (S)—Music from "El Cid," "Ben-Hur" and "King of Kings"—all by Miklos Rosza—is featured here. The album dwells on the motion picture "sound-track and wide-screen" theme, and the cover features a shot from "Ben-Hur," along with prominent display of the other movie titles and Rosza's name.

### LET'S DANCE TO BIG HITS OF 1962

Stallter Dance Ork. Stereo Fidelity SF 16200 (S)—Scored for dancing in the style of the sweet bands, a sampling of some recent favorites is provided. These include "Midnight in Moscow," "Tonight," "Moon River," "Lolita," "White Rose of Athens" and five others. Good value for dance parties, these should sell well, especially from racks.

### MUSIC TO STRIP BY

(Bald) Bill Hagan and His Trocadero. Stereo Fidelity SF 16300 (S)—Here's a set that can bring a lot of laughs to a party. It's naturally designed to cash in on the hit status of "The Stripper," and it features a band playing many familiar burlesque licks. If anything, this crew has more of the authentic instrumentation and feeling for the burlesque style than the big complement on the hit version by David Rose. Titles alone will cause quite a ripple, including "Bedroom Blues," "Girdles Aweigh," etc., besides the tune "The Stripper."

### WITH LOVE FROM LONDON

101 Strings. Stereo Fidelity SF 16500; (S)—Another delightful program of mood material by the well-known string group. Heard here, in keeping with the title, are many songs reminiscent of London—"A Foggy Day," "Limehouse Blues," "Mayfair Walk," "Fish and Chips," and a Gilbert and Sullivan Medley. Well-recorded program can sell,

### DIXIELAND WITH A TWIST BEAT

Dixieland All Stars. Stereo Fidelity SF 16700 (S)—Here's a coupling of music styles that should be a natural for sales to impulse and budget-minded buyers. Both the Twist and Dixie have been very big and by inserting an eight-to-the-bar rhythm to traditional, Dixie-styled material, like "Down by the Riverside," "The Saints," "South Rampart Street Parade," etc., the producers may have a sales winner. Certainly, it's worth a try for the rack locations.

### MODERATE SALES POTENTIAL

LIMBO TWIST  
Tommy Rey and the Caribe Steel Band.  
Epic LN 24018 (M); BN 26018 (S)

25 YEARS OF SWING  
Johnny Catron and his Ork. Nortrac NR 416

CRAZY CALLIOPE  
Margie Melner. Dot DLP 3440 (M); DLP 25440 (S)

WATTS COOKING  
Tommy Watt and his Ork. Bethlehem BCP 6062

THERE'S ONLY ONE PARIS  
George Jouvin. King 764

### JAZZ LP'S

### STRONG SALES POTENTIAL

### LIKE WEST SIDE STORY

Richard Behrke Trio. Atco 141—Two names—that of "Bobby Darin Presents" and "West Side Story"—make this an album to watch. The very excellent jazz interpretations of the Behrke Trio make it a good one to listen to. The cover, itself a work of art, is brilliantly done in the jazz mood. Behrke, incidentally, is Bobby Darin's regular pianist.

### BIG BEN BANJO BAND CHANGES MOOD TO TRAD DIXIELAND

King 789—The banjo is enjoying a revival and this album of old-time Dixieland standards looks like a national showcase. The group has a fine, free-styled swinging sound. Veteran Norrie Paramor leads the band and has written several of the selections. Writers of some of the other bands look like a "Who's Who" of Dixie; Oliver and Armstrong ("Sugar Foot Stomp"), "Kid" Ory's ("Ory's Creole Trombone"), Robbins-Allen-Sheahe ("Washington and Lee Swing").

### BIG BAND AT THE SAVOY BALLROOM

Nat Pierce Ork. with Buck Clayton. RCA Victor LPM 2543 (M); LSP 2543 (S)—Harlem's Savoy ballroom was for years a jazz landmark. All the biggest names in the big band era played there. This set carries on that tradition. It's a swinging ork fronted and arranged for by pianist Pierce along with others, and featuring solos by Paul Quinichette, Buck Clayton, Frank Rehak and Tony Ortega. The band has a good beat, swings easily and sparkles in unison. Appropriately enough "Stompin' at the Savoy" is included.

### THE JAN JOHANSSON TRIO

Dot DLP 3416 (M); DLP 25416 (S)—This pianist, and the drummer and bass player that make up this trio, are natives of Sweden. The album was a strong seller in that land and well might catch the ear of American jazz and jazz-pop oriented listeners. Johansson, who is the whole show, has a deft touch and a highly articulate style that swings on up-tempo tunes, and reveals a soulful delicacy on ballads.

### JAMES P. JOHNSON

Columbia CL 1780—Collectors of early jazz will want this composite of a number of tracks made by one of the more famous boogie woogie and stride pianists, James P. Johnson. Throughout the album, with a variety of different groups, Johnson plays a vitally distinctive brand of piano that has swing and authority. "If Dreams Come True," "Carolina Shout," "Memories of You" and "Snowy Morning Blues" all display the Johnson style. Reproduction of sound on LP is good considering the fact that most of the takes are from 78 sides.

### NEW VIBE MAN IN TOWN

Gary Burton. RCA Victor LPM 2420 (M); LSP 2420 (S)—An exciting debut as leader for an 18-year-old vibist from Indiana who plays a good deal with Chet Atkins and the Nashville crowd. Burton has Joe Morello

on drums (he's with Brubeck) and Gene Cherico, bass, as support. And, for three men, they make a lot of music. The lad scores on just about every track. His technique leaves little to be desired, and his manner of playing has bite and authority.

### THE MUSIC OF AHMED ABDUL-MALIK

New Jazz 8266—Another in the growing list of Near East-flavored jazz LP's from Malik. The set has swing and Callo Scott on cello is featured. Mighty pleasant jazz listening here whether you happen to be of the Near Eastern persuasion or not.

### I DON'T WORRY ABOUT A THING

Mose Allison. Atlantic 1389 — This is Mose's first LP for his new label affiliation and it's a typical outing for the lad; he plays some fine piano and sings a few original tunes and a standard backed by a top-flight bass-drums team. "Your Mind Is on Vacation" is one of the better vocals while "The Well" and "Idyll" are two top instrumental tracks.

### THE JAZZ WORKSHOP

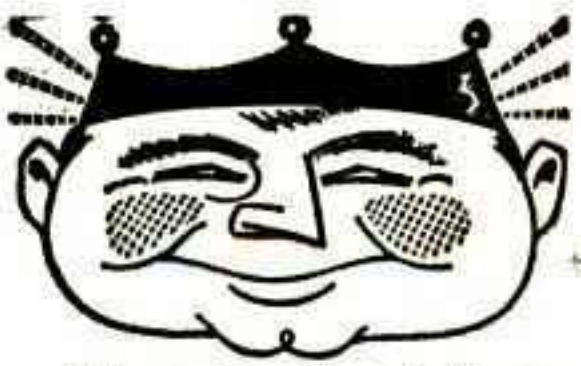
George Russell. RCA Victor LSP 2534 (e) (S)—This is a re-issue of one of George Russell's first recording dates. The album features his highly unusual style of jazz played by some of the best players on the East Coast. The music, now some five or six years old, has lost none of its freshness and daring. It most probably has gained an audience in the meantime. Art Farmer, Bill Evans, Hal McKusick and Barry Galbraith are some of the jazz stars featured.

### HEAR YE!!!

Red Mitchell-Harold Land Quintet. Atlantic 1376—Tight, briskly played small combo jazz is the feature of this album from the West Coast. Land on tenor sax plays in biting style while Mitchell's broad bass line helps things along in the rhythm section. Frank Strazzeri, piano and Carmel Jones, trumpet, also have important roles in the group. "Hear Ye!" "Somara" and "Catacomb" are three of the better tracks.

### NEW SOUNDS ... OLD WORLD

American Jazz Ensemble. RCA Victor LPM 2557 (M); LSP 2557 (S)—Here's some interesting and originally styled modern jazz by Johnny Eaton and Bill Smith, who recorded this set in Rome. Both musicians, who have had much experience on the American jazz scene, were working in Rome when this set was waxed, and they formed a combo with Erich Peter and Pierre Favre, two European cats working in the same city. The jazz here is cool, commercial and imaginative.



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SPECIAL MERIT SINGLES

Continued from page 21

Pop Disk Jockey Programming

BOBBEJAAN
\*\*\*\*\* I'M CRYING IN MY BEER (Compton, ASCAP) (2:36) Pal-ette 5098
JOE WILLIAMS
\*\*\*\*\* WHEN SHE MAKES MUSIC (Marvin, ASCAP) (3:06)
\*\*\*\*\* WARMER THAN A WHISPER (Chappell, ASCAP) (2:53) Roulette 4434
WES HARRISON
\*\*\*\*\* SPEAKING OF SOUNDS, PARTS I AND II (Edgewater, BMI) (3:24) (3:35) IRC 6913
JIMMY DORSEY
\*\*\*\*\* SO RARE (Robbins, ASCAP) (2:31)
\*\*\*\*\* JAY DEE'S BOOGIE WOOGIE (Harmony-Dorsey Bros., ASCAP) (2:33) Dot 16371

Reviews of New Singles

Continued from page 21

\*\*\*\*\* Nottly Me—An interesting side, also done in the gospel chant style by the lead man. Medium tempo effort has a strong sound, much in the Sam Cooke tradition. Could also score. (Ludix, BMI) (2:50)
GENE THE HAT
\*\*\*\*\* (Pass) the Bug (Parts I & II)—DEAUVILLE 1007—Here's a rockin' dance that has created some interest in the Miami area. It's done with calls (pass the bug, honey) and the rhythm is low-down and in the blues vein. Both sides of the disk are punctuated with wild crowd noises, like everybody's having a ball. Can get spins. (ASCAP) (2:30, 2:19)
JOE QUIDANO
\*\*\*\*\* Ah Camminare — COLUMBIA 42493—Here's a tune from the Broadway vehicle, "Bravo Giovanni," and the band with its big brass sound and wild percussion, gives it a sound. Worth plenty spins. (Giovanni-Mayfair, ASCAP) (2:10)
\*\*\*\*\* Maria—A cha cha arrangement of the oft-recorded tune from "West Side Story." It's a big, rousing band sound here with flashy horn work that could catch attention. Good for juke spots. (Schirmer, ASCAP) (2:13)
JIMMY RODGERS
\*\*\*\*\* Because—DOT 16378—The lad, in his new label affiliation, sings this familiar old tune with much feeling. He is backed by strings, slow triplet piano and vocal chorus. (Vin-Sun, ASCAP) (2:29)
\*\*\*\*\* No One Will Ever Know—The lad sings a lovely weeper on his debut on the Dot label. The tune, penned by Fred Rose, features some touching piano and a fine vocal chorus and string section. (Milene, ASCAP) (2:49)
JOE WILLIAMS
\*\*\*\*\* When She Makes Music—ROULETTE 4434—Joe Williams turns in a smooth performance of this attractive new ballad, over pretty ork backing. Tune was penned by Marvin Fisher. It's a strong hunk of material that's worth exposure. (Marvin, ASCAP) (3:06)
\*\*\*\*\* Warmer Than a Whisper — The Cahn-Van Heusen tune receives a first-rate performance from Williams while the ork supports him in appropriate ballad style. Two attractive sides. (Chappell, ASCAP) (2:53)
JIMMY DORSEY
\*\*\*\*\* So Rare—DOT 16371—This is a reissue of the original Jimmy Dorsey hit, released a few years ago on Fraternity. Dot recently purchased the master and it is on the market again. Worth mucho deejay spins. Good wax. (Robbins, ASCAP) (2:31)
\*\*\*\*\* Jay Dee's Boogie Woogie—The old Tommy Dorsey hit is played with gusto by the Jimmy Dorsey ork on this waxing from the Dot album "So Rare" featuring the J. D. ork. Solid programming wax for jazz and good music stations. (Harmony-Dorsey Bros., ASCAP) (2:33)
WALTER BRENNAN
\*\*\*\*\* The Old Kelly Place—LIBERTY 55477—Another folksy recitation by Brennan with a message close to the soil and the land. An effective side with a neat guitar and chorus background. This could move. (Flo-Mac & Metric, BMI) (2:35)
\*\*\*\*\* Houdini—(Flo-Mac & Metric, BMI) (2:26)
GERALD NELSON
\*\*\*\*\* If I Were You—ATCO 6233—Fine ballad reading by the lad. The side is handled in feelingful fashion with the top-flight vocal showcased against a backing of chorus and "Last Date" type piano (Champion, BMI) (2:42)
\*\*\*\*\* The Big Chance — (Studio, BMI) (2:21)
SCOTT BROTHERS
\*\*\*\*\* Beggin' for Your Love—PARKWAY 841—The boys come through with a strong reading of a strong hunk of material that is based on a familiar spiritual "Standing in the Need of Prayer." It has an infectious beat and the group sings it well. Watch it, it could move out. (Starling-Mured, BMI) (1:58)
\*\*\*\*\* Memories — (Starling-Mured, BMI) (2:20)
AL CASEY COMBO
\*\*\*\*\* Jivin' Around—STACY 936—Listenable rocking version of an old blues riff by the Al Casey combo. Group handles the instrumental with drive and the organ swings. This could grab juke coins. (Reese, BMI) (2:24)
\*\*\*\*\* Doin' the Shots — (Renda, BMI) (1:33)
BILLY, LILLY AND THE THUNDERBIRDS
\*\*\*\*\* Baby You Don't Know—CROSSROAD 101—The pair had some hits several years back and they're back here with a neat, medium beat rocker, using an organ and some shouting vocalizing. Nice blues sound. (Chapter) (2:05)
\*\*\*\*\* I'm in Love — (Milhaven-McCoy-Di-Bren) (2:33)
METRONOMES
\*\*\*\*\* Tears, Tears, Tears — CHALLENGE 9157—The Metronomes bow on the label with a feelingful performance of a ballad of love and heartbreak, aided by a stylish arrangement with a Tex-Mex touch. It has a sound which gives it a chance. Watch it. (Four-Star-Madelon, BMI) (2:08)
\*\*\*\*\* Hat Time — (Four Star-Madelon) LOU RAWLS AND LES McCANN
\*\*\*\*\* Sweet Lover — CAPITOL 4803—Lou Rawls and Les McCann join forces on this new waxing which features Rawls coming through with an exciting performance of a wild rocker over some bright piano and combo work by the McCann group. Exciting enough to get spins. (January, BMI) (2:55)
\*\*\*\*\* Stormy Monday—(Gregmark, BMI) (2:33)
BILL TAYLOR
\*\*\*\*\* Lullaby to Carolyn — CITATION 5002—Here's an ingenious and funny side from Taylor who does an imitation of President Kennedy telling the story of the Battle of Boston with appropriate pop records as key lines in the storyline. It's all done as a bedtime story for Carolyn. (1:55)
\*\*\*\*\* Incomes Taxes and You—(1:33)
THE UTOPIANS
\*\*\*\*\* Dutch Treat—IMPERIAL 5861 — Here's a pretty wild side, not so much in the quantity of sound as in the unusual quality of the sound produced by this singing group with mouthed effects by a

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Last Week Chart By special survey for week ending 7/14 WEEK TITLE, ARTIST, LABEL & NUMBER Weeks on Chart

- 1 I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330..... 9
2 5 SNAP YOUR FINGERS, Joe Henderson, Todd 1072 ..... 9
3 2 ANY DAY NOW, Chuck Jackson, Wand 122 ..... 10
4 9 HAVING A PARTY, Sam Cooke, RCA Victor 8036 ..... 4
5 13 BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036 ..... 4
6 8 PLAYBOY, Marvelettes, Tamla 54060 ..... 8
7 6 YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220 ..... 4
8 3 TWIST AND SHOUT, Isley Brothers, Wand 124 ..... 5
9 12 THE WAH-WATUSI, Orions, Cameo 218 ..... 4
10 10 I NEED YOUR LOVING, Don Gardner and Dee Dee Ford, Fire 508 ..... 6
11 7 DON'T PLAY THAT SONG, Ben E. King, Alco 6222 ..... 10
12 11 NIGHT TRAIN, James Brown, King 5614..... 13
13 19 ROSES ARE RED, Bobby Vinton, Epic 9509 ..... 3
14 18 IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418 ..... 8
15 25 PALISADES PARK, Freddy Cannon, Swan 4106 ..... 3
16 21 BOOM BOOM, John Lee Hooker, Vee Jay 438 ..... 4
17 17 I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147..... 6
18 15 THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024 ..... 12
19 4 WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255 ..... 7
20 14 GRAYV, Dee Dee Sharp, Cameo 219 ..... 4
21 22 DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147..... 5
22 — THE STRIPPER, David Rose and Ork, MGM 13064 ..... 1
23 — I DON'T LOVE YOU NO MORE, Jimmy Norman, Little Star 113..... 1
24 16 STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217 ..... 10
25 — AHAB THE ARAB, Ray Stevens, Mercury 71966 ..... 1
26 26 I FOUND A LOVE, The Falcons, LuPine 1003 ..... 15
27 30 LOSING BATTLE, Johnny Adams, Ric 986 ..... 3
28 — PARTY LIGHTS, Claudine Clark, Chancellor 1113 ..... 1
29 24 I'LL TRY SOMETHING NEW, The Miracles, Tamla 54059 ..... 9
30 27 MASHED POTATO TIME, Dee Dee Sharp, Cameo 212 ..... 16

group member. Good lead singing and combo work. (Travis, BMI) (2:32)
\*\*\*\*\* Ain't No Such Thing—(Travis, BMI) (2:31)
BUDDY SKIPPER
\*\*\*\*\* Don't Be a Shamed (To Call My Name)—FURY 1062—The lad really grows this beat item out with style. Side has a strong beat that should catch teen attention. The funky combo backing has good sound and piano and rhythm section really make things perk. (Fast, BMI) (2:43)
\*\*\*\*\* Baby Please—(Fast, BMI) (2:41)
EUGENE CHURCH
\*\*\*\*\* The Right Girl, The Right Time—KING 5659—Eugene Church has a heart-felt rocker-ballad here and he hands it a very exciting reading over swinging ork and chorus support. It is aimed at the teen trade and has a chance to catch sales. (Sun Crest, BMI) (2:25)
\*\*\*\*\* Pretty Baby Won't You Come On Home—(O-Cal, BMI) (2:25)
SPIDER JOHNSON
\*\*\*\*\* Doin' the Popeye — RIVERSIDE 4522—A bright and breezy instrumental with the basic pop-eye Twist beat. Features an interesting trumpet opening and some good sax spots, over a rollicking blues piano base. Infectious wax that could get spins. (At Last, BMI) (1:56)
\*\*\*\*\* The Gospel Truth — (Tippy, BMI) (2:24)
TOMMY HUNT
\*\*\*\*\* Didn't I Tell You — SCEPTER 1235—Hunt, who's had some other good disks out, has another listenable ballad plain here. Much emoting and the side has a simple but effective backing. Watch it. It has a chance. (Vee-Ve, BMI) (2:17)
\*\*\*\*\* Poor Millionaire—(Oajoma & Ludix, BMI) (2:12)
ARCHIE SEMPLE
\*\*\*\*\* It's So Easy to Surrender—KAPP 475—A mighty pleasant theme, done in a lush arrangement for strings and featuring a sub-toned, breathy clarinet in the lead. It's not unlike the Acker Bilk sound and the arrangement, including voices, is most listenable. (Gleam, ASCAP) (2:39)
\*\*\*\*\* You're Free—Ludlow, BMI) (2:31)
PAUL EVANS
\*\*\*\*\* Feelin' No Pain — KAPP 473—Evans once had a hit with "Seven Little Girls (Sittin' in the Backseat)," among others, and this infectious ditty, with a Salvation Army beat, also has a sound. Girls chorus lends an effective hand. Has good novelty value and bears watching. (Bob Hilliard, ASCAP) (2:43)
\*\*\*\*\* A Picture of You—(Ludlow, BMI) (2:05)

(Continued on page 32)

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# Rules Board Out of Bounds In Lifting Ill. Bar Licenses

CHICAGO—The Illinois Liquor Control Commission exceeded its authority when it ordered the suspension of about 700 tavern licenses on the grounds that these establishments purchased \$250 federal gaming stamps for coin machines classified by the Internal Revenue Service as gambling devices.

That was the ruling of Illinois Superior Court Judge Donald S. McKinley last week in a test case brought by Kenneth A. Shoot, a local tavern owner.

At issue was the ICC's Rule 20 which allows the commission to suspend the license of an establishment which has a gambling tax stamp on its premises. The com-

mission held that this was prima facie evidence of gambling and therefore a violation of the State's anti-gambling laws.

## Arbitrary, Unjust

However, Judge McKinley ruled that: "Rule 20 of the Illinois Liquor Control Commission is unreasonable exercise of the authority of the Commission and said the rule is therefore invalid.

"That the order of the Illinois Liquor Control Commission entered March 7, 1962 suspending plaintiff's (licensee's) retail liquor license for a violation of Rule 20 of the commission be and the same is hereby reversed."

Some 700 licenses have already been suspended from five to 30

days, and about 300 more cases are due to be heard. Howard S. Cartwright, commission chairman, said that enforcement of suspensions in cases involving pinball machines will be delayed until the Illinois Supreme Court rules on the decision of the Superior Court.

Many taverns have already undergone their suspension periods and have reopened.

Shoot, the plaintiff in the case, was represented by Harold Halfpenny, attorney for the Retail Liquor Dealers Association of Illinois.

## Caught in Squeeze

Halfpenny argued that the tavern owner is caught between State

(Continued on page 40)

# See Minor Delay in Eastland Bill Passage

By MILDRED HALL

WASHINGTON—A minor delay is expected on Capitol Hill before the Eastland bill to ban interstate shipment of all gambling devices will reach the President's desk for signature. Due to minor amendment in the House-passed version, a conference must be held on the bill and due to the July 4 holiday the Senate did not appoint its conferees in time for action last week, as was expected.

Spokesmen for the bill in the House and in the House Interstate Commerce Committee anticipate no disagreement of any serious nature on the bill. The original Eastland bill was passed by the Senate earlier in the session. The Senate-House conference will entail no further voting and is expected to be "little more than a formality" before the bill reaches the President's desk.

## Last-Minute Pleas

During House discussion of the bill Friday, just before passage (29), House Commerce Committee Chairman Oren Harris said that he'd had last-minute pleas to exempt amusement machines used in fairs and carnivals, in addition to the old-fashioned "claw" machine described in the exemption section of the bill. The legislation to tighten the Johnson Act ban on interstate

shipment of gambling devices exempts pari-mutuel machines, amusement pinballs (marble games), coin-operated shuffleboard and bowling alleys.

The bill will impose new stringent registry requirements on manufacturers, and ban interstate shipments of any type of device which the Attorney General determines was made with intent to use for gambling. During mild discussion on the House floor before the 348 to 1 vote, it was emphasized that the bill is aimed only at the large-scale, syndicated-type of gambling device shipments used by racketeers to increase their \$20 billion a year earnings.

Manufacturers of machines obviously intended for amusement only need have no worries—none of the provisions of the bill applies to them. This was emphasized by Representative Harris, who sponsored and piloted the House version of the bill through the vote.

Lone dissenter was Congresswoman Katherine St. George (R.), of Tuxedo Park, N. Y. She voted against the bill, but did not participate actively in any of the pre-passage discussion.

## "Step in Right Direction"

Even Congressmen who said the bill had its weaknesses and imperfections, said they were vot-

ing for it because it was a "step in the right direction." One source of displeasure was the bill's allowing any State to officially exempt itself from terms of the amended Johnson Act. Rep. H. Allen Smith (R., Calif.) felt that, as a result, no "earth-shaking results would come from this bill."

Representative Springer (R., Ill.) would also like a 100 per cent bar to State-passed exemptions, but felt the bill was an improvement over the old Johnson Act. Rep. William Cramer (R., Fla.) enthusiastically endorsed this and all other bills he said were aimed at syndicated criminal activities carried on across State lines.

Rep. Sam Friedel (D., Maryland) wanted to know how the ban would affect the four Maryland counties which permit gambling machines, license them and collect revenue from them. Under the revised law, Maryland will have to declare itself exempt from the Johnson Act at State level, otherwise, shipments of gambling devices to or from these counties would be illegal under the act. This hard fact was explained to Friedel by Rep. Robert Hemphill (D., S. C.), a strong supporter for the bill.

## Must Register Devices

Also, all manufacturers who make gambling devices, even in an exempt State, for use within that State, must register and number the devices (and components, whenever possible). This is to keep track of any possibility that the machines will be shipped out of the State.

A laugh was introduced into the proceedings when Rep. John Lindsay (R., N. Y.) wanted to know if a coin-operated phone call to a stock broker would be considered using a gambling device in interstate commerce. After some tongue-in-cheek discussion, it was decided this would be exempt, because stock buying is presumably not a gamble, and winnings are not made by chance, but by skill.

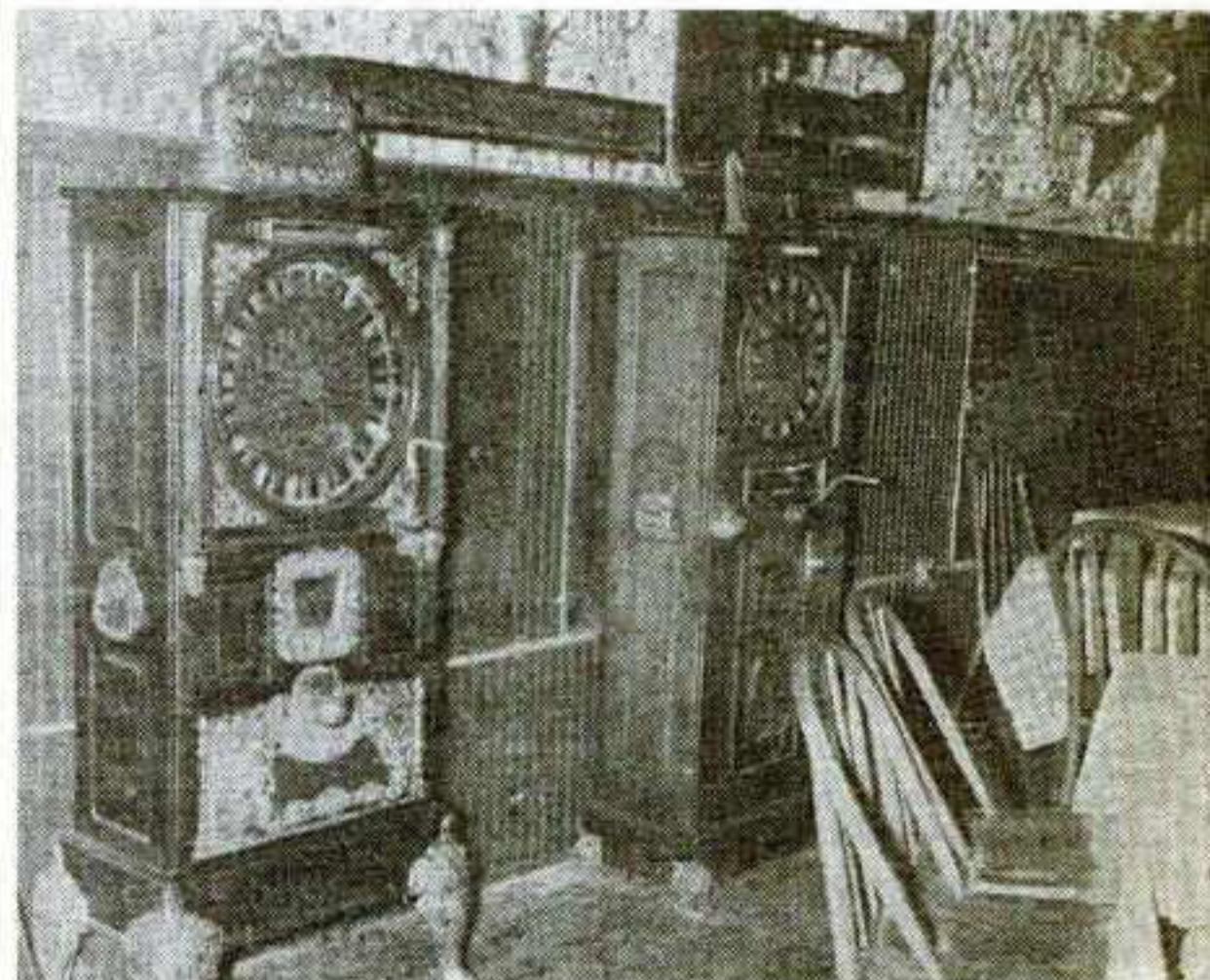
## More Machines Now Need Gambling Stamp

ST. LOUIS — Federal gambling stamps for coin-operated devices for the Missouri Eastern Federal District totaled 392 for the fiscal year just ended, as compared with 277 for the previous fiscal year.

However, the increase does not mean that the number of these devices has grown. It reflects the actions of the Internal Revenue Service in classifying games which were formerly considered amusement devices in the "gaming" category. The gaming tax stamp is \$250 a machine. The federal amusement tax stamp is \$5 a machine.

In St. Louis County, the number of stamps bought rose from 241 to 366.

# Antique Slot Machines Build—and Stop—Traffic



ANTIQUE SLOT MACHINES ARE TRAFFIC BUILDERS

CENTRAL CITY, Colo. — A battery of eight "one-arm bandit" slot machines is still making money for Earl Persons, owner of Earl's Tollgate restaurant and bar in this historic Colorado mining town.

The eight slot machines, however, are paying a profit as museum pieces rather than on actual coin play. In fact, the machines, dating back as far as 1870, would be somewhat difficult to play, inasmuch as more than 200 pounds of melted lead has been poured into the coin chutes, so that not even a drop of water could get into the mechanism.

The antique slots have been Persons' property for more than 30 years, and were still spinning merrily, accepting nickels, dimes, quarters, half-dollars and silver dollars until the passage of the Johnson Act. Well aware of the nostalgic appeal of the old slots in a museum he was planning for a second-floor room above his Tollgate Bar, he wrote to the Federal Government, and, after much dicker, received permission to display the machines after they had been poured full of melted lead.

Now in the Blue Room, which is often reserved by businessmen's groups and clubs for luncheons, seven of the old-fashioned console-type machines and one relatively modern (only 25 years old) tabletop slot machine are constantly on display. Finished for the most part to resemble rich, dark hardwood,

the slots include an Honest John and a The Judge, two extremely rare models.

Most of the console-type machines, which stand five feet high, two and one-half feet wide, and around 15 inches deep, feature a "Wheel of Fortune" spinning behind a glass window at the front, averaging around 15 inches in diameter. Bright-colored strips, numbered in various denominations, make up the spokes on the wheel, each strip separately numbered with an amount, which is, of course, the key to the number of coins through the pay-off sheet at the bottom. Except for the semi-modern tabletop model, there is nothing familiar about the old machines to anyone who is younger than a septuagenarian.

Offered tremendous cash inducements to part with his old-timers, Persons has steadily refused, feeling that the antique slot machines are probably the top attraction among the more than 10,000 pieces of pioneer bric-a-brac which are suspended from wires on the ceiling through the restaurant, the bar and in the museum. Not infrequently, distributors and operators from all over the country have dropped in to look over the 90-year-old antique slots, and often ask permission to photograph them with the aim of reconstructing one for display in their own headquarters.

# DOLLAR-OFF-TOP DEAL AID TO OP AT MARGINAL STOPS

DOTHAN, Ala. — When a marginal location balks at a minimum guarantee arrangement, Joe Joseph, veteran operator here and former president of the Music Operators of Alabama, doesn't give up.

He offers a counter proposal—that the location owner give the operator \$1 for each record change to cover the cost of the record and that the balance in the coin box be split 50-50.

In this way, paying for records off the top is sufficient encouragement to continue changing records regularly, Joseph pointed out. "We never know but what a record change may suddenly fire up collections to the point that the location becomes a good one.

Most location owners are well aware of increases in their own operating costs, and few refuse to go along with the dollar-per-record idea, since it usually amounts to only \$9 or \$10 a month on marginal stops. Joseph makes it plain that this is the minimum amount which he will consider, and that he must regrettably remove the phonograph to more profitable locations if this amount is not realized. There have only been one or two instances in which a location owner doggedly refused to let the cost of new records be taken off in this way.

Joseph's three collectors report that with a bit of leeway in choosing records brought about by this sort of arrangement, they have often been able to revive a sick location.



JOE FLYNN, left, president of J.&J. Distributors, Inc., and John Stockdale, secretary-treasurer of the firm, stand outside the company's new headquarters at 1661 W. 16th Street, Indianapolis. J.&J. is Seeburg distributor for Indiana and the neighboring Kentucky-Illinois area. The new one-story brick building has 14,500 square feet of floor space and houses offices, service departments, display rooms and a warehouse. In addition to handling a full line of Seeburg phonographs and vending machines, the firm also operates a record one-stop under the direction of Roberta Hunt.



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## Discount Stores Are Top-Pulling Locations

DENVER — "Go after the discount houses with big layouts of equipment, because the traffic they pull make it well worthwhile." That's advice of veteran bulk operator Jay Shannon of Jay's Shamrock Vending Company, here.

Shannon jumped aboard the discount house train just about the time the first 100,000-square-foot low-price department store was built in Denver a year and a half ago.

Since then he has set up "super vending installations" with as many as 20 machines in a row, to capitalize on the long lines of customers waiting to get into the store, and to pass through the check stands after making their purchases.

These are people who have many minutes to wait before they can begin shopping during the rush evening hours and on weekends as well. So, a line-up of machines vending everything from peanuts to 25-cent novelties has plenty of appeal.

Shannon builds his impressive

mass outlet for eye appeal, using bright red machines mounted on polished hardwood shelving, and usually extends the layout from one entrance to another so that there is little chance that anyone will miss seeing them.

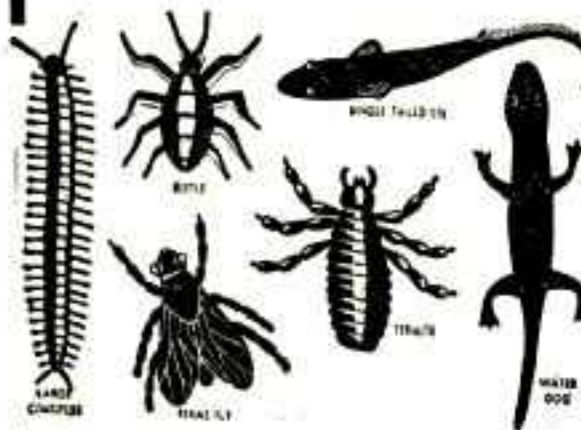
In fact, in some of the discount  
(Continued on page 41)

### Max Hurvich Returns From European Tour

BIRMINGHAM — Max Hurvich, of Birmingham Vending, and Mrs. Hurvich returned recently from a three-month tour of Europe and Israel. Hurvich is associated with his twin brother Harry in the operation on one of the nation's oldest bulk vending and coin machine distributorships.

The couple returned on the New Amsterdam from Le Havre, France, after spending seven weeks in Israel and visiting Lisbon, Madrid, Copenhagen, Vienna, Athens, Istanbul, Amsterdam and Paris.

**new!**  
**GIANT SCARE 'EMS®**



SERIES GUARANTEES TO EMPTY MACHINES!  
Series consists of 14 assorted SCARE 'EMS, all molded of soft, life-like plastic that scares everyone.

ONLY \$42.00 per M Capsuled  
New Sr. Scare 'Ems/Large Variety,  
only \$27 per M Capsuled.

PAUL A.  
**PRICE CO., INC.**  
55 Leonard Street New York 13, N. Y.  
Cortland 7-5147-8

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

## CASHEWS . . . CASHEWS

Finest Quality for Vending . . . Freshly Roasted

**VACUUM PACKED**  
Packed in 5 Lb. Tins  
(6 to a Case)

Cashews, Whole, 450 Ct. . . . .66c per lb.  
Cashews, Butts . . . . .64c per lb.  
Cashews, Split . . . . .62c per lb.

**Bulk Packed**  
(30-Lb. Cartons)

Cashews, Whole, 450 Ct. . . . .62c per lb.  
Cashews, Butts . . . . .60c per lb.  
Cashew, Split . . . . .58c per lb.

Write for Charm and Merchandise List

**KING & COMPANY**

2700 W. LAKE STREET, CHICAGO 2, ILL.

PHONE: KE 3-3302

Buy the complete EPPY  
CHARM LINE at the  
following warehouses

Birmingham Vending  
540 2nd Ave., No.  
Birmingham 4, Ala.  
King & Co.  
2700-2 West Lake Street  
Chicago, Ill.

Gruff Vending Supply Co., Inc.  
2817 West Davis  
Dallas, Tex.  
Star Vending Supply Co.  
6327 Calhoun Rd.  
Houston, Tex.

Northwestern Sales & Service Co.  
446 West 36th St.  
New York 18, N. Y.  
Standard Specialties  
1029 46th Ave.  
Oakland, Calif.

Rube Coin Machine Exchange  
609 Spring Garden St.  
Philadelphia 23, Pa.  
Northwestern Sales & Service Co.  
1194 Tremont St.  
Boston, Mass.

Operators Vending Machine Supply Co.  
7023 South Grand Ave.  
Los Angeles 18, Calif.  
Oak Sales of Florida  
1121 71st  
Miami Beach 41, Fla.

Oak Sales  
2023 Fifth Ave.  
Pittsburgh 19, Pa.  
Ridge Gum Corp.  
424 Ridge Rd.  
Cleveland 9, Ohio

Or direct from

**EPPY CHARMS, Incorporated**  
91-15 144th Place  
Jamaica, New York  
AX 7-2900

**BIG SAVINGS**  
on  
**BALL AND  
VENDING  
GUMS**

SAME FINE  
FLAVORS  
CENTERS  
AND  
COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 &  
210 ct. & Giant Size . . . 28 1/2¢ lb.  
Chicle Ball Gum, 130 ct. . . 36 1/2¢ lb.  
Clor-o-Vend Ball Gum . . . 41 1/2¢ lb.  
Clor-o-Vend Chicks, 320 ct. . 41 1/2¢ lb.  
Chicle Chicks, 320 & 520 ct. 37 1/2¢ lb.  
Bubble Chicks, 320 &  
520 ct. . . . . 29 1/2¢ lb.  
Tab (short stick), 100 ct. . . 38¢ box  
5-Stick Gum, 100 packs . . . \$1.90  
F.O.B. Factory 150 lb. lots.

**AMERICAN CHEWING PRODUCTS**

37 years of manufacturing experience

4th & Mt. Pleasant • Newark 4, N. J.

**JUMBO 5¢  
ALL CHARM  
VENDING**

New type vending of rings with cap-  
sule inserts and other big value items  
one for 5c. Send \$9.00 for sample bag  
of 500 Jumbo Charm Assortment.

Atlas has the perfect dispenser for Jumbo  
Charms. Other vendors use Rocket Wheels.

**SURE LOCK, the perfect capsule. Patent No. 2762411.**  
Outstanding items. Send \$2.50 and receive 100  
quality filled capsules. Contains our complete line.

FREE Illustrated  
Sheets on all  
Feature Charms,  
Rings and Bulk  
Charms.

The  
**PENNY KING**  
Company

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

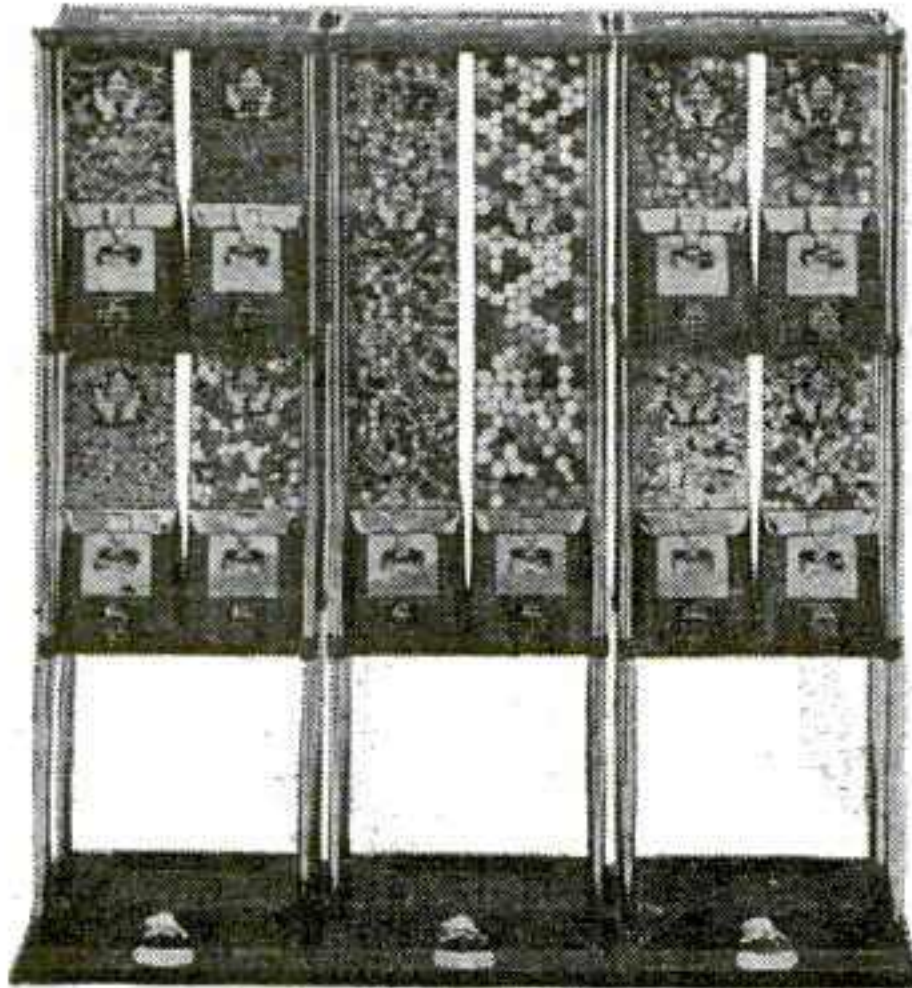


Penny-Nickel  
ATLAS MASTER  
Vendors

Say You Saw It in Billboard Music Week

## BEAVER VENDORS

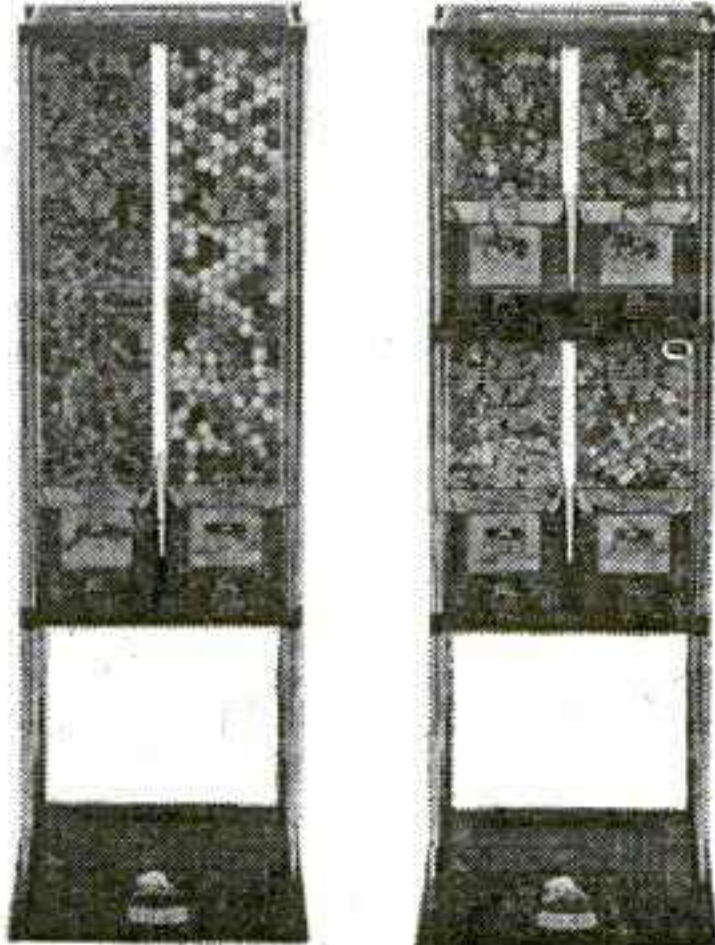
Patent Pending



**MARK I DELUXE CONSOLE**

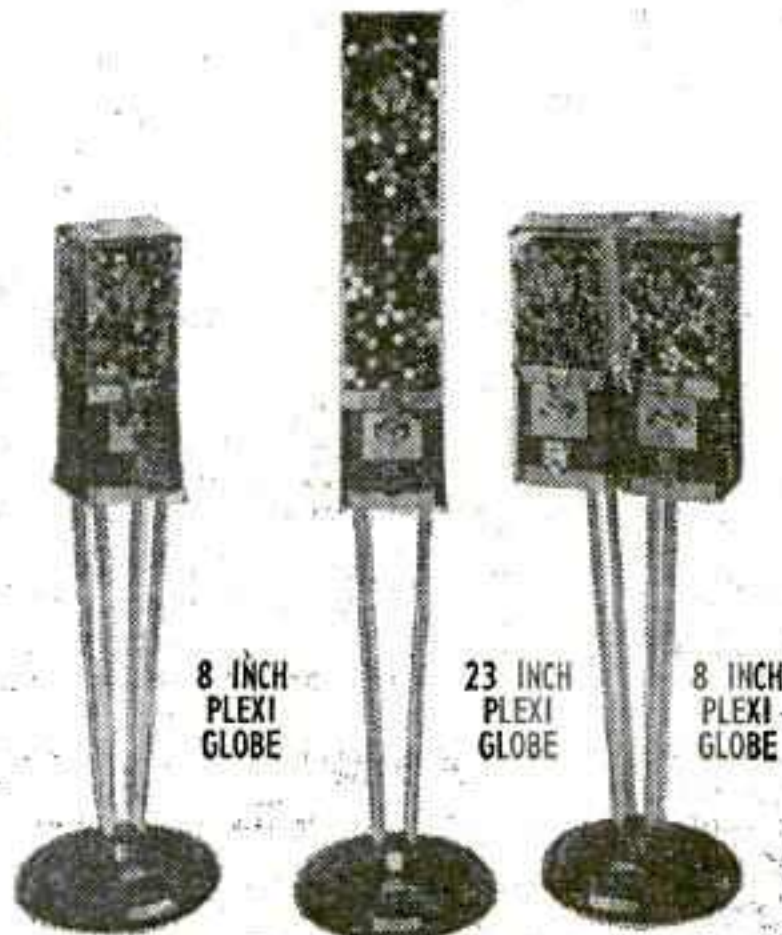
Contains 3 Complete Sections, 10 Units

### BEAVER MARK I (waterproof)



Contains  
2 Units

Contains  
4 Units



8 INCH  
PLEXI  
GLOBE

23 INCH  
PLEXI  
GLOBE

8 INCH  
PLEXI  
GLOBE

Shown above: Deluxe Beaver 8-Inch Plexiglass and the  
Super-Deluxe Beaver 23-Inch Plexiglass.

PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND  
PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY & STATE \_\_\_\_\_

**CAMPBELL VENDING, INC.** 541 SENECA ST.,  
BUFFALO 4, N. Y.

Now Little Beaver  
what is the widest  
vending machine that  
you know of in the  
world?

100 Mark 1's when  
they are locked  
together as one  
unit.

Wow! That's almost  
as wide as Texas!



BEAVER TALES

### ANSWERS TO THE OPERATOR'S DREAM

- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH  
MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE





to Denver. After a bit of engine adjustment, the two got off the ground again and finished the trip uneventfully.

Leo Marshall, manager of Modern Music Company, Colorado Springs, reports that collections have hit an unexpected high during late spring, since Modern Music Company was purchased as a phonograph operating division of Acme Cigarette Company with headquarters in Amarillo, Tex. The firm has become one of the largest in Southern Colorado, with diversified vending, phonograph, and amusement machine lines.

BOB LATIMER

#### OUT MINNESOTA WAY

C & N Sales Company, Mankato, Minn., operator, supplies a weekly list of best-moving records to the Mankato Free-Press for its Top 10 listings. Leading the list recently was "Planting Rice," with the Lyman group, which pushed Claude King's "Wolverton Mountain" to position No. 2. Making a gigantic step was Bobby Vinton's "Roses Are Red," which was featured as C & N Sales' "Record of the Month."

Action has been taken in Dodge Center, Minn., to prepare a village ordinance prohibiting the use of cigaret vending machines within the village limits. The action was taken at a recent meeting of the Dodge Center Village Council. The so-called "problem" of the sale of cigs to minors stimulated the move. Council members reportedly felt that the main problem of the use of cigs by minors stems from vending machines, which make cigs readily available.

Some operators are complaining about background music taking away their location juke box business, leaving them with only cigaret machines at some spots.

Outstate operators in the Twin Cities recently included Roy Foster, Sioux Falls, S. D.; Gordon Runberg, Moose Lake, Minn.; Ray Schultz, Grant Rapids, Minn.; Bun Mraz, Brainerd, Minn.; Lloyd Williamson, Winon, Minn.; Ben Kragtorp, Tracy, Minn.; Nibs Peterson, Osceola, Wis., and Greg Wagner, Hastings, Minn.

Notes from Sandler Distributing Company, Minneapolis: Ron Sandler, son of President Irv Sandler, recently was graduated from Grinnell College at Grinnell, Ia., and has been accepted at the University of Iowa medical school. . . . Congratulations to Avis Fike, office manager, whose son, a pre-law student at the University of Minnesota, will be married in August. . . . Sol Rose, sales manager, made a swing through Wisconsin.

Ray Schultz, operator at Grand Rapids, Minn., was surprised by a recent weekend visit from his daughter who is employed in Minneapolis. She and a friend bicycled from Minneapolis to Grand Rapids, a distance of 185 miles.

#### LOS ANGELES

The many friends of Ed Wisler, who has been associated with phonograph distributors around the Los Angeles area, will regret to learn of his continued illness at his home in Pacoima, Calif. . . . Kenny Southerland of the vending service department of R. F. Jones Company in Los Angeles is father of a daughter. Vince Lanzy, well-known phono repair man and who formerly had his own service, American Coin, has joined R. F. Jones.

Jack Simon of Simon Distributing Company made a flying trip to Oakland to confer with Henry Leyser of Associated Coin Amusement Company. . . . Don Fisher, who was with R. F. Jones in San Francisco as head of vending sales, has joined Leyser's Associated Coin Machine Amusements. . . . John Hotz is back at his vending service post at R. F. Jones after two weeks' schooling on Rowe products in Grand Rapids, Mich. . . . Lydia Lloreda is a new member of the service parts department at R. F. Jones.

Mel Texiera, Santa Maria operator, was in town shopping. . . . Jack Harper, Rowe AC Service vice-president in Chicago, visited the local R. F. Jones branch. Also at Jones, Gus Hartgrove and Bill Gray attended the California Automatic Vendors Association and National Automatic Merchandising Association regional meeting in Coronada. Incidentally, Hartgrove was a recent bridegroom. . . . The family of Jose Salinas of the Jones phonographic service department has been joined by his wife and children from Central America.

Merle Holmes of Valley Vendors in Glendale was in the city on a buying trip. . . . Joe Dinkins has joined Sonny Lomberg and George Muraoka in the parts and service department at Simon Distributing. . . . Jim Taylor of Peninsula Music in Monterey in town to visit the various distributors.

SAM ABBOTT

#### MILWAUKEE MENTIONS

The annual July 1 tavern license renewal hassle is in full swing. Operators claim that the number of tavern owners unable to come up with the cash for their license fee is about normal. . . . "We're being very cautious with our loans this year," says Carl Betz, P. & P. Distributing Company. . . . According to Clarence Smith, "Loan requests are not quite as heavy as last year. But there seem to be a lot more locations changing hands."

Mr. and Mrs. Frank Bartnik, Banaco Music, celebrated the wedding of their son Roger, last weekend. Another son, Gerald, is scheduled to be released from Army duty next month. Bartnik is making plans to fly to his hunting and fishing lodge in Canada early in July.

Pool games are currently providing the best action in the games field, reports Morrie Fuhrman, Morrie's Amusements. . . . Harry Jacobs Jr., United, Inc., is spending the first two weeks in July vacationing in the Eagle River, Wis., area. He recently returned from a brief fishing jaunt to Canada with his teen-age son. . . . Erv Hoeth, United, Inc., sales staffer, is away on his two-week vacation. . . . Stop-ins at United, Inc., this week included Bob Martin, Vogue Music, Kenosha, and Casper Sittig, Cap's Amusement, Racine. . . . George Klamm, veteran distributor salesman, is no longer with Badger Novelty Company. His plans have not been announced.

Disk buyers checking Record City the past week included George La Rose, Fond du Lac; Andy Waterman, Wisconsin Dells, and Lou Albafonte, North Shore Novelty, Kenosha. . . . Johnny Barros, Johnny's Music Mart, Merrill, recently completed installation of \$5,000 worth of stereo music equipment in the plush new Alamo Plaza Motel cocktail lounge. . . . Remodeling of the Pioneer Sales & Service headquarters at 3110 W. Fond du Lac Avenue, is slowly shaping up, reports Rowe AMI distributor Joel Kleiman.

P. & P. Distributing Company's routeman Dick Weber is expected back from a tour of duty with the 32d Division in Fort Lewis, Wash., by mid-August. Merc Ebling is slated to put in two weeks of artillery training during July. . . . Coinmen visiting the local Rock-Ola distributors this past week included Bob Rondeau, Marionette; Clarence Burnette and his son, Escanaba, Mich.; Cliff Bookmeyer, Bookmeyer Sales, Green Bay, and Arnold Foch, Beloit.

## Kid Ride Lets Them See Real Drive-In Film

NEW YORK — Capitol Projectors this week went into production on the Drive-In Movie, a kiddie ride, which enables youngsters to sit behind the wheel and watch a sound motion picture.

Three one-minute selections are available on each reel, with price set at 10 cents a selection. List price for the machine is \$650, and film sells for \$7.50 a reel. According to Sam Goldsmith, Capitol executive, a 40-reel library is available.

The ride itself has no action, other than the turning of the steering

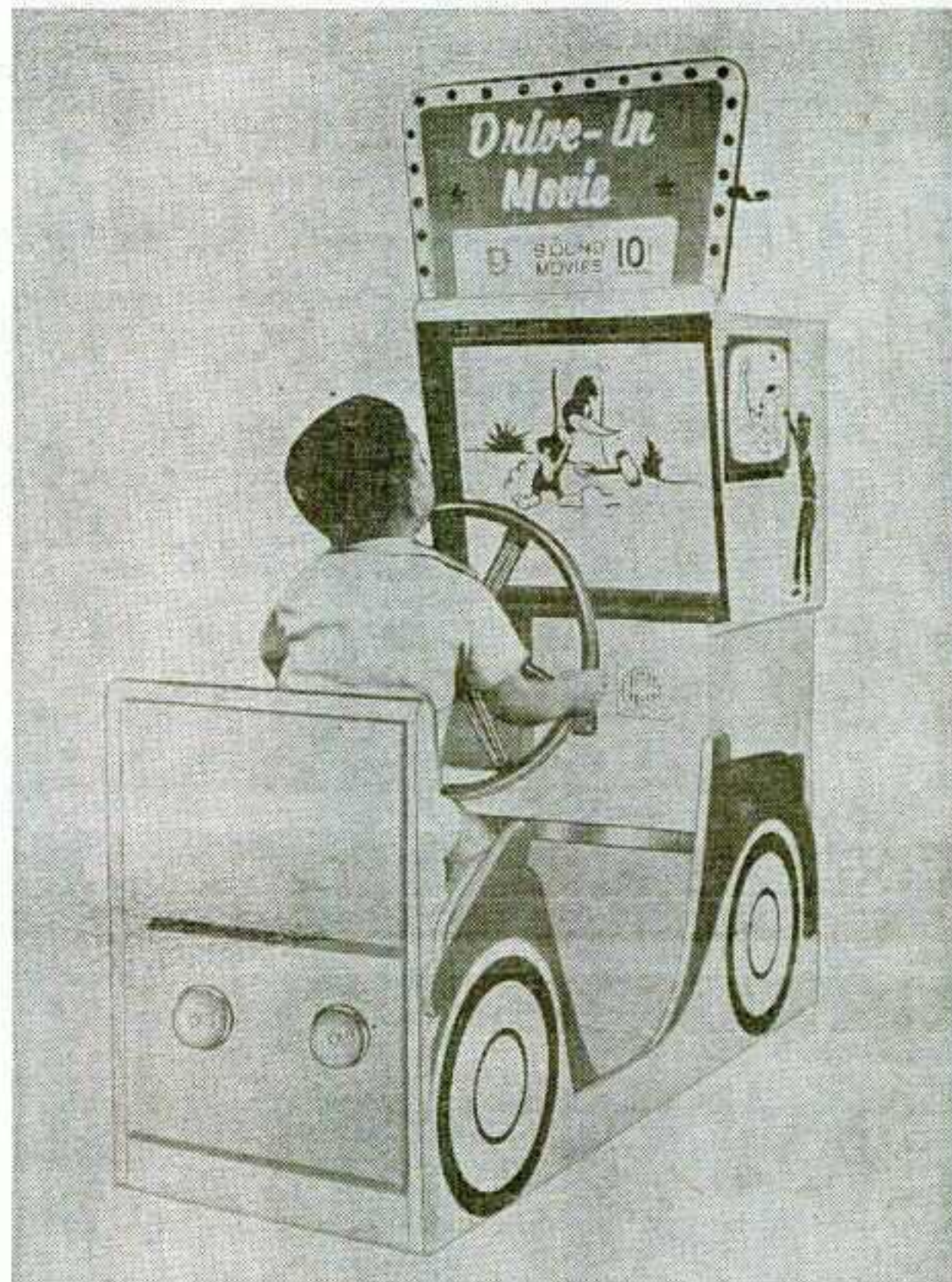
## Casola Visits N. Y. On Way to Capital

NEW YORK — Lou Casola, prominent Rockford, Ill., operator and a director of the Music Operators of America, passed through here last week en route to Washington, where he is vacationing with Mrs. Casola and their children.

Casola has been on the MOA committee which is screening applicants for the MOA executive director's post. He said that the field has narrowed down to a few prospects.

ing wheel. It is built low to the ground so that pre-teen youngsters can sit in the driver's seat without adult supervision.

Two feet by four feet of floor space is taken up by the ride.



DRIVE-IN MOVIE

## Combine Features in New Target Gallery



TARGET GALLERY

CHICAGO — Target Gallery, released this week by the Midway Manufacturing Company, combines features of gun games, bowlers and baseball games.

The firm's second 1962 release is a target game, with the player taking a swing at a ball with a bat and attempting to propel the

## Test Federal Games Ruling

MILWAUKEE — Four locations owners are attempting to test the 1960 Internal Revenue Service ruling which holds that certain types of pinball machines are gaming devices and hence subject to the \$250 federal tax.

Herbert L. Mount, an attorney representing the location owners, is seeking a refund of the total paid by the plaintiffs for stamps and penalty fees for late payment. E. J. Nelson, IRS director here, has been named as the defendant in the suit, which was filed in Federal District Court here last week.

Mount said that about 25 operators and distributors were behind the case, and that the four plaintiffs were representative of some 200 locations which have \$250-tax-stamp machines.

ball to the target area. The ball is delivered to the playing surface by elevator, the same as in the standard baseball game.

The fly-away targets operate in much the same manner as bowling pins, and the game itself has standard pinball machine dimensions.

ONLY  
WURLITZER  
HAS THE  
TEN TOP TUNES

OPERATE  
UNITED  
Shuffle Alleys  
and  
Bowling Alleys  
WELCOME EVERYWHERE

UNITED MANUFACTURING CO.  
3401 N. California Ave., Chicago 18, Ill.

## WANTED TO BUY

CC CONTINENTAL..... } 13' or  
CC PRINCESS..... } 16'  
CC DUCHESS B/A..... }

CC 6 Game Pro  
CC Red Dot S/A  
National 11, 13 & 22 Col. Cigarette  
Rowe 20-700 Cigarette  
Corsair 20 Col. Cigarette  
Seeburg 100R

MONROE  
COIN MACHINE EXCHANGE, INC.  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: Superior 1-4600

## WANTED—GOTTLIEB

LITE-A-CARD • ATLAS • CONTEST  
CAPT. KIDD • SWEET SIOUX  
MADEMOISELLE • WAGON TRAIN  
TEXAN • MERRY-GO-ROUND  
KEWPIE DOLL • FOTO FINISH  
OKLAHOMA • FLYING CIRCUS  
SHOW BOAT • LANCERS  
CORRAL • BIG CASINO  
HI-DIVER • ROTO POOL  
CRISS CROSS • SUNSHINE  
SITTIN' PRETTY • LIGHTNING BALL  
MISS ANNABELLE  
Can Also Use All Other Gottlieb  
Games Made Since 1958!  
TOP PRICES PAID!

WEEK'S BEST BUYS!  
Completely Reconditioned  
BALLY LUCKY S. A. ....\$225  
UNITED CAPITOL ..... 150  
UNITED CLIPPER ..... 150

N. ILLINOIS, N. INDIANA and IOWA OPERATORS—WE HAVE IT!  
GOTTLIEB'S NEW 2-PLAYER

Fashion Show  
has the Style, the Features and Appeal that get Attention!  
For Profits—ORDER TODAY!

NATIONAL  
COIN MACHINE EXCHANGE  
1411-13 Diversey Chicago 14, Ill.  
BUckingham 1-8211

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



**NO SUBSTITUTE FOR QUALITY  
ARCADE VENDORS**

Auto Photo, Model #9 \$950  
Mills Panorams ..... 375  
Capitol Panorams ..... 325  
Midget Movies ..... 118  
Toonerville Trolley ..... 475  
Miss America ..... 275  
Donald Duck ..... 275  
Elsie the Cow ..... 195  
Ferdinand the Bull ..... 195  
Merry-Go-Round ..... 250  
Junior Jet ..... 275  
Red Nose Reindeer ..... 225  
Sandy Horse ..... 375  
Old Smokey ..... 350  
King's Choo-Choo Train ..... 275  
Twin Horse Stagecoach ..... 425

Hebel Coffee & Choc. \$175  
Avenco Coffee & Choc. 175  
Apco Jr. Coffee & Choc. 295  
N.W. 16 col. Candy... 195  
Shipman 6 col. Candy... 125  
Stoner 6 col. Candy... 110  
Stoner 8 col. Candy... 145  
Vendo 210 Milk ..... 395  
Vendo 210 Cream ..... 395  
Pop-Sex Popcorn ..... 95  
Gold Model Popcorn... 225  
Smokeshop V-18 ..... 175  
Eastern 22 col. .... 125  
Rowe 20 #700 Cigt... 245  
Cole T. M. 3 sel... 250  
Colepa Special ..... 345  
Cole 2 sel. Magallow 225  
Cole 6 sel. Model ..... 1400  
Vendo Hot Food 6 sel. 195

**BINGOS**  
Lotta Fun ..... \$375  
Beach Time ..... 275  
Big Show ..... 110  
Ballerina ..... 375  
Broadway ..... 110  
Cypress Garden ..... 225  
Key West ..... 110  
Miss America ..... 225  
Miami Beach ..... 100  
Nite Club ..... 110  
Show Time ..... 125  
Sea Island ..... 395  
Sun Valley ..... 225  
Touch Down ..... 285

**GUNS**  
Muto, Sky Fiter ..... \$125  
Wms. Safari ..... 175  
Seeburg Bear Gun ..... 185  
Seeburg Coon Gun ..... 185  
Pop-Gun Circus ..... 275  
Ex. Shooting Gallery... 135  
Ex. Star Shooting ..... 135  
Keeney Sportsman ..... 145  
Keeney Air Raider ..... 150  
Midway Shooting ..... 245

**AUTOMATIC**  
Baseball Pitching Machines. Please Write.

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

**CLEVELAND COIN**  
MACHINE EXCHANGE  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715



M. S. GISSER  
Sales Manager



**EXTRA  
BOWLING  
ALLEY  
SPECIALS**

**BALLY**

Trophy Bowler, 11' ..... \$200  
Lucky Alley, 11' ..... 250  
ABC Strike, 11' ..... 125  
ABC Bowling Lane, 11' ..... 100  
ABC Bowling Lane, 14' ..... 100  
ABC Tournament, 14' ..... 125

**CHICAGO COIN**  
Bowling Lane, 14' ..... \$125  
Players Choice, 11' & 14', ea. .... 175  
Bowling League, 11', 13' & 14', ea. .... 125

**UNITED**  
Bowling Alley, 14' ..... \$125  
Jumbo, 11' & 14', ea. .... 225  
Royal, 13' ..... 200  
Pixie, 8' ..... 200

**KEENEY**  
Bowlaroma, 11' ..... \$100  
Tru-Score, 11' ..... 100

**WILLIAMS**  
Roll-A-Ball, 6pl. .... \$100

**MISCELLANEOUS**  
Chicago Coin Drop Ball ..... \$100  
Chicago Coin Rocket Shuffle, 1pl. .... 45  
Chicago Coin Rocket Shuffle, 2pl. .... 35  
Chicago Coin Explorer Shuffle... 45

Ask for Our  
Current Used  
Equipment List

**REX-BILOTTA CORPORATION**

821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross—Sales Mgr. GRanita 6-4071.

**Valley "SPECIAL" 6-POCKET**

**QUALITY BUILT—ECONOMY PRICED!**

Count on it for Play and PROFIT!

- Genuine Billiard Cushions
- 2 1/4" Regulation Balls
- "Easy Count" Scorer
- New Mechanism
- Many other "Pro" features!

Model 745A, 75 x 42  
Model 845A, 84 x 47

Multi-Color Finish See your distributor or write for details

**VALLEY SALES CO.**  
A Division of Valley Mfg. Co.  
333 MORTON ST., BAY CITY, MICH.  
Twinbrook 5-8587

**SUMMER SPECIALS MUSIC**

Seeburg 200S ..... \$695 AMI JAI 200E ..... \$395  
AMI Continental 200S 695 AMI JBH 120E ..... 365

**SPECIAL CLEARANCE PRICES**

Practically all models . . . up to and including new models.

86 Bingos 28 Arcade & Guns  
16 Uprights 135 Wall Boxes  
25 Shuffles 125 Drink Vendors

CALL . . . WIRE . . . WRITE FOR PRICES

**WE NEED FOR EXPORT**

Seeburg 100A (78 rpm), R, J, 161, 222 Wurlitzer 1700 and later  
Rock-Ola 1468 and later Gottlieb and Williams 5-Ball  
Bally Lucky and Trophy, 14'

Wire—Write—Telephone  
CABLE ADDRESS: REDDINC.

**REDD DISTRIBUTING CO., INC.**

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PHONE: ALgonquin 4-4040

EXCLUSIVE DISTRIBUTORS FOR SEEBURG, BALLY, CHICAGO COIN IN NEW ENGLAND STATES.

European Representative—Mr. Marinus van der Weijde, Ingelheim-Rhein-Nord, Rheinstrasse 212, Western Germany, tel. Ingelheim/Rhein 2658.

**Convincing**  
• Continued from page 36

letter which points out that nothing is released from the machine until the customer lifts a protective gate and that there is no likelihood of leakage.

For some reason, the manufacturers' folders exercise a much stronger effect on hesitant potential location owners than will all of the words and persuasive approach which the operator carries out himself, Flader has found. This is why he always uses equipment which is backed up with promotional folders.

Another common complaint of balky potential location owners is that "the machines are not worth the trouble, or the space they occupy." To solve this problem, Flader looks through a file of records kept on every one of his locations and finds one which is quite similar to the circumstances of the potential owner. He then makes a Xerox copy, and sends this along, with a note to the effect that it is a location similar to his, where the machine earned \$57.50 for the owner, \$82, or whatever the figure may be.

Submitted in this way, the black-and-white figures prove that the bulk vending machine commissions are worthwhile indeed, and they often result in a telephone call from the prospect, authorizing installation.

**Hot Weather**  
• Continued from page 36

one goes into the truck for complete cleaning, refilling and transfer to another location.

Exchanging machines in this way means not only a better appearance, but also less maintenance cost, since potential troubles, such as burrs forming on the chute or rejector mechanism, are detected and polished out and foreign objects likely to jam up the mechanism are detected during the filling operation.

**Location Relationship**

"I probably drive my routes twice as much as I actually need to," Abercrombie said. "However, I enjoy frequent meetings with location owners, and continuous calls on them, is, of course, the best way to get the sort of co-operation I need."

Along with his extensive bulk vending operations, Abercrombie sells a complete line of automotive accessories to service stations, which, of course, has led to specialization in garages and super-service stations. He vends six items during the winter, three in the summer, and has made the vacation period surprisingly profitable.

**Shannon's Advice**  
• Continued from page 37

houses involved the management has been skeptical of the number of machines, feeling that there were simply too many in one spot. However, Shannon has found that even his poorest discount house location is usually capable of collecting more than a good standard location.

With 16 of the giant stores in operation in the Denver area, Shannon has bought more new machines than at any time in his 15-year history, all carefully designed to provide the sort of "vending supermarket" which shopping mothers can scarcely overlook.

the  
**FUTURE**  
with a  
promise

Exclusive Chicago Area  
Distributor for  
**WURLITZER**  
PHONOGRAPH  
and PARTS

**IMPORTERS**  
SEND FOR  
**FREE**  
1962 CATALOG  
64 Pages—Fully  
Illustrated.

**FIRST**

COIN MACHINE  
EXCHANGE, INC.

Joe Kline  
Cable: "FIRSTCOIN"—Chicago  
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

**ANOTHER  
REASON  
WHY THE  
ROCK-OLA  
Princess  
PHONOGRAPH  
IS YOUR BEST BUY**

33 1/3 / 45 RPM  
Mech-O-Matic All  
Mechanical Intermix

look to ROCK-OLA for advanced products for profit

**PLANT CLOSED FOR VACATION**

**BE BACK JULY 16**

**D. Gottlieb & Co.**

# Here's What a Nickel Will Still Buy: A Juke Box Play for Ky. Truck Drivers

MARION, Ky.—There is one market for which Pete Wood of Peter Wood Music Company here gladly supplies juke boxes for nickel play.

Wood is one of the last operators in the Mid-south to offer 5-cent play on new machines, but he has plenty of reason for doing so. His customers are truck drivers, who descend by the thousands on busy truck stops which provide gas, oil, service, cafes, free bunks for drivers, free showers and other facilities for knights of the road.

Just as the all-night truck driver expects to find a \$1 steak in truck stop restaurants, he likewise expects 5-cent music, and will play the juke box liberally at the figure. The minute the price is increased to 10 cents, or 3 for 25 cents, play simply ceases, Wood has found. Thus, even though the machine set may be a brand-new 200-play stereo machine, where a truck stop is concerned, it offers straight 5-cent play, 6 for 25 cents or 12 records for 50 cents.

Wood didn't make the change until he saw for himself that the truck drivers who look for discounts in return for buying 200 gallons of diesel fuel at a crack, are just as discount-minded where music is concerned. Considering all of the factors involved the Kentucky operator, with more than 50 such

stops, decided that since most of the truck-driver revenue was developed from midnight to dawn, when normally the juke box would be idle, he was glad to go along with 5-cent play.

Somewhat easing the situation from a profit standpoint is the fact that truck drivers display an amazing variety of taste, so that almost anything placed on the phonograph spindle, from heavy instrumentals to wild Twist music, finds plenty of players.

Originally, when he first began exploring the truck-stop market, Wood considered leaving each disk on the spindle a week longer or so, to cut expense. He soon found that this was not possible. One reason was the tendency of popular records to wear out quickly simply through heavy play. The other reason was the usual ribald comment on finding "the same blanking old blank on the juke box."

Helping substantially is the fact that though there are many regulars appearing in the same stops, the sharp changes in routing of cross-country trucks means that there is a steady stream of new faces in every truck stop, composed of drivers who like to wake themselves up with a cup of coffee and some lively music.

**Joe Ash says . . .**  
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| DuGRENIER K-12 Cig. . . . . 165              | WURLITZER 2300 . . . . . 475              |
| CORSAIR, 20-Col. Cig. . . . . 195            | WURLITZER 2200 . . . . . 325              |
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## BEHIND THE BENCH

# This Phono Operator Is ALWAYS in Court

TANNERSVILLE, N. Y. — To most outsiders, the juke box operator's contact with the law is limited largely to the role of defendant, with the operator's normal position directly in front of the bench.

Joe Reich, an operator in this sleepy Catskill Mountain hamlet

for 14 years, gives lie to this myth. Reich's normal position in a court of law is directly behind the bench; he is police justice of the Village of Tannersville.

Elected to a four-year term on the Tannersville bench in 1959, Reich has just completed a 10-week magistrate's seminar at Newburgh,

N. Y. The seminar was conducted by New York State University.

Reich's jurisdiction covers all misdemeanors in the village, including traffic cases, gambling and assault. In three years on the bench, not one case involving a juke box or amusement machine has come before him.

Reich is also president of the Tannersville Chamber of Commerce and treasurer of the county American Legion.

One of his close associates is Mayor Frank Greco of nearby Glasco. Greco, by the way, is also a juke box operator.

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