

July 21, 1962

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD
MUSIC WEEK
PAGE ONE RECORD

SINGLES

★ NATIONAL BREAKOUTS

A SWINGIN' SAFARI, Billy Vaughn,
Dot 16374

★ 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.

- SHEILA** . . .
Tommy Roe, ABC-Paramount 10329 (Eager-Nitetime, BMI) (Milwaukee, Atlanta)
- ALLEY CAT** . . .
Bent Fabric, Atco 6226 (Metorian, BMI) (Chicago)
- BABY SITTING BOOGIE** . . .
Ralph Bendix, ABC-Paramount 10340 (Reis, BMI) (Chicago)
- ROMPIN' & STOMPIN'** . . .
Sandy Nelson, Imperial 5860 (Travis, BMI) (Minneapolis-St. Paul)
- CLIMB EVERY MOUNTAIN** . . .
Roy Hamilton, Epic 9520 (Williamson, ASCAP) (Houston)
- SUGAR PLUM** . . .
Ike Clanton, Mercury 71975 (Argo, BMI) (Miami)
- LOLITA YA YA** . . .
Ventures, Dolton 60 (Chappell, ASCAP) (San Francisco)
- CALLIN' DOCTOR CASEY** . . .
John D. Loudermilk, RCA Victor 8054 (Acuff-Rose, BMI) (Minneapolis-St. Paul)
- RIGHT STRING BUT THE WRONG YO-YO** . . .
Dr. Feelgood and the Interns, Okeh 7156 (Cigma, BMI) (Houston)

NEW ON THE HOT 100

70. **A SWINGIN' SAFARI** . . .
Billy Vaughn, Dot 16374
83. **SHAME ON ME** . . .
Bobby Bare, RCA Victor 8032
85. **I'M HANGING UP MY HEART FOR YOU** . . .
Solomon Burke, Atlantic 2147
87. **LIFE'S TOO SHORT** . . .
Lafayettes, RCA Victor 8044
91. **BEACH PARTY** . . .
King Curtis, Capitol 4788
92. **DON'T CRY BABY** . . .
Aretha Franklin, Columbia 42456
93. **CALL ME MR. IN-BETWEEN** . . .
Burl Ives, Decca 31405
94. **COME ON LITTLE ANGEL** . . .
Belmonts, Sabina 505
96. **TILL DEATH DO US PART** . . .
Bob Braun, Decca 31355
98. **DANCE WITH MR. DOMINO** . . .
Fats Domino, Imperial 5863
99. **REAP WHAT YOU SOW** . . .
Billy Stewart, Chess 1820
100. **GOODBYE DAD** . . .
Castle Sisters, Terrace 7506

ALBUMS

★ NATIONAL BREAKOUTS

MONO

No Breakouts This Week.

STEREO

VINCENT EDWARDS SINGS, Decca DL 74311
ROMAN GUITAR, VOL. II, Tony Mottola,
Command RS 836 SD
HATARI, Henry Mancini, RCA Victor LSP 2559

★ NEW ACTION LP'S

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

MONO

- THE MANY MOODS OF FERRANTE AND TEICHER** . . .
United Artists UAL 3211
- BROTHERS FOUR GREATEST HITS** . . .
Columbia CL 1803
- DON'T PLAY THAT SONG** . . .
Ben E. King, Atco 142
- THEME FROM BEN CASEY** . . .
Valjean, Carlton LP 143
- SHE CRIED** . . .
Jay and the Americans, United Artists UAL 3222
- IT'S TRAD** . . .
Kenny Ball and His Jazzmen, Kapp KL 1285
- FROM ME TO YOU** . . .
Connie Stevens, Warner Bros. W 1431
- PETE FOUNTAIN'S MUSIC FROM DIXIE** . . .
Coral CRL 57401
- WEST SIDE STORY** . . .
Oscar Peterson Trio, Verve V 8454
- LOVER PLEASE** . . .
Clyde McPhatter, Mercury MG 20711
- JULIE AND CAROL AT CARNEGIE HALL** . . .
Julie Andrews and Carol Burnette, Columbia OL 5840
- STRANGE ENCHANTMENT** . . .
Vic Damone, Capitol T 1691
- HERBIE MANN AT THE VILLAGE GATE** . . .
Atlantic 1380
- DROWN IN MY OWN TEARS** . . .
Don Shirley Trio, Cadence CLP 3057
- YES INDEED** . . .
Ray Charles, Atlantic 8025

STEREO

- PETER, PAUL AND MARY** . . .
Warner Bros. WS 1449
- PETE FOUNTAIN'S MUSIC FROM DIXIE** . . .
Coral CRL 757401
- FOR THE NERO MINDED** . . .
Peter Nero, RCA Victor LSP 2536
- I LEFT MY HEART IN SAN FRANCISCO** . . .
Tony Bennett, Columbia CS 8669
- LET'S DANCE TO THE MOVIE THEMES** . . .
David Carroll and His Ork, Mercury SR 60688

NEW ON THE TOP LP'S

MONO

129. **BOBBY VEE MEETS THE CRICKETS** . . .
Liberty LRP 3228
133. **MILLION SELLERS BY FATS** . . .
Fats Domino, Imperial LP 9195
137. **HATARI!** . . .
Henry Mancini, RCA Victor LPM 2559
138. **IT KEEPS RIGHT ON A-HURTIN'** . . .
Johnny Tillotson, Cadence CLP 3058
139. **I CAN GET IT FOR YOU WHOLESALE** . . .
Original Cast, Columbia KOL 5780
140. **SHELLEY** . . .
Shelley Fabares, Colpix CP 426
143. **WORRIED MIND** . . .
Ray Anthony, Capitol T 1752
146. **A BOBBY VEE RECORDING SESSION** . . .
Liberty LRP 3232

STEREO

42. **VINCENT EDWARDS SINGS** . . .
Decca DL 74311
43. **ROMAN GUITAR, VOL. II** . . .
Tony Mottola, Command RS 836 SD
45. **HATARI!** . . .
Henry Mancini, RCA Victor LSP 2559

Promotions Help LP's Rally, But Singles Gallop On

Sales, promotions and a flock of powerhouse albums helped bring back the LP business a bit last week, while the singles bandwagon continued to move along at a neat clip in most sections of the country. Many dealers were running sales of their own, as they often do in summer, and this was helping to pull in album customers. Capitol Records' one-for-one sale on its Frank Sinatra catalog also was turning into a traffic builder, according to some dealers.

Albums grabbing big sales action in an otherwise slow album market included a trio of sound tracks, plus pop, folkish, jazz-styled and blues sets. The sound track sets selling solidly included the long-time sock seller, "West Side Story," along with "Rome Adventure" and the newly released track album of "The Music Man." Elvis Presley's "Pot Luck" was a hot one, as were albums by Vince Edwards, George Maharis; Peter, Paul and Mary; David Rose and Jimmy Smith. Bobby Bland's latest was building solidly, and "Herbie Mann at the Village Gate" appeared to be on its way to hefty coin. Ray Charles' country album was still, after almost three months, continuing to outsell many of the new releases. And various albums of old rock and roll hits, released by many labels, including the "Oldies But Goodies" Volume IV, were still enticing teen-age trade.

There was little let-up in the strong singles picture that has made this summer, so far, one of the best for singles in many seasons. Reports indicated that even though teens were summering in the mountains, at camp, or at the seashore they were using their weekly allowances for 45's by their favorites.

Oldies-But-Goodies Pace N. Y. Field

NEW YORK — The oldies-but-goodies continued to dominate record sales in this city as they have for the past few months. Their effect has been felt not only on the singles front but also on LP's. The latest oldies-but goodies that is selling with gusto is "Murray The K's Gassers for Submarine Watchers" on Chess, which, in spite of its title, is made up of old rock and roll hits. Murray (The K) Kaufman, of WINS, one of the last of the hard-rock jocks left in the city, has been giving the record a solid blast on his show, the top teen show in town, and the album here is reputed to be selling at a rate somewhat on the order of the Ray Charles country smash LP.

Kaufman's eminence in the rock field was cited by a distributor last week as a sample of what this city needed if it was to recapture the excitement of the Alan Freed era in New York. The distrib noted that New York has the strongest lineup of jocks it ever has had, but that most of them are restricted from jumping on new releases. This is because of station restrictions to the "Top 40" format.

"They bring a new jock in from out of town, where he has made his rep by creating excitement with brand new releases. Then they tell him he can't play anything but those records already showing action on a chart. So they turn the jock into a format-type guy and he loses all his personality. What kind of sense does that make?"

According to this distrib, stations keep changing their formats so often that it's hard to tell which records to bring to a station. He said, "WINS is rock one week, soft rock the next and sweet another. So a distrib has to analyze what the station is doing that week to know what to bring them. And other stations are often as confused.

"I know one thing—we used to break records in this city, but I can't remember the last record that became a national hit because it broke first in New York."

Air Promotion Shapes Detroit Boom

DETROIT—Distributors here are crediting aggressive promotion of new material by stations WJBK and WXYZ for some of the best singles business the area has enjoyed in years.

Nearby Toledo, with stations WOHO and WTOD, also is reported to be very receptive to new releases. Though not exactly

(Continued on page 8)

150 Best Selling MONAURAL LP's

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

50 Best Selling STEREO LP's

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LPs.

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Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo LPs.



5 SWINGING SINGLES



JAY AND THE AMERICANS



THIS IS IT

COUPLED WITH
IT'S MY TURN TO CRY
UA 479
PRODUCED BY LIEBER AND STOLLER



THE HIGHWAYMEN



THE BIRDMAN

WITH NARRATION BY BURT LANCASTER
COUPLED WITH
CINDY OH CINDY
UA 475
PRODUCED BY DON COSTA



NATHANIEL MAYER

The Hit Followup To "Village Of Love"

HURTING LOVE

COUPLED WITH
LEAVE ME ALONE
UA 487
A FORTUNE RECORD PRODUCED BY JACK BROWN



ANOTHER BIG ONE FOR KENNY DINO

What Good Are Dreams

A MUSICOR RECORD MU 1021
PRODUCED BY AARON SCHROEDER



HERE'S THE BIG ONE MARV JOHNSON

That's Where I Lost My Baby AND Let Yourself Go

UA 483
PRODUCED BY BARRY GORDY

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RECORDS WELCOMES



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RODGERS**

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B/W

BECAUSE



"THE NATION'S BEST SELLING RECORDS"

Philips, Deutsche Grammophon Join Forces

Each Is Taking Over Half of Other's Interest

By DON WEDGE

LONDON—Philips and Deutsche Grammophon, two of the world's largest record manufacturers, have concluded a deal which brings them under joint ownership.

Each company, under terms of the agreement, will continue to function as an independent operation and each will continue to distribute its repertoire throughout the world on its own label.

According to Philips executives, the move followed a "decision to co-operate in the field of gramophone records" involving on the one hand the German firm of Siemens & Halske, with headquarters in Berlin and Munich, of which Deutsche Grammophon Gesellschaft is a subsidiary, and on the other hand, Philips Gloeilampfabriek of Eindhoven, Holland.

The transaction involves each of the industrial giants taking over a 50 per cent interest in the other's disk subsidiary.

Philips said that it expects the deal will result in even greater efficiency. Each of the record firms has a vast international network, with DGG headquartered in Hamburg, Germany and Philips Phonographic Industries maintaining central offices in Baarn, Holland.

In the past several months, both companies have set important new deals in the American market. Philips has begun issuing product in the U. S. under its own label in addition to its outright purchase of Mercury Records. Deutsche Grammophon set distribution through MGM Records after a long association with Decca Records, and undertook elaborate new packaging for the U. S. market.

Music Fair Draws 13 Trade Groups

CHICAGO—Thirteen trade associations, including some of the most influential groups in the record industry, will be participating in the World's Fair of Music and Sound to be held at McCormick Place here starting late next month.

Besides exhibiting, the groups will conduct various meetings and educational shows during the run of the fair, Aaron D. Cushman, fair president, announced last week.

Joining the show are: Society of Record Dealers (SORD), National Association of Recording Arts and Sciences (NARAS), American Society of Composers, Authors and Publishers (ASCAP), American Record Manufacturers and Distributors Association (ARMADA), Recording Industry Association of America (RIAA), National Association of Record Merchandisers (NARM), National Coin Machine Distributors Association (NCMDA), International Planned Music Association, Country Music Association (CMA), Loudspeaker Manufacturers Association, Music Educators National Conference, and Magnetic Recording Industry Association.

Henry Brief, RIAA executive secretary, said, "It is advantageous for all of us to exhibit our products to

7 COUNTRIES

Another Tour of Europe for Garner

NEW YORK—Harold Davison, prominent British booker, will come to New York August 8 to negotiate a return concert for Erroll Garner. Davison has meetings planned with Martha Glaser, Garner's manager, in which a new swing around Great Britain and European countries will be planned. The trip will include TV as well as concert performances.

Seven countries have expressed interest in having Garner for television productions. The tour will most likely take place next spring, and comes as a result of Garner's success at the box office in practically all European cities played.

Stateside, meanwhile, Garner will appear at the Framingham, Mass., Carousel Tent, August 5, and an Oakdale, Wallingford, Conn., concert August 12. He is slated for a Seattle World's Fair appearance August 20.

Signing of Bobby Darin Start of Capitol Beef-Up

NEW YORK—Capitol Records gave evidence this week that it is making a concerted bid to assert a stronger foot in the pop field with the signing of Bobby Darin. The label also continued its push in the r.&b. field with the taking on of Luther Dixon's new label, Lucix. Dixon is responsible for many of the hits on the Wand and Scepter labels.

Details of the deal offered Darin were reported as being equal to the highest ever offered by Capitol to any artist. Darin single and LP product will be independently produced by Ferrion, Inc., Darin's own firm. The singer's manager, Steve Blauner, will supervise the vocalist's recording. The disks produced will be released through Capitol and the Darin firm will receive a high percentage and a high guarantee during the period of the new long-term contract. Capitol outbid many labels for Darin's services.

Luther Dixon will produce independently for Capitol on the Ludix

label. Product in most areas of the nation will be distributed by the major, but, in four or five key regions, the sides will be handled by indie distributors.

Assisting in the management of Ludix will be Si Rady of Bing Crosby's Project Records company. Ludix is being set up primarily to make singles product. Artists who hit on the label will have albums released on Capitol. Dixon will also continue to produce sides by the Shirelles for Scepter.

The signing of Luther Dixon is only one more facet of a concerted effort on the part of Capitol to beef up its representation in the rhythm and blues field. Previous to this move the label signed King Curtis, r.&b. instrumental favorite, to a contract. Curtis is handled by Lookapoo Productions which is headed by Wally Roker and Bert Burns. It is also reported that a deal is in the works for another free-lance producer to make r.&b. and pop sides for Capitol.

RIAA Taps 25 For Gold List

NEW YORK—One single record and 24 albums have been certified by the Record Industry Association of America (RIAA) as gold record winners. The certifications were made in the first six months of 1962 and this is the greatest number of certifications in any six-month period since the inception of the program in 1958.

The million-selling single is "The Lion Sleeps Tonight" by the Tokens, on RCA Victor.

The albums include six by Mitch Miller on Columbia "Party Sing Along With Mitch," "Holiday Sing Along With Mitch," "Memories Sing Along With Mitch," "Saturday Night Sing Along With Mitch," "Sentimental Sing Along With Mitch" and "Happy Times Sing Along With Mitch." Three sets by Billy Vaughn on Dot also have been certified: "Blue Hawaii," "Sail Along Silvery Moon" and "Theme From a Summer Place." Three Frank Sinatra albums also are included: "Frank Sinatra Sings for Only the Lonely," "Nice 'N' Easy" and "Songs for Swingin' Lovers." All of these are on Capitol.

Other album winners include Ernie Ford and Jackie Gleason, both on Capitol. The Ford sets are "Star Carol" and "Nearer the Cross," while the Gleason LP's are "Music, Martinis and Memories" and "Music for Lovers Only."

Original cast albums from "Camelot," "Flower Drum Song" and "West Side Story" also received certification. All of these are on Columbia Records. "The Button-Down Mind of Bob Newhart," Warner Brothers; "More Johnny's Greatest Hits," Johnny Mathis, Columbia; "Can't Help Falling in Love," Elvis Presley, RCA Victor; "String Along," Kingston Trio, Capitol and "Judy at Carnegie Hall," Judy Garland, Capitol, all received gold award certifications.

Orders Pile in For A-A Disks

NEW YORK—Orders on new LP merchandise introduced at the Atlantic-Atco distrib meeting at Miami Beach recently have passed the \$750,000 mark, according to Len Sachs, albums sales and merchandising director for the labels. The plan, which covers 16 Atlantic albums and seven on Atco, and is being continued through August 31, features a straight 15 per cent discount on new as well as catalog product.

The Atlantic product is led by a new Ray Charles double package which features 29 top-notch Charles performances, and sets in the jazz field by Chris Connor, the Modern Jazz Quartet, Mel Torme, Mose Allison and John Coltrane.

Atlantic has signed an exclusive deal to distribute a new single by Booker T and the M.G.'s on the Stax label. The side, which is reportedly getting action in the South and West is called "Green Onions." Atco has launched April Stevens and Nino Tempo on a promotion tour that will take them through the East and the Midwest to push their new action single, "Sweet and Lovely."

Sinatra Sues Capitol on Deal

HOLLYWOOD—Frank Sinatra's Reprise Records last week filed suit in U. S. District Court here against Capitol Records, charging the major with restraint of trade, an attempt to create a monopoly and violations of the Robinson-Patman Price Discrimination Act. Reprise asked for \$1,050,000 in treble damages, and a court injunction restraining Capitol from slashing Sinatra LP prices in half.

The action came on the heels of Capitol's special Sinatra LP program whereby the label offers a free album for each one purchased (BMW, July 7). It marks the latest flare-up in the long-smouldering relationship between the two firms. The 21-page complaint was filed Thursday (12) under the Sherman Act and the Robinson-Patman Act, and named as defendants Capitol Records, Inc.; Capitol Records Distributing Company and Electrical & Musical Industries, Ltd. Plaintiffs were listed as Bristol Productions, Inc., Reprise Sales Company, Inc., and Essex Productions, Inc., parent company for Sinatra's firms.

Sinatra's Stature Cited

According to the complaint, Sinatra enjoys an international reputation as a recording artist, and that there exists a great public demand for his recordings, to the tune of

dealers and consumers at one time and in one place. It is gratifying this will take place for the first time in Chicago at the World's Fair of Music and Sound."

Cushman said the fair will hold a series of trade seminars exclusively devoted to current industry problems.

Besides exhibits and seminars, the fair will feature performances by leading artists, collections of ancient and rare instruments, native folk music groups, and a "World of Music" entertainment spectacular offering music from jazz through grand opera. Eleanor Steber will headline that event.

Henry Mancini and Stan Kenton will conduct the Fair orchestra on opening night.

"not less than \$500,000 annually." Reprise claims that it has been able to meet the competition of the majors (pointing out that "the defendants are among the four largest manufacturers and distributors of phonograph records in the United States") and particularly Capitol, "because of the stature of Sinatra in the entertainment industry, and because of a large demand for Sinatra recordings." It further stresses that Reprise's right to offer Sinatra disks, "attracts the services of other recording artists, attracts customers at the wholesale and retail levels of sounder financial standing, and better distribution facilities than plaintiffs would otherwise attract, and assures plaintiffs of higher guarantees and higher royalty returns for foreign distribution rights. Unless Reprise is able to continue to offer Sinatra recordings at prices

which can meet competition, all plaintiffs will be injured and their survival in the phonograph record industry would be doubtful.

Further Complaint

The complaint then reveals that in May, 1962, CRDC bought from Essex Productions the Sinatra masters recorded during his contractual term with Capitol, from December, 1955, to February, 1961, plus the masters to 25 songs made by Sinatra for Capitol's release after February, 1961, amounting to 635 masters. It contends that these will allow Capitol "to assemble a great number of different long-play recordings."

It points out that during the time Sinatra was under contract to Capitol, "CRDC sold Sinatra recordings to dealers at a price which was, with rare exceptions, the same level as the price set for the best quality recordings offered by the defendants," or, "\$3.10 for each monophonic long-play album, and \$3.70 for each stereophonic long-play album, subject to occasional small discounts. . . ." Reprise has priced its Sinatra LP's at virtually the same level, the complaint states.

Reduced Prices

The complaint alleges that some time "prior to June, 1962, the defendants agreed to manufacture . . . a larger quantity of Sinatra recordings than the buying market could be expected to absorb during any 32-day period, and to offer to sell Sinatra recordings in unlimited quantities to dealers and distributors in the United States at greatly reduced prices, even if such reduced prices should cause losses to be suffered by defendants."

These are, it claims, "at prices ranging from \$1.21 per long-play album to certain dealers selected by the defendants, and at prices up to, but not higher than \$1.55 per album to other dealers; for stereophonic long-play recordings to certain selected dealers at \$1.42 each, and to others at the rate of \$1.85 per album." It further charged the defendants with agreeing to direct

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It's a New Chanteuse For the Bob Rolontzes

NEW YORK—Congratulations of the staff went this week to Bob Rolontz, BMW's music news editor and his wife Susan on the birth of their first child, a seven pound, six ounce girl, Lee Allison. Mother and child are doing just fine at New York Hospital.

HOUSE HEARING THIS WEEK ON ROYALTIES BILL

Hearings on a new no-juke box-exemption bill, which would impose copyright royalty fees up to \$25 a year for each machine, will be held Wednesday (25) in Washington. The bill, introduced by Rep. Emanuel Celler (D.-Brooklyn), would establish a three-man Office of Performing Rights, which would collect, distribute and administer the fund. (Full details in Coin section.)

UA Extends Special Plan

NEW YORK—United Artists is extending its special P-J-K plan on new albums through August 31. The plan provides for a straight 10 per cent discount on 31 new sets in the pop, jazz and kiddie lines introduced last week in Miami Beach, Fla.

Art Talmadge, UA president, said that he expects initial orders for plan merchandise to be over the million-dollar mark.

The 31 albums in the plan include 16 pop, 5 jazz and 10 in the children's field. The kiddie sets, brand-new with UA, will sell at 99 cents. They include a coloring book and text. The reactivated jazz line has sets by Mingus, Art Blakey, John Coltrane, Bill Evans and a new singing discovery, Danny Small.

Voice of America in Gershwin Tribute

WASHINGTON—The Voice of America commemorated the 25th anniversary of the death of George Gershwin with a special one-hour documentary program broadcast worldwide Sunday, July 15. The program, called "Journey to Greatness" traces Gershwin from his "Swanee" days on New York's East Side to his fame as composer of "Rhapsody in Blue," "Porgy and Bess" and many others.

The dramatization carries all of the great Gershwin themes. Sam Levine stars as the voice of Gershwin, and Paul McGrath is narrator. Other voices take up the thread of Gershwin's life in historical encounters with Paul Whiteman, Ira Gershwin, Irving Berlin, Irving Caesar and others.

The documentary was written by Michael Hanu of the Voice of America, United States Information Agency.

The Gershwin tribute poured these sounds into South Asia and the Far East, into Africa, the Middle East, Europe and Latin America.

NEW YORK — Marianne Mantell and Barbara Holdridge, co-founders of the Shakespeare Recording Society and Caedmon Records, have been awarded the annual Shakespeare award for 1962 by the American Shakespeare Festival Theatre and Academy. The pair were cited for their efforts in "bringing recorded presentations of Shakespeare into the home," and "for the high standards in the selection of artists."

RSI Brings Out Pronunciation Record as Service to Industry

NEW YORK — "Pronouncing the Classics," an LP with thousands of names of composers, compositions and performing artists is being put out by Record Source International, radio station programming subsidiary of the Billboard Publishing Company.

The disk will be available to distributors, dealers, radio stations and educational institutions.

RSI General Manager Caroline Collett said the disk marks RSI's sole entry into the consumer record field and is being put out as an industry service to promote more interest in the classics and to fill a specific need.

Common Errors

The listing represents some of the most commonly mispronounced names in classical music. The record is accompanied by a 26-page index and visual supplement.

Names of the artists and composers are cross-indexed between the record and the booklet. For example: Il Trovatore is phonetically spelled out in the booklet as "eel tro vah to'rah." It is also shown

COLUMBIA GETS DELAY TILL SEPT. ON TRUST CASE

WASHINGTON — Columbia Records this week requested and was granted a month's delay in the date for its initial pre-hearing conference on monopoly charges leveled against it by the Federal Trade Commission. The date has been set back from August 12 to September 12.

This means that the hearing itself is not unlikely to begin until the end of September, if then, with further delays possible if the respondent asks for more time, a normal procedure. The date for the actual hearings has not yet been set.

Meanwhile, reports circulated through the trade that subpoenas were being laid on indie record manufacturers and some dealers to give testimony to the FTC in private preliminary fact-finding sessions.

An FTC spokesman said that when and if such sessions were held they would not be public, and that the who, when and where of such testimony would be held confidential. Open fireworks thus will not commence until the hearings get under way in public sessions.

Signs Hopeful for Go-Ahead On Trade Practices Meetings

By MILDRED HALL

WASHINGTON—An early decision on trade practice conferences for the record industry is under lively discussion at the Federal Trade Commission—but no promises can be made as to the time element. Whether the decision comes soon or later, ultimate prospects for trade conferences and industry guide rules are "very hopeful," FTC spokesmen believe.

Bryan Jacques, head of the FTC's Bureau of Trade Practice Conferences and Industry Guides, told BMW's Washington correspondent that many complicating factors must be resolved, and a working plan drawn up, before the decision to go ahead can be made. It could come within a span of 10 days or, regrettably, it might have to go over to fall, partly due to vacation schedules within the agency.

The urgent appeal of many in the record industry for trade practice conferences will not have to wait until the matter of the record clubs is settled. The recent complaint against the CBS-owned Columbia Record Club could result in a year

or more of litigation, FTC spokesmen point out. Even with new streamlined procedures and limited time allowances imposed on both FTC attorneys and respondents in litigating restraints, "a lawsuit can easily take a year."

BTC Handles Industry

More importantly, the record club type of complaint is in the nature of an "individual instance." Trade practice rules, on the other hand, would be industry-wide, broadscale, and involve hundreds in the field—manufacturers, distributors, dealers, it was pointed out. The Bureau of Trade Conferences is the FTC arm for handling industry-wide aspects. Individual complaints such as the record club matter are handled by the FTC's Bureau of Restraint of Trade.

If the hoped-for decision to hold conferences and set up trade practice rule is made, it will be a historic departure from traditional procedures for the agency. In past years, instances of price discrimination and restraint of trade have not been approached via the trade practice rules. Generally, deceptive practices and false advertising are handled in this manner.

To approach the matter of price discrimination and restraint of trade in the record industry through a voluntary conference-and-rules procedure would be a "departure of substance from traditional pattern," Bureau chief Jacques pointed out. However, the present administration of the agency under Chairman Paul Rand Dixon "is not hesitant about making new approaches to problems." (See Billboard Music Week, May 26 issue, on FTC's new approach to deciding and issuing the "don'ts" of unfair business practices.)

Two characteristics of the record industry's appeal for trade practice rules are strongly in its favor: The proposed "voluntary removal" of the unfair practices and the "industry-wide approach."

Before the final decision can be made to go ahead with the conferences, in this case, a "workable approach" has to be mapped out to accommodate the many complexities of the record industry. Meetings were being held last week on the methods to eliminate discrimination and "special deals," and the "other problems" involved, which cannot be enumerated at this time.

BMW's reporter asked Bryan Jacques how violations would be handled if trade practice rules are voluntarily agreed to by industry, as set up by the FTC. That's getting to the last chapter before we've opened the book," said the Bureau chief. However, he made it clear that violations would get "priority attention, and complaints would issue swiftly." If the agency decides to use the trade practice rules approach for the record industry, "We would want to make sure the procedure would be effective."

Altogether, in spite of possible delays, prospects are "very hopeful," for a decision to go ahead as urged by spokesmen for ARMADA (American Record Merchants and Dealers Association), and other groups. The Commission's decision will be announced publicly as soon as it is reached.

well as the problems of getting exposure in a radio world—where Top 40 or good music stations are the dominant factor—have resulted in much wooing of these small but swinging disk operators, who buy their own time on small stations and thus control their own programming.

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WHO'S THE REAL DISTRIB?

New Orleans Indies Up in Arms Over Manufacturer-Dealer-Radio Set-Up

NEW ORLEANS — Distributors in this city are getting hotter and hotter about single records being sold at extremely low prices — as low as 35 cents—direct from manufacturers to record shops that expose new disks on sponsored radio time.

The specific situation involves Stan's Record Shop in Shreveport, La. Stan's is a retail record operation specializing in mail-order sales and advertised through sponsored radio time on various stations. Stan's, say local indie distributors, is getting service direct from many manufacturers, including free disks and some records at a price as low as 35 cents each. They also say that Stan's is supplying dealers in many parts of the South, including

New Orleans, and that the shop accepts collect long distance calls from dealers seeking product.

Why do manufacturers operate with Stan's in this manner? The answer, according to disk promoters, is simple. Through its regularly sponsored radio shows, Stan's can guarantee exposure for new records at a time when, as one indie record man put it, "it's increasingly difficult to get distributors to push a record and get it played."

New Role

Operations such as that carried on by Stan Lewis in Shreveport are not new. What is new is the rapidly increasing role being played by such firms in getting records off the ground. In the case of Stan's, XERF — a 250,000 watt Mexican station—is the key outlet. The station can be heard through a good part of the South and Southwest in evening hours. It represents tremendous exposure power for new disks. In addition, Stan's buys time on KWKH in Shreveport and KTHS in Little Rock.

In effect, manufacturers say, extending certain free and low-price privileges to such operations, is tantamount to taking part in the buying of the radio time. Radio

mail order operators such as Stan's do not automatically take on a risk. They reserve the right to accept or reject, on the basis of their own view of a record's potential.

There are a growing number of operations such as Stan's across the country. There is a thin line as to their true function—be it retailing, distributing, or one-stopping. The Birdland store in Norfolk is one of them. Others include the Record Bar in Durham, N. C., Stevenson's and Thiems in Raleigh, N. C., Globe in Richmond and others in such widely separated spots as Beaumont, Tex., and Worcester, Mass., and even in the unlikely area of Bay Shore, N. Y., in the Long Island suburban area of New York City.

Difficulties encountered by distributors with a great number of lines to handle and promote—as

United Artists Lifts Movie Gambit; Now It's Double Feature Sound Track

NEW YORK — United Artists Records is inaugurating one of moviedom's most successful principles on a new series of LP's. It's a

Double Feature Soundtrack series which will team the best music from two film sound tracks or scores on each album. Five LP's will be issued in the initial release at \$3.98, mono and \$4.98 stereo.

First titles have Gerry Mulligan's "I Want to Live" and John Lewis (with MJQ) "Odds Against Tomorrow" on one disk. Others carry "Exodus" and "The Apartment" music by the Hollywood Studio Orchestra; "The Big Country," Jerome Moross, and "The Horse Soldiers," David Buttolph; "The Vikings," Mario Nascimbene and "Elmer Gantry," Andre Previn. "The Unforgiven," Dimitri Tiomkin, and "The Wonderful Country," Alex North, round out the final set.

UA also is releasing two singles culled from its recently reactivated jazz line. Art Blakey and the Jazz Messengers and singer Danny Small are the artists featured. Alan Douglas, who is producing the line for the label, said that jazz singles will be released on a regular basis.

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Record Exec Blasts Industry Lack Of PR, Calls for Unified Program

HOLLYWOOD—Don Blocker, Liberty Records' executive, this week scored the lack of public relations in the record industry in an exclusive interview with Billboard Music Week. He charged that the paucity of public relations in the industry is so widespread that the majority of consumers do not know the difference between a stereo record and a monaural record, between speeds of a 45 and a 33 $\frac{1}{3}$ rpm disk, or even between a single record and a long-playing album.

Blocker called on the record industry, as a first step, to set up awards similar to those in the motion picture and TV industries, based upon consumer popularity and fan sentiment. He said that he thought NARAS awards were of no public relations value—since they are based on the NARAS credo (concerning themselves with records as an art form), rather than on "mass" popularity. "A consumer popularity vote of recording artists certainly would be of greater public relations value," Blocker said.

Not Manufacturers' Job

The Liberty executive said he believed manufacturers could do little to improve the industry's public relations efforts as of the moment. "This is due to the fact that there is no one association that truly represents manufacturers," he said.

"There does seem to be hope wrapped up in the plans of ARMADA, now that it is a distributor association," Blocker said. But then he asked: "Where do the manufacturers go from here? RIAA's membership program—if it has one—at best is weak and certainly is not publicized within the trade. This group (RIAA) could be the best vehicle for record manufacturers to use in starting improved public relations, as well as

improving on other matters that concern the industry."

Blocker said that the most important thing for the record industry right now is the absolute need of an association that represents all manufacturers. "From that association we can move forward. A combined effort on the part of all record manufacturers can make this industry surpass all others in the field of public relations," he predicted.

Another Blocker point was that the growth of the industry in past decades was because of the nature of the product, rather than the industry's own efforts.

"If it were not for the fact that periodically a new record personality comes along," he said, "I wonder where we would be? Fortunately such sudden successes as the Chipmunks and the Presleys and the Van Cliburns materialize, despite the apathy that exists toward a combined effort of manufacturers to employ a general public relations plan."

Tell Them the Story

"What about the intrinsic value of a record? Have record manufacturers ever told the consumers what a great variety of entertainment lies within a record store? Have we told them that there are not only hit tunes and show albums, but records that teach languages, tell stories, quote poetry?"

"Have we, as an industry, ever suggested to a consumer that a record would be just the right gift for a birthday, a graduation, for Mother's Day or Christmas? Have we ever told the consumer how inexpensive it is to bring music into their homes?"

It is time, Blocker said, that record manufacturers get together on a public relations plan for the entire industry.

INDUSTRY BRIEFS

Bagley, Shaw to Europe

Erv Bagley, sales manager and Carl Shaw, general manager of Audio Fidelity Records, left Monday (2) for a three-week business tour of Europe. Their ports of call include England, Holland, France and Germany. In the latter country, they'll confer with executives of Philips Phonographische.

New Name for Pincus Firm

LONDON—Ambassador Music, Ltd., is the new corporate name assigned to the music publishing interests of American publisher George Pincus here. Former name was Gil-Pincus Music, Ltd. The firm has recently moved to expanded quarters on Greek Street. Lee Pincus continues to head up the operation here and directs all activities of the Pincus catalog and affiliates on the Continent as well.

Dan Driscoll to Jamie

NEW YORK — The distribution wing of Jamie-Guyden Records has appointed Danny Driscoll as promotion manager. The vet music man has worked for Mercury, Smash, Warwick, and Cameo-Parkway in the past.

Charles Set as 2 LP's

NEW YORK — In addition to issuing its new "Ray Charles Story" as a two-LP package, Atlantic Records is also making the two disks available as single albums. The two sets, Volumes 1 and 2 contain the identical 29 tracks that make up the two-LP set.

Freestate in Balto

BALTIMORE — Freestate Distributing is opening an office in this city. It will be headed up by Everett Smith, formerly of King Records, and Zim Zimeral, formerly of Columbia and Dot, will be his assistant. The firm landed the Beltone line as one of its first accounts and is presently negotiating for others.

Fantasy Reactivates Galaxy

SAN FRANCISCO — Fantasy Records is reactivating its Galaxy subsid to showcase pop, folk, r.&b. and gospel talent. A.&R. duties for the new banner will be handled by Cliff Goldsmith. Artists signed include Johnny Lewis, the Holidays, Bill MacAfee, Gene Knox, the Playgirls, Roger Collins, the Apollos, and Saunders King.

Shelley Now Making Vinyl Records by Injection Mold

NEW YORK — Golden Crest Records has developed a method to manufacture vinyl records by the injection molding process. According to Clark Galehouse, head of Golden Crest, Shelley Products—the Golden Crest manufacturing subsidiary — has developed this technique by using a screw-type plasticizer that molds vinyl at controlled heat levels. The Shelley process uses dry vinyl compound.

Shelley Products is now offering to make these vinyl records in both sizes for other companies. Galehouse said that use of the screw plasticizer also makes it possible to use exotic material with this process that might reproduce more of the sound spectrum that vinyl does.

The screw type plasticizer is, in layman's terms, a screw feed or worm feed, similar to the worm gear on an old-fashioned meat grinder. Many companies have been working with screw-type plasticizers for the past two years. Machines used by the Shelley Products Company are made by Impco, the Improved Machinery

Products Corporation of Nashua, Mass. Other firms have made machines that have also used the screw-type plasticizer or worm feed principle. These include the Indus Corporation of Indianapolis, machines made by Garden State, machines made by Max Egar, Crown Machinery of Fort Worth, and Aragon Products of Newark.

There were high hopes in the early days of injection molding that

(Continued on page 23)

Precision Sees Growth Under New President

NEW YORK—Precision Radiation Instruments has named Vice-president Larry Finley as president and has mapped a substantial expansion program. Chairman of the board Alfred Bloomingdale made the announcement.

Finley said that a bigger processing, manufacturing and shipping center is being set up in Belleville, N. J. It will double production facilities. Five major divisions also have been established in the firm.

First of these is Tops, under which Tops, Golden Tone, Venise, Mayfair and Kimberly labels are released direct to retailers. Second is the newly created Hudson Record Company division with eight different labels to be sold exclu-

(Continued on page 27)

Big Doings for Columbia Sales Convention in Miami

NEW YORK — Miami Mayor Robert King High proclaimed July 15-22 American Music Week in his city in honor of Columbia Records, which is staging its national sales convention at nearby Bal Harbour beach.

The mayor was to extend the city's felicitations to Columbia president, Goddard Lieberson at the convention opening, July 17. Plans called for Lieberson to get the keys of the city.

Columbia representatives and distributor personnel from all over the U. S. were to attend. A number of foreign distributors, including those from Nippon Columbia, were also to attend.

In addition to these dignitaries, the firm will have a flock of its key artists on hand, including Mitch Miller, Dave Brubeck, Percy Faith, Frankie Laine, Jimmy Dean, the Brothers Four, Robert Goulet, Tony Bennett, Carol Sloane, Marty

Robbins, Johnny Cash, Claude King and many others.

In addition to sales meetings all day Thursday and part of Friday, Columbia will present shows featuring its artists on Thursday, Friday and Saturday nights.

In his proclamation on Music Week in Miami, Mayor High stated: "I urge all citizens of Miami to join with me in making these distinguished musical visitors the joys that can be derived from music."

Meanwhile, WFUN, one of the swinging pop disk outlets in Miami, was due to salute a series of "citizens of the day," during convention week. The citizens so honored will all be members of the Columbia family.

Fox Quits ASCAP Advisory Board, Says He'll Still Fight From Outside

NEW YORK—Fred Fox, head of Sam Fox Publishing, has resigned from the ASCAP Publishers Advisory Board. Ed Lorenz, a publisher of sacred music in Ohio, who has been serving with Fox on the board of six members, also has resigned.

Called for confirmation, Fox ad-

mitted he had broken away over differences of opinion in ASCAP's internal structure.

"After the last two meetings of the board, it became clear to me that my hopes of bringing about significant changes for the better in the Society could not be realized," he said. I decided that the only hope remaining is to fight the battle from without rather than from within."

Fought Consent Order

Fox was appointed to the board after the ASCAP consent decree of 1960 was put into effect. Fox had long fought the consent order, claiming it did not go far enough towards effecting what he and a number of ASCAP publishers felt were vitally needed changes in the ASCAP system of voting and distribution.

"If we couldn't get what we wanted one way, I simply felt that we might bring about some necessary changes within the publishers advisory board," Fox said.

(Continued on page 23)

7 Firms Get Approval As New NARM Members

LOS ANGELES — Seven new firms have been approved for membership by the National Association of Record Merchandisers Board of Directors. Certifications were made by the NARM board at a recent meeting at the Beverly Hilton Hotel here.

Members making regular status are Brown Sales Company, Columbia, S. C.; Rapid Merchandising, Minneapolis, and Record Wholesalers, San Francisco. The Brown firm services the Winn Dixie, Eckers Drug, Harpers, S. H. Kress, and Rose's 5 and 10 stores. The firm is headed by H. G. Brown and son. Rapid Merchandising services post exchanges in military bases and discount stores. Among the outlets serviced are Family Thrift Centers, Twin Ports Sales, Arden Sales, and Post Discount stores. The firm is headed up by Herbert

N. Sandel, and Noel Korengold is merchandise manager. President of Record Wholesalers is Don Ayers. The firm services accounts in Northern California.

Those accepted for associate membership were Philips Records, GMP-Crescendo Records, Alfred Saeman, Inc., and Record Accessories Corporation. The first two firms are record manufacturers while the Saeman firm, represented by Alfred Saeman and Murry Wallach, is a manufacturer of wire display racks, and the Record Accessories firm, represented by Morty Kline, is a producer of disk accessories.

All new member companies are eligible to take part in the forthcoming NARM mid-year meeting and sales conference which will be held in the Edgewater Beach Hotel, Chicago, August 26-29.

CHEZAR IS PYE MAN IN THE U. S.

NEW YORK — In a story last week BMW erroneously named International Television Corporation as representative of Pye Records. Actually, Irving Chezar is the agent for Pye in this country. Chezar also was responsible for placing the Ray Adams "Violetta" disk through Pye with Laurie. The side originally appeared on the Fontana label in Europe as was stated in the story.

Columbia Records Ups 3 Executives

NEW YORK—Three new executive appointments have been announced by Columbia Records. John J. Lorenz has been named vice-president, finance. New market research manager is Edward Appel, while Gerald Yeager has been appointed to the post of analyst.

Lorenz will be responsible for financial policy and planning of the Columbia Records Division. He has been assistant controller of CBS and has held other posts with CBS since 1958. He reports to Norman Adler, executive vice president. Appel, who joined the firm in 1961 as market research analyst, will report to John Wiley, director of market research. Yeager, who joined Columbia in 1959, will assist in all division market research studies.

Decca Unveils Plan to Regions

NEW YORK — Decca will introduce its August promotion called "Sales Unlimited" in a series of five regional sales meetings to be held next week.

Syd Goldberg, Decca vice-president, accompanied by Claude Brennan and Lou Sebok will meet with regional and field personnel in Los Angeles, Monday (16); New Orleans, Tuesday (17); Chicago, Wednesday (18); Cleveland, Thursday (19), and New York, Friday (20).

Kick-off date for the program has been set for July 23.

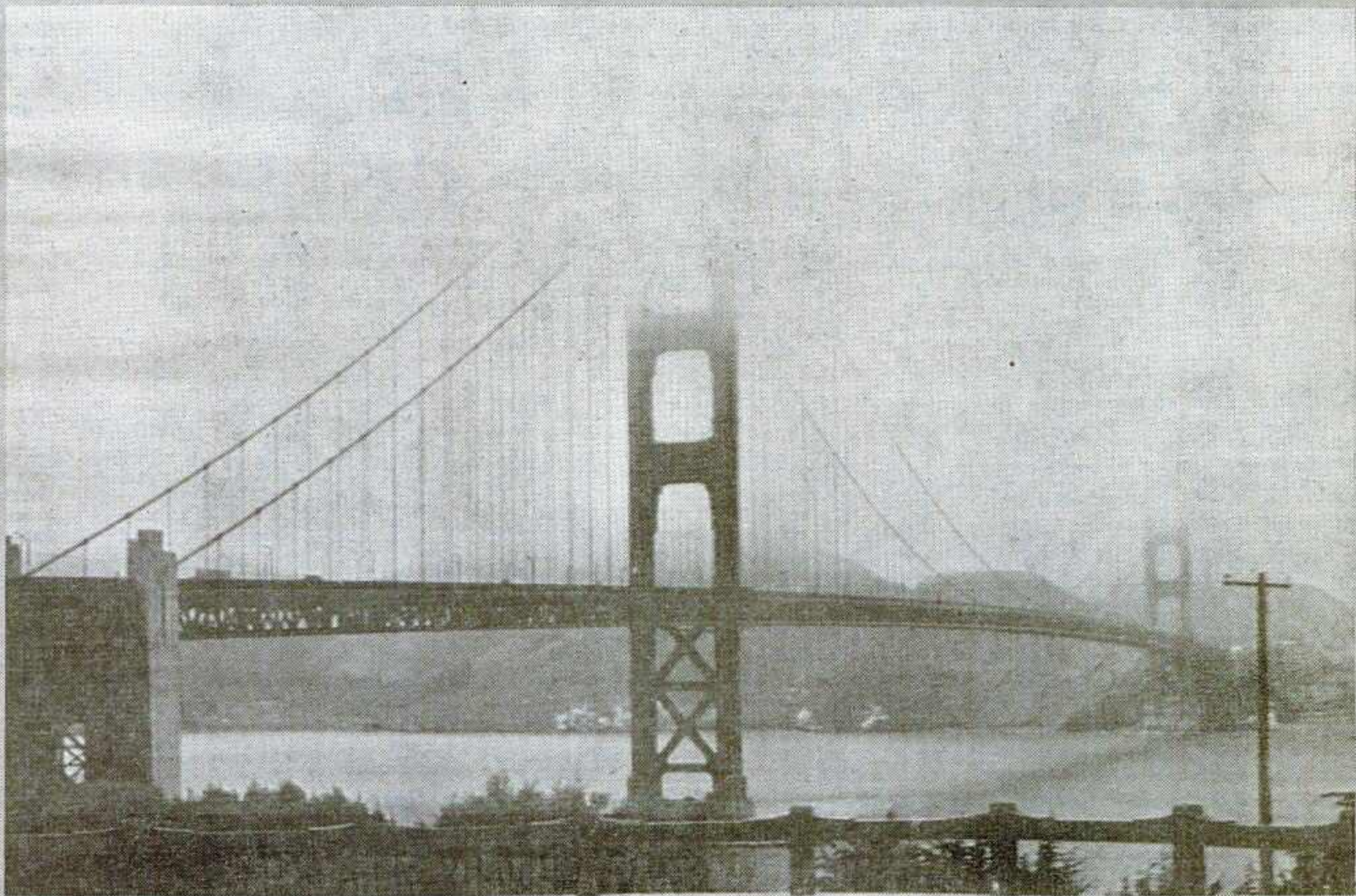


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Mutual Interests Key in Organizing More Manufacturers, RIAA Head Says

NEW YORK—The Record Industry Association of America is on a campaign to bring into the organization those record manufacturers who belonged to ARMADA and now have been disenfranchised since ARMADA has become a distrib organization. Henry Brief, executive secretary of the RIAA, already has spoken to

a number of these manufacturers and is writing to others. This is part of the RIAA drive to expand its membership by large numbers by the end of the year.

Brief said that there are great areas of mutual interest between all manufacturers, regardless of size, and that they would all benefit by being in one manufacturer

organization. He noted that the RIAA can do only what is legally permissible for a trade association, and that such subjects as pricing, transshipping and similar questions are legally precluded from trade association activity.

Instead, he said the RIAA can tackle areas of legal and legislative activity for the good of the industry. By this he meant such areas as anti-counterfeiting, the elimination of the excise tax on records, the retention of the compulsory licensing provision of the Copyright Act and similar fields.

Brief noted that the RIAA was now engaged on an all-out public relations drive that he felt would have tangible results for the industry as a whole. This included leaflets and brochures and information letters to hundreds of newspapers each week to help acquaint them with the wealth and diversity of the recorded repertoire.

He said that the firm had issued a brochure, "Your Wonderful World of Records," that was being sent to all news services, feature writers and the general public on request. Brief said that the RIAA was setting up a full-scale exhibit at the World's Fair of Music and Sound in Chicago in August that would explain the whole record business.

The executive also said that the RIAA was working on a plan to help manufacturers merchandise their Gold Record Awards—those that are certified by the RIAA for albums and singles—to the public. In passing, Brief said that certification of gold records or album awards was open not only to RIAA members but to non-members as well.

RIAA now offers to its membership, said Brief, statistical programs, based on manufacturer sales to distributors. These are gleaned from reports from those members who wish to give their sales figures. These are issued on a monthly basis. A quarterly statistics program of sales of reel-to-reel tape is also issued to RIAA members.

A study is now under way by the RIAA for an industry Buying Power Index that, it is hoped, will not only cover the BPI for types of records, but also according to types of material, by age and special interest groups.

Brief said that an association derives its strength from its membership, and the more members that RIAA could acquire the stronger it would be. He pointed out that the executive committee of the RIAA now is made up of large and small manufacturers. The RIAA's aim, said Brief, was to represent all

BMW DEALER SURVEY

Majority Wants Stereo LP Price Same as Mono

NEW YORK—A majority of dealers throughout the United States—51 per cent of them in fact—believe that the stereo LP price should be the same as the mono LP price. A survey, just completed

by Billboard Music Week, covered more than 500 dealers during the period January 1 through May 19, 1962.

The dealers were sampled on a scientific basis by the Billboard Research Department. Each area of the country was proportionately sampled for each of the 20 weeks and every size of dealer also was proportionately sampled. Each of the 500 dealers was interviewed personally by a Billboard Research Department representative.

The question asked: "Do you have any comment on whether the price of stereo LP's should be the same as mono LP's?"

A total of 225 dealers, or precisely 51 per cent, said the price of stereo LP's should be the same as singles. A total of 122 dealers, or 24.4 per cent, said stereo LP's should stay as they are—\$1 more than mono. Others had no opinion.

The 51 per cent of the dealers who felt that stereo LP's should be on the mono level said that if prices were the same they would sell many more LP's—especially stereo LP's. Some dealers said sales

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WEEKLY MARKET ANALYSIS

Continued from page 1

a trend, distributors note that often material breaks first in Toledo, then moves into the Motor City.

Detroit's big singles stations—WJBK and WXYZ—always have been sensitive to pop hits, but lately distributors feel the stations are getting on new material much faster. As one distributor put it, "They're willing to pioneer and test, making for a much 'hipper' record picture here."

Discounting continues on a par with prices ranging from \$2.77 to \$2.98 for a regular \$3.98 album. Rumors are circulating that Gem and Korvette are expected to open stores in the area before too long.

Three of the city's newest distributors—Record Merchants, S & L and Merle—appear to be getting well established. The latter two were formed when Merle Schneider and John Shepherd, who previously owned S & S Distributing Company split.

Schneider formed Merle Distributing, and Shepherd took on a new partner, Bob Lymperis, to form S & L. Shepherd and Lymperis now have some 15 lines including MGM, Disneyland (acquired recently from Henry Droz), Request, Circa and Allied. Firm employs three salesmen, Rick Tecker, Jerry Light and Roy Austin, and two promotion people, Curley Dmytro and Betty Alexander.

The new distrib has also enjoyed a steady percentage of sales increase each month and recently bought a new building in the North-West "Record Row" section of Detroit. Another big distributor, John Kaplan, is also breaking ground up the street from S & L for a new building.

Boston Tests Value of Radio Plugs

BOSTON—The practice of plugging new albums through sponsored radio time has been undergoing considerable testing here in the past two months. Most recent test took place during the past two weeks when Epic Records, through its local outlet, Dumont Distributors, bought time on WMEX for exposure of the new Bobby Vinton "Roses Are Red" album.

Some time back, Mutual Distributors bought local time to plug the "Oldies But Goodies" packages on the Original Sound label. At that time, the programming was set up strictly by the distributor with no dealer participation. Later, Mutual added a new wrinkle to the airings by bringing dealers into the picture.

Under this arrangement, dealers willing to go along with the idea were mentioned on the show as stores where the album being plugged could be obtained. Dealers taking part in the payments for the time were urged also to set up window displays of the given albums. The records in this case were the Liberty label's "Hits Past and Present." Dealers so far are divided in their assessment of the success of the idea.

One album which is beginning to show some action is a local product on the Big Top label. Cut live at the local Palace Club, a twist spot on Tremont Street, the album is titled "The Marathon Twist" with Little Lou and his band, and it's reported selling well in the downtown areas. Still on the twisting front, Joey Dee and the Starlighters played a date at the local Frolics Club last week and reportedly drew good houses.

WB Skeds 16 Distrib Meets

HOLLYWOOD—Warner Bros. Records will conduct a series of 16 meetings throughout the country to be attended by its 35 distributors and their key salespeople.

The label's president, Mike Maitland, and district sales manager, Hugh Hilliard, will conduct the meetings in the Midwest. Merchandising director, Joe Friedman, will handle the Eastern meetings with district sales manager, Sid Schaffer. National sales manager, Bob Sommers, will be aided by district sales manager, "D." Kilpatrick, in conducting the sessions in the South, and national promotion manager, Joe Smith, will run the meetings in the West with district sales manager, Arnold Thies, at his side. Meetings will be held this week, with audio-visual aids to be used in getting the sales message across.

Radio Still Hopes For Banner Year Despite Early Sag

WASHINGTON — A sag in profit margins for radio stations last year as against 1960 has not dampened the broadcasters' hopes for gains this year. Based on four months of operations for 1962, radio stations expect a 3.5 per cent increase in revenue, while TV stations expect revenues to climb by 6.7 per cent, according to NAB's Department of Broadcast Management.

The typical radio station earned a 4.8 per cent profit before taxes in 1961 as compared with 7.6 per cent in 1960, the National Association of Broadcasters reports. The typical radio station experienced a 3.6 decline in revenue during 1961, while expenses were down less than 1 per cent. Smaller stations located in larger cities were the only ones that did not report decreased profit margin for the year, said James H. Hulbert, head of the NAB Broadcast Management Department.

manufacturers in the business, large or small—and even those in specialty fields.

Ames Bros. to Open Houston Private Club

HOUSTON—The Ames Brothers have announced plans for a new private club atop Houston's Rice Hotel. The club, the Ames Brothers' Penthouse on the Rice, will open New Year's Eve.

The club will be divided into seven rooms, each with a different decor and appropriate foods. The Celebrity Room will feature name entertainment.

The brothers, Joe, Gene and Vic, are moving to Houston to manage the club.

Other rooms are: the "U.S.S. Rice Roof," nautical style; the "Sing-A-Long Room," Gay Nineties; the "Discovery Room," a showcase for new talent; the "Matador Room," Spanish cuisine; the "Venetian Way," Italian, and the "Kings and Queens' Room," where card playing facilities will be available for members of the private club.



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

Publisher
Hal B. CookNew York Office
1564 Broadway, New York 36, N. Y.
PLAZA 7-2800

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Coin Machine Advertising
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CENTRAL 6-9818

Richard Wilson, Coin Machine Ad. Mgr.

Circulation Sales
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Subscription Fulfillment
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Cable Address: MUSICWEEK NEWYORK

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

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

Copyright 1962 by The Billboard Publishing Company. The company also publishes Vend, the bi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10, and High Fidelity, the magazine for music listeners; one year, \$6. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, O. Vol. 74 No. 29

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JULY 21

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	Composer-Publisher	Weeks on Chart
1	2	ROSES ARE RED By P. Evans-A. Byron—Published by Lyle (ASCAP)	5
2	3	I CAN'T STOP LOVING YOU By Don Gibson—Published by Acuff-Rose (BMI)	10
3	4	THE WAH-WATUSI By Mann-Appell—Published by Kalmann, Lowe, ASCAP	4
4	1	THE STRIPPER By David Rose—Published by D. Rose (ASCAP)	8
5	5	SEALED WITH A KISS By Udell-Gold—Published by Pogo, ASCAP	4
6	7	WOLVERTON MOUNTAIN By M. Kilgore-C. King—Published by Painted Desert (BMI)	5
7	6	PALISADES PARK By Barris—Published by Claridge (ASCAP)	9
8	12	JOHNNY GET ANGRY By Edwards-David—Published by Tod (ASCAP)	5
9	14	SPEEDY GONZALES By Kaye-Hill-Lee—Published by Budd, ASCAP	3
10	9	AL DI LA' By Mogol-Donida-Drake—Published by Witmark (ASCAP)	6
11	10	GRAVY By Mann-Appell—Published by Kalmann, ASCAP	4
12	8	IT KEEPS RIGHT ON A-HURTIN' By Johnny Tillotson—Published by Tanridge (BMI)	9
13	20	AHAB THE ARAB By R. Stevens—Published by Lowery (BMI)	2
14	21	BREAKING UP IS HARD TO DO By Sedaka-Greenfield—Published by Aldon, BMI	3
15	11	SNAP YOUR FINGERS By Grady Martin-Alex Zinetis—Published by Cigma (BMI)	6
16	15	I'LL NEVER DANCE AGAIN By Mann-Anthony—Published by Aldon, BMI	4
17	18	HAVING A PARTY By Sam Cooke—Published by Kags (BMI)	5
18	22	DANCING PARTY By Mann-Appell—Published by Kalmann (ASCAP)	2
19	16	THEME FROM DOCTOR KILDARE By Goldsmith-Winn-Rugolo—Published by Hastings, BMI	4
20	13	PLAYBOY By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI)	8
21	30	(GIRLS, GIRLS, GIRLS) MADE TO LOVE By Everly—Published by Acuff-Rose (BMI)	2
22	23	JOHNNY LOVES ME By Mann-Weit—Published by Aldon, BMI	3
23	24	TWIST AND SHOUT By P. Medley-R. Russell—Published by Mellin (BMI)	2
24	—	YOU'LL LOSE A GOOD THING By Barbara Lynn Ozen—Published by David-Crazy Cajun-Jamie (BMI)	1
25	25	I NEED YOUR LOVING By Gardner—Published by Fast-Pete (BMI)	2
26	17	CINDY'S BIRTHDAY By Winn-Hooven—Published by Maravilla, BMI	7
27	—	LOCO-MOTION By Goffin-King—Published by Aldon (BMI)	1
28	—	SEVEN-DAY WEEKEND By Pomus-Schuman—Published by Hill & Range (BMI)	1
29	—	WELCOME HOME BABY By Luther Dixon—Published by Ludix (BMI)	1
30	26	LITTLE BITTY PRETTY ONE By Robert Byrd—Published by Recordo, BMI	3

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **ROSES ARE RED**—Bobby Vinton, Epic 9509.
2. **I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355; Ray Garmett, Operators 2012.
3. **THE WAH-WATUSI** — Orions, Cameo 218.
4. **THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
5. **SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336.
6. **WOLVERTON MOUNTAIN** — Claude King, Columbia 42352.
7. **PALISADES PARK**—Freddie Cannon, Swam 4106; Timmy Reynolds, Operators 2014.
8. **JOHNNY GET ANGRY** — Joanie Sommers, Warner Bros. 5275.
9. **SPEEDY GONZALES**—Pat Boone, Dot 16368; David Dante, RCA Victor 8056; Del-Knights, Bronko 502.
10. **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.
11. **GRAVY**—Dee Dee Sharp, Cameo 219.
12. **IT KEEPS RIGHT ON A-HURTIN'** —Johnny Tillotson, Cadence 1418.
13. **AHAB THE ARAB**—Ray Stevens, Mercury 71966.
14. **BREAKING UP IS HARD TO DO** —Neil Sedaka, RCA Victor 8046.
15. **SNAP YOUR FINGERS** — Joe Henderson, Todd 1072.
16. **I'LL NEVER DANCE AGAIN**—Bobby Rydell, Cameo 217.
17. **HAVING A PARTY**—Sam Cooke, RCA Victor 8036.
18. **DANCING PARTY** — Chubby Checker, Parkway 842.
19. **THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622.
20. **PLAYBOY** — Marvelettes, Tamla 54060.
21. **(GIRLS, GIRLS, GIRLS) MADE TO LOVE**—Eddie Hodges, Cadence 1421.
22. **JOHNNY LOVES ME** — Shelley Fabares, Colpix 636.
23. **TWIST AND SHOUT** — Isley Brothers, Wand 124.
24. **YOU'LL LOSE A GOOD THING**—Barbara Lynn, Jamie 1220.
25. **I NEED YOUR LOVING** — Don Gardner & Dee Dee Ford, Fire 508.
26. **CINDY'S BIRTHDAY** — Johnny Crawford, Del Fi 4178.
27. **LOCO-MOTION**—Little Eva, Dimension 1000.
28. **SEVEN-DAY WEEKEND** — Gary (U. S.) Bonds, LeGrand 1019.
29. **WELCOME HOME BABY**—Shirelles, Scepter 1234.
30. **LITTLE BITTY PRETTY ONE**—Clyde McPhatter, Mercury 71987.

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NEWS REVIEW

Magic Violins Lush, Warm—and 99¢

For the beginning collector who is interested in a set of lush and warm instrumental interpretations of music of outstanding composers as well as a touch of the familiar classics, the 12-album set by the Magic Violins should fill the bill. The 12 LP's, issued on the Diplomat label (a subsidiary of Synthetic Plastics, and listing for 99 cents each) are devoted to music by Leroy Anderson, Rodgers and Hammerstein, Lerner and Loewe, Victor Herbert, George Gershwin, Jerome Kern, plus songs from shows, movies and even themes from familiar classics. They are all performed by a large pickup ork under the baton of Eric Druker. The ork performs the tunes on all of the albums, smoothly and capably, providing pleasant listening. The sound is good and the recordings are of good quality.

At the 99-cent price the LP's are a good buy. They should do well in racks, especially in supermarket and drug locations, and the covers should help impulse buying.

POP

- MAGIC VIOLINS PLAY THE BEST OF JEROME KERN, Magic Violins—Diplomat SS 2500 (S)**
MAGIC VIOLINS PLAY MUSICAL PATTERNS OF LEROY ANDERSON, Magic Violins—Diplomat SS 2501 (S)
MAGIC VIOLINS PLAY THE ENCHANTMENT OF RODGERS AND HAMMERSTEIN, Magic Violins—Diplomat SS 2502 (S)
MAGIC VIOLINS FEATURING TWIN PIANOS SAY IT WITH MUSIC, Magic Violins—Diplomat SS 2503 (S)
MAGIC VIOLINS PLAY THE MANY SIDES OF LERNER AND LOEWE, Magic Violins—Diplomat SS 2505 (S)
MOVIE THEMES, Magic Violins—Diplomat SS 2506 (S)
MAGIC VIOLINS PLAY THE MEMORIES OF VICTOR HERBERT, Magic Violins—Diplomat SS 2507 (S)
MAGIC VIOLINS PLAY THE BEST OF GEORGE GERSHWIN, Magic Violins—Diplomat SS 2508 (S)
MAGIC VIOLINS PLAY THE BEST OF BROADWAY, Magic Violins—Diplomats SS 2509 (S)
STRINGS IN MOTION, Magic Violins—Diplomat SS 2512 (S)
BE MY LOVE, Magic Violins—Diplomat SS 2514 (S)

CLASSICAL

- MAGIC VIOLINS PLAY CLASSICAL GEMS, Magic Violins, Diplomat SS 2504 (S)**

BOB ROLONTZ

MUSIC AS WRITTEN

'MADAME BUTTERFLY' RECORDED IN ROME . . .

First opera to be recorded in the new RCA Italiana studios in Rome is "Madame Butterfly" starring Leontyne Price. The set also features Richard Tucker, Philip Maero and Rosalind Elias. Erich Leinsdorf is conducting an orchestra and chorus drawn from the best musicians available in Rome. Recording is under way now and will continue through July 22.

ANGER IS CONMAR EXEC . . .

Harry Anger, formerly with MGM and Warner Bros. Records, is now director of advertising, sales promotion and public relations from Conmar Zippers, Newark, N. J.

RUDOLF FRIML TO APPEAR . . .

Rudolf Friml made his first public appearance in 30 years with the Cleveland Pops Orchestra July 11. The occasion was the presentation of a "An Evening With Rudolf Friml," which celebrated his 50th year as a composer. The concert took place at the Cleveland Public Auditorium.

LARRY TAYLOR TO COAST . . .

Larry Taylor, general professional manager for Bourne Music, left Friday (13) for a 10-day trip to the West Coast to cover the trade there.

New York

Magnifico Records has been formed in Mamaroneck here, with Don Trifiletti as prexy. . . Aussie comedian Bobby Limb in the States visiting. . . Decca has signed calypso singer Steve De Passe. . . The tune, "Jackpot," by the Drifters on Atlantic, reviewed in the June 30 issue, is in Arch Music, ASCAP. . . The "Junkman" girls, Patty La Belle and the Blue Belles, on a 21-day tour with Clyde McPhatter, which will cover 20 cities. . . First recordings in almost two decades by blues singer Sleepy John Estes will be available soon on Delmar. . . Brook Benton playing the Apollo Theater in September. . . Cathy Carr, now on Laurie, to record an LP of "fireside" favorites.

Pittsburgh

Carol Burnett, who launched her revue recently as the first Civic Light Opera offering in Pittsburgh's \$22,000,000 Civic Auditorium, sold out the huge arena during her entire week with a fabulous \$100,000 gross anticipated. The comedy team of Marty Allen and Steve Rossi were part of her package deal. "A Night With Jerry Lewis" opened a week's engagement on July 9.

Jim Winston, Columbia branch manager; Solly Solomon, his promotion chief and six members of their staff will attend the annual Columbia sales meeting at the American Hotel in Miami Beach beginning July 18. . . The Four Freshmen report to West View Park on July 18. The same park's Danceland has also set Freddie Cannon's orchestra, Johnny Tillotson and the Glenn Miller orchestra for late summer dates. . . Stan

(Continued on page 27)

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BILLBOARD MUSIC WEEK HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la fama) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include MIDDNIGHT IN MOSCOW, MULTIPLICATION, PALOMA, EL POETA LLORO, NATA PER ME, THE NIGHT I CRIED, TIERRA DE AMOR, POPOTITOS, LUZ Y SOMBRAS, COME SEPTEMBER.

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include DO YOU WANT TO DANCE?, I CAN'T STOP LOVING YOU, WOLVERTON MOUNTAIN, SOUTHERN 'RORA', WEST OF THE WALL, I'LL NEVER DANCE AGAIN, THAT HAPPY FEELING, I'VE BEEN EVERYWHERE, HAVE YOU EVER BEEN TO SEE KING'S CROSS?, THE MAN WHO SHOT LIBERTY VALANCE, CATERINA, MOON RIVER, FUNNY WAY OF LAUGHIN', SI SENOR, DEAR ONE.

BRITAIN

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

Table with 2 columns: This Week, Last Week. Tracks include I CAN'T STOP LOVING YOU, PICTURE OF YOU, COME OUTSIDE, I REMEMBER YOU, GOOD LUCK CHARM, HERE COMES THAT FEELING, GINNY COME LATELY, DON'T EVER CHANGE, THE GREEN LEAVES OF SUMMER, ENGLISH COUNTRY GARDEN, LAST NIGHT WAS MADE FOR LOVE, YES, MY DARLING DAUGHTER, I'M LOOKING OUT THE WINDOW, STRANGER ON THE SHORE, AIN'T THAT FUNNY, OUR FAVOURITE MELODIES, FOLLOW THAT DREAM.

Table with 2 columns: This Week, Last Week. Tracks include SHARING YOU, TEARS, RIGHT SAID FRED, AS YOU LIKE IT, I DON'T KNOW WHY, SPEEDY GONZALES, JUST A LITTLE LOVE, YA YA TWIST, DO YOU WANT TO DANCE, DR. KILDARE THEME, PALISADES PARK, LITTLE MISS LONELY, AL DI LA, UNSQUARE DANCE.

DENMARK

(Courtesy Quam Musikbureau, Copenhagen) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include THE YOUNG ONES, LA NOVIA, HAWAII TATTOO, WALK ON BY, GOOD LUCK CHARM, A LITTLE BITTY TEAR, SCHWARZE ROSE ROSEMARIE, I'M LOOKING OUT THE WINDOW, WHEN MY LITTLE GIRL IS SMILING, TOY BALLOONS.

EIRE

(Courtesy Dublin Evening Mail) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include PICTURE OF YOU, I CAN'T STOP LOVING YOU, COME OUTSIDE, GOOD LUCK CHARM, LOOKING OUT THE WINDOW, GINNY COME LATELY, KATIE DALY, A LITTLE LOVE, LAST NIGHT WAS MADE FOR LOVE, KATIE DALY.

FRANCE

(Courtesy Patenleuws, Amersfoort) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include RETIENS LA NUIT/SERRE LA MAIN D'UN FOU, CLAIR DE LUNE A MAUBEUGE, LE TWIST DU CANOTIER, PETIT GONZALES, LEON DE TWIST, LE MEXICAIN, JE REVIENDRAI BIEN TOT, GRANADA/LA BAMBA, ET MAINTENANT, ESPERANZA.

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include SHOUT, CLAIRE DE LUNE A MAUBEUGE, LEON DE TWIST, YA YA TWIST, HEY MAE/WHEN THE COUSINS COME TWISTIN IN, OH LA LA LOUISE, ESPERANZA, UN MEXICAIN, SOEUR SOURIRE, ET MAINTENANT.

GERMANY

(Courtesy Automaten-Markt, Braunsweig) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include HEISSER SAND, ICH SCHAU DEN WEISSEN WOLKEN NACH, WIEDER, SCHLAFST DU SCHON?, PARADISO, AUF WIEDERSEHN MARLENE, BLAUES BOOT DER SEHNSUCHT, AUF MEINER RANCH BIN ICH KONIG, GOOD LUCK CHARM, CATERINA, NO MORE, ALO-AHE, GEH NICHT VORBEI, LADY SUNSHINE AND MR. MOON, NORMAN, TAG FUR TAG BEKOMME ICH DREI ROSEN, ZWEI KLEINE ITALIENER, SILVER MOON, NAPOLI MELODY, EINE ROSE AUS SANTA MONICA, HAWAII TATTOO.

HOLLAND

(Courtesy Patenleuws, Amersfoort) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include ZWEI KLEINE ITALIENER, GOOD LUCK CHARM, WONDERFUL LAND, THE YOUNG ONES, DO YOU WANT TO DANCE, NORMAN, TANE MIT MIR IN DEN MORGEN, HEISSER SAND, DE BLINDE SOLDAAT, MEXICO.

HONG KONG

Table with 2 columns: This Week, Last Week. Tracks include SPEEDY GONZALES, I NEVER KNEW YOUR NAME, I'M ON MY WAY, SECOND HAND LOVE, SHARING YOU, MANDOLINO, ANGEL, GINNY COME LATELY, DRUMMIN' UP A STORM, TEACH ME TO TWIST.

HUNGARY

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

Table with 2 columns: This Week, Last Week. Tracks include 24,000 Mille Baci, SZIA, ALOM JODLI, MHCSDA NAGYSZERU DOLOG, LES ENFANTS DU PIREE, JO AZ ALMODOZAS, EGYEDUL A TOPARTON, OH SERENELLA, BABYSITTER BOOGIE, VALAKI KELL.

ITALY

(Courtesy Musica e Disci, Milan) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include STAI LONTANA DA ME, CUANDO CALIENTA EL SOL, DANIELA/ST. TROPEZ TWIST, LA RAGAZZA COL MAGLIONE, LASCIA MI IL TUO SORRISO, LA PALOMA, RENATO, ABAT-JOUR, EVELYNNE, TORNA PICCINA, OGNI GIORNO, LET'S TWIST AGAIN, MOLIENDO CAFE, RETIENS LA NUIT, TWISTIN' THE TWIST.

JAPAN

(Courtesy UTAMATIC, Tokyo) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include OUSHO, TOO MANY RULES, LIMBO ROCK, YUNOMACHI ELEGY, WASURENAISA, AKASHIYA NO AMEGA YAMUTOKI, GARASU NO JOHNNY, AME NO HANAZONO, NOZOKI BUSHI, ERIKO.

MEXICO

(Courtesy Audiomusica, Mexico City) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include TRIANGULO, ADIOS MUNDO CRUEL, EL GRAN TOMAS, EL LOCO, CUANDO VOLVERAS, VAGAR ENTRE SOMBRAS, JAMAS, JAMAS, NENA BAILAMOS TWIST, EDI, EDI, MUNEQUITA.

NEW ZEALAND

Table with 2 columns: This Week, Last Week. Tracks include I CAN'T STOP LOVING YOU, LOVERS WHO WANDER, WHEN MY LITTLE GIRL IS SMILING, LIBERTY VALANCE, YOUNG ONES, OLD RIVERS, GINNY COME LATELY, IT KEEP RIGHT ON, SPEAK TO ME PRETTY, FOLLOW THAT DREAM.

NORWAY

(Courtesy Verdens Gang) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include GOOD LUCK CHARM, I'M LOOKING OUT THE WINDOW, AILLE SA NER SOM A INGEBJORG, ZWEI KLEINE ITALIENER, GINNY COME LATELY, LOVER PLEASE, SCWARZE ROSE ROSEMARIE, I CAN'T STOP LOVING YOU, SPEAK TO ME PRETTY, COME OUTSIDE.

SPAIN

(Courtesy Discomia) *Denotes local origin

Table with 2 columns: This Week, Last Week. Tracks include PERDONAME, LOVE ME WARM AND TENDER, LINDA MUCCHACHITA, EL TERCER HOMBRE, BALADA DE LA TROMPETA, DANCE ON LITTLE GIRL, A STEEL GUITAR AND A GLASS OF WINE, HIS LATEST FLAME, TANGO ITALIANO, MULTIPLICATION.

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FOLLOWING UP
THEIR TREMENDOUS
HIT—
"I LOVE YOU"



Vocalists in German Facelift Campaign

MUNICH—West German diskeries are using foreign artists, including several Americans, to promote the export of German disks. It is a calculated step to overcome what German diskery officials state is a pronounced anti-German bias in many foreign countries.

"We have been working for years to develop the export of German music, but we have made very little headway," a major German diskery executive said. "For the last year our company, along with others in the trade, has been conducting detailed market surveys in the major world markets to find out what we are doing wrong. In country after country, we have turned up the same situation. What government leaders and industrial executives in

these countries say and the way people in these countries act are two entirely different things.

"Anti-German resentment because of the Nazi atrocities and the two World Wars remain very strong in wide areas of the world, and these resentments definitely influence the acceptance of our phonograph records in these countries."

The German disk executive said his firm's surveys abroad, including the U.S., Britain, and France, turn up this uniformly skeptical response to talk of a "new Germany."

German firms believe the easiest way to impress foreigners with the changes that have occurred in Germany since Hitler's reign is to expose the foreign artists who have settled down to successful careers in this country as top domestic recording artists.

Two of West Germany's top vocalists are Americans—Gus Backus and Bill Ramsey. Germany's singing foreign legion includes Caterina Valente (Italy), Freddy Quinn (Yugoslavia), Pirko Manolo (Finland), Jimmy Makris (Greece), Vico Torriani (Switzerland), the Danish duo, Jan and Kjeld, and three Swedes, Siv Malmkvist, Lil Babs and Alicia Babs. In fact, the German domestic music market is international, with foreign vocalists predominating; the Germans now intend to promote this fact abroad to break down resistance to German music.

director and guitarist with the singing trio, the Windjammers.

Disk News

Pix magazine has now produced a fourth disk known as Volume 3 Jazz Classics. To produce this album the magazine brought together seven Australian jazz leaders to form the Pix all-star Australian Jazz Band. The magazine hopes that its three jazz classics volumes will form the nucleus of an Australian jazz album which will inevitably be available for overseas sale.

Tony Brady recently returned to Sydney from Singapore to record two singles for the Leeton label. United Artists rush-releasing the sound-track album "Paris Blues" to coincide with the release of the film in late July. . . . Pye Records acquired a single release of Johnny Crawford's "Cindy's Birthday" from Del-Fi. After receiving many requests from retailer, EMI is issuing a single of "Never on Sunday" b/w "Tammy," by Connie Francis, taken from her best selling album on MGM.

Four version of Lucky Starr's hit, "I've Been Everywhere," will be released on the Festival label entitled "Lucky's Been Everywhere." Three new versions have been recorded for release in England, America and New Zealand. Hank Snow has recorded the number for his next release on RCA in the States. EMI released the disk in London while the original has been issued by Big Top in the States.

Dave Guard, late of the Kingston Trio, made a guest appearance on the Johnny O'Keefe TV show before returning to America July 5. While in Sydney arrangements were made for a tour by the Whiskey Hill Singers. . . . Jack Argent, of Leeds Music, has acquired Brenda Lee's new Decca single, "It Stared All Over Again," released on the Festival label, July 16. Also "To Love and Be Loved," by Vic Dana,

B-W in Masters Deal With Zodiac, Emerald

WOOSTER, Ohio — Quentin (Reed) Welty, vice-president of B-W Music, Inc., with headquarters here, has announced the signing of lease agreements on masters with Zodiac Records of London and Emerald Records of North Ireland.

The Zodiac releases, scheduled for this month, will spot country singer Kathy Dee and Les and the Playboys. The Emerald contracts will put Kenny Biggs into distribution in the European area, Welty says.

from Dolton on London to be released early August.

Publishing Field

Johnny O'Keefe's publishing company Victoria has secured Australian right for "Get a Little Dirt on Your Hands," recorded locally by the Delltones on Leeton. . . . Norman Whitely, of Belinda Music, has announced the appointment of recording star Johnny Devlin as professional manager for Belinda and its associate companies.

Country Covers

Bob Whitty reports from RCA that the reason his company has released so many cover versions during the past few months is that they have tremendous sales in country areas, though city sales are down.

BELGIUM

40,000 to See Jazz Festival

By JAN TORFS

Stuivenbergvaart, 37-Mechelen

The annual jazz festival of Comblain-la-Tour in Belgium will take place this year, August 4 and 5. When the Festival took place for the first time four years ago, organizer Joe Napoli programmed jazz, but in the meantime, rock and roll and pop music have been added. This year some 40,000 spectators are expected. Many stars are expected, among them Frankie Avalon, Pia Beck, the Old Merry Tale Jazzband and Frankie Sands. This Festival takes place in the open air.

Disk News

Udo Jurgens, the man who won the Song Festival of Knocke in 1960 with his own composition "Jenny," has a new record with two romantic sides. First side is "La Serenata," a melody by Erwin Halletz with lyrics by Konig. Flip side is from the same team. "Ich sag dir nicht 'Ich liebe dich' (I Won't Say I Love You), a melody in almost the same style as the "Jenny" hit. It's a Polydor recording.

New dance fad here is the Madison, and although Ray Briant's version missed its target more than a year ago, "Go, Madison," by James Curtis, is selling with more than 100 copies a day.

Bobbejaan Schoepen made the Flemish version of the French hit "Oh la la Louise," by Eric Genty. He also made a Flemish version of the American hit by Burl Ives: "A Little Bitty Tear," called "Di ene kleine traan." The latest record is not yet on the market but is to be released soon.

The Cousins just returned from Sweden where they met with such a big success that they probably will record a Swedish version of their latest hit, "Hey Mae." In Belgium a new recording is expected shortly after the summer holidays.

BRITAIN

Columbia Gets U.S. Bible Disk Rights

By DON WEDGE
News Editor
New Musical Express

American Columbia has gained the U. S. and Canadian rights to recordings of the New English Bible. A license agreement has been signed by Columbia with Leomark, Ltd., a firm linked with the Society for Promoting Christian Knowledge and which has a license from the copyright holders of the text, the University Presses of Oxford and Cambridge. The New English Bible is its only recording activity.

Leomark has shipped tapes to Columbia which will enable the American firm to issue the four gospels in full. This will involve 13 or 14 LP's.

In Britain, Leomark issued its first albums a year ago this month. Nine LP's are now on sale; six more will be released in August and four more in September. The remaining 15 albums, completing the project, should be issued by next July.

License agreements are already operating in New Zealand (with the Delta Trading Company) and South and Central Africa (with Gallo); these involve local pressings. Leomark is making direct exports to Australia, the West Indies, Mexico, Japan, Korea and continental Europe.

Recordings are of the full text, without dramatization, music or sound effects. Readings are by leading British actors including Michael Flanders, Paul Rogers, John Neville, Dames Sybil Thorne-dike and Flora Robson. Richard Newcome, a Leomark director, visits New York shortly for discussions with Columbia about the project.

Visitors

MGM's Arnold Maxin was in for talks with EMI and to supervise sessions by Connie Francis of songs for her film "Follow the Boys," now being made on the Riviera. . . . Nelson Riddle completed albums with Danny Williams and Shirley Bassey for EMI. He also arranged material for an EP by a band under Vic Lewis, a former leader, now an agent, who presented the recent Riddle-Bassey concert tour.

London Records' Tony D'Amato in from New York for sessions with British artist including Anthony Newley. . . . Guitarist Alvin Rey makes his British debut in a BBC music spec August 6, a national holiday. . . . Cameo-Parkway's European representative Harry Walters flew to Berlin where he was joined by conductor Dave Stephens, producing more 35 mm. album material.

Publisher Business

Key Music, Johnny Dankworth's publishing firm which specializes in jazz compositions, is now in the charge of Ogi Hughes, who replaced Jackie Buckland as general manager. . . . Name of Planetary-Kahl music here has been changed to Planetary-London Limited.

Record Business

"Welcome Home Baby," current U. S. hot single for the Shirelles was covered by the Brook Brothers for Pye. The same group has a cover of "Fortune Teller" by Dick Jordan (Piccadilly).

British version of "Gentlemen Prefer Blondes" opened in Manchester and will tour before reaching London. The star, Dora Bryan, has cut the two main numbers

for EMI-HMV as a pop single. There is also an orchestral medley as a single by the musical director, Alyn Ainsworth. EMI will also record both on the cast album. . . . "Manhattan Spiritual" has a new recording by the Eric Delaney band (Parlophone) as a single. . . . Latest recruit to EMI's new Stateside mark is the U. S. label, Hit. First release is "Just Plain Hurt" by Chuck Reed.

Decca group issued "The Music Man" film soundtrack LP on Warners coinciding with the July 12 premiere of the movie in London. . . . Marking the 10th anniversary of the record debut of the Italian classical ensemble I Musici, Philips issued "Il Concerto de I Musici" as a luxury album. It includes works by Vivaldi, Corelli, Albinoni and Manfredini. . . . On visit to Hungary, the Chris Barber Band was recording five sides for Qualitone in Budapest. . . . Barry Alldis, chief announcer on the English service of Radio Luxembourg, is recording for the Belgian firm, Ronnex.

EIRE

Desmond Jennings On Omega Label

By KEN STEWART
Dublin Evening Mail

Desmond Jennings, a young Irish tenor, recently recorded two sides for release by Omega Records of New York. He will also be heard on an LP to be issued shortly on the Dominion label. To date, Connoisseur—a local company with a particularly extensive catalog—has marketed three EP's by him. The singer's first U. S. trip will be made early next September.

The Theater Royal, the biggest showplace of its kind in the country, has closed. A special concert to mark the occasion featured many top Irish artists who had performed there over the years.

Disk News

Local singer Mark Dwayne has a potential hit on the British Oriole label in "Little Bitty Heart" and "Today's Teardrops," which was written by Gene Pitney. Though his previous releases have attracted widespread interest and have been aired extensively by Radio Eireann, he has yet to hit the chart. . . . Pye chief John Woods reports fantastic business with Joe Brown's disk, "Picture of You," on Piccadilly. The Kalin Twins have waxed the number for American release.

FINLAND

World Orks Play At Youth Fest

By HARRY AALTONEN
Iltä-Sanomat, Helsinki

The International Youth Festival is presently going on in Finland. Orchestras from United States, France, Italy and the Eastern countries will play at this festival. There is also a pop-song competition for amateurs.

Negotiations with Paul Anka for a visit in Helsinki are taking place. . . . Count Basie and Louis Armstrong, among others, visited Helsinki and took the public by storm. . . . The popular Italian singer Umberto Marcato is touring this country.

ARGENTINA

Peso Cut Raises Production Costs

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

The record situation in Argentina has not improved; on the contrary, there are new problems in sight. Among them is a new increase in the cost of manufacturing, as a result of the recent devaluation of the Argentina peso. The new increase will be about 30 per cent more than the current price, which is now of 90 pesos per standard record. The publishers' situation is also very serious. Several record companies owe royalties which they are slowly paying off. This is why the Argentine publishers cannot draw rights abroad.

In fact, the difficulties of the record industry are chained to the same problems plaguing the economy of the country in general. Financial bankruptcies in June increased by 100 per cent in comparison with those in May, and \$1 is now worth 120 pesos.

Visitors

Ricardo Korn from Korn Publishing House, after establishing bases for branches in several places in Europe, returned to this country. . . . Emilio Vitale, Brazilian publisher and owner of Copacabana Records in Brazil, also arrived in Buenos Aires. . . . Neil Sedaka made his debut in Argentina and has recorded his most important hits with Spanish lyrics.

AUSTRALIA

Young Musician Named A&R Chief

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

A. W. T. (Bill) Smith, A. R. C.'s managing director, appointed Sven Libaek, a.&r. manager. He is a young man with a remarkable musical background ranging from a performance of the Grieg A Minor Piano Concerto with the Boston Symphony Orchestra to arranger/

100%

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DUANE EDDY "THE BALLAD OF PALADIN" # 8047 | NEIL SEDAKA "BREAKING UP IS HARD TO DO" # 8046

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

ALBUM REVIEWS

Pop

FREDDY CANNON AT PALISADES PARK



Swan SLP 507—Cannon has had a big resurgence with his smash "Palisades Park," single and here's a whole package of similarly rocking numbers. These include some earlier singles like "Transistor Sistor" and "Teen Queen of the Week," and some newly recorded tracks that also rock. A lot of excitement here.

PIANOS IN PARADISE



Ferrante & Teicher. United Artist UAL 3230 (M); UAS 6220 (S)—Here's another winning set for the twin pianos of Ferrante and Teicher. They are backed on this lovely album with a large ork under the direction of Nick Perito, and they perform a flock of standards with their usual skill. Songs include "Ebb Tide," "Misty," "Negligee," "The Breeze and I" and "Flamingo." Attractive cover will help sales.

CONNIE FRANCIS SINGS



MGM E 4049 (M); SE 4049 (S)—Here's a big assortment of Connie's biggest recent hits, like "Don't Break the Heart That Loves You," "Second Hand Love," "When the Boy in Your Arms," etc., and they're packaged with a fine color photo of the thrush on the cover. In addition to the oldies, there's a brand-new tune, "It Happened Last Night," written by columnist Earl Wilson, which is getting initial exposure via this set and a new EP in which it also appears.

SO THIS IS LOVE



Castells, Era EL 109—This one should be a big one for the group. The album is chock-full of their best material, a number of the tunes have been action records for the group, as well as their new release. The title tune, "Little Sad Eyes," "Sacred" and "Some Enchanted Evening" have all been strong ones for the lads and "Stand There Mountain" and "Oh What It Seemed to Be" are the latest sides to be released as a single by the group. The singing is tight and the LP should score for them.

THE CHAD MITCHELL TRIO AT THE BITTER END



Kapp KL 1281—This should be another smash seller for the Chad Mitchell Trio, one of the better new folk groups to make its mark in the last year. Recorded live, at New York's Bitter End, the group makes hay with their hit single, "The John Birch Society," "Hello Susan Brown," "The Unfortunate Man," a vocal version of "Moscow Nights," "Alberta," and Woody Guthrie's "The Great Historical Bum." Good singing and good entertainment here.

THE SOLID GOLD GROUPS



Various Artists. Atlantic 8065—This set of oldies but goodies includes sides by the Drifters with Ben E. King ("There Goes My Baby"), Clyde McPlatter ("Honey Love" and "Treasure of Love"), plus hits by the Cardinals, the Clovers, the Diamonds and the Penguins. All of the sides were big hits over the last decade, and the teeners who dig the old hits will want these.

Jazz

FREE SPIRITS



Chris Connor. Atlantic 8061—A poignant set from Miss Connor here. The album is composed of tunes written by jazz composers, most of them of the modern persuasion, and arranged by Al Cohn. The set spotlights Chris on 11 moving titles, among them "Kansas City," by Leiber and Stoller; a surrealistic ballad by Ornette Coleman, "Lonely Woman" and Billie Holiday's "God Bless the Child." She is assisted on this fine LP by crack East Coast jazzmen.

COLTRANE PLAYS THE BLUES



John Coltrane. Atlantic 1382—One of Coltrane's most provocative albums to date. The set, as the title indicates, is composed of blues tunes, and some of them have an unusual and telling sound. The instrumentalist plays both soprano and tenor sax on the set while McCoy Tyner plays piano. Of more than usual interest are the lovely "Blues to Bechet," "Mr. Syms" and the West African-tinted "Mr. Knight." Coltrane is supported by a rhythm section.

LONELY WOMAN



The Modern Jazz Quartet. Atlantic 1381—Once again, John Lewis and his friends prove they are just a bit more than a jazz combo. Though the group never loses touch with the roots, they are more often than not breaking out of the bounds of jazz into the area of symphonic music, particularly that which might be labeled impressionism. Here, the boys introduce eight themes, exploit them ensemble-wise and with beautiful interplay of solos, yet the swinging basics are always there. Lewis contributed six of the tunes himself, while Ornette Coleman and Gary McFarland each offer a sample of their material. Thoroughly listenable.

Folk

ODETTA AND THE BLUES



Riverside RLP 417 (M); RLP 9417 (S)—One of the folk field's most substantial artists is featured here on 12 lusty performances of blues that are bound to score with her many fans. The set is well paced shifting in accent, tempo, material and style. The singer is backed by top flight jazzmen like Buck Clayton, Vic Dickenson, playing in the Dixie and swing groove. Some of the more famous blues are included: "Make Me a Pallet," "How Long Blues," and "Weepin' Willow Blues" are three. The set might sell in the jazz market as well as folk.

Country & Western

THE CARTER FAMILY



Camden CAL 586—Fans of the Carter Family, and they include country, sacred and pop followers, will want this album of some of the original Carter Family's all-time hits. Here are country and sacred sides they made famous, including "I'm Thinking Tonight of My Blue Eyes," "Wabash Cannon Ball," "Sweet Fern," "Wildwood Flower," and "Lula Wall." Strong wax, especially at the low \$1.98 list price.

Religious

WE THANK THEE



Jim Reeves. RCA Victor LPM 2552 (M); LSP 2552 (S)—A handsome effort and fans of both the artist and the material should gobble up the copies. Reeves' deeply sincere style is just right for these fine gospel songs—tunes like "The Night Watch," "Take My Hand Precious Lord," "I'd Rather Have Jesus"—and the simple backing of bells, rhythm and guitar, with a gently humming choir just add more richness to the performance. A splendid effort that should pull steady sales in the proper territories.

Spoken Word

WORDS FOR THE WIND



Theodore Roethke. Folkways FL 9736—Another fine "reading-by-the-author" album from Folkways. Roethke's in top form turning his witty, wise and sardonic poetry into first-class listening fare. He scores on the set with almost every piece of verse, but especially effective are "Dinky," "The Lady and the Bear," and "Reply to a Lady Editor."

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

THE CHAD MITCHELL TRIO AT THE BITTER END—(Kapp KL 1281) "Hello Susan Brown" (Teena, ASCAP) (2:44)

PIANOS IN PARADISE — Ferrante & Teicher (United Artists UAL 3230, UAS 6220) "Jungle Drums"

FREDDY CANNON AT PALISADES PARK (Swan SLP 507). "Summer's Comin'" (Conley, ASCAP)

JAZZ

LONELY WOMAN—Modern Jazz Quartet (Atlantic 1381) "New York 19" (MJQ, BMI) (7:50)

COLTRANE PLAYS THE BLUES—John Coltrane (Atlantic 1382) "Mr. Syms" (Jowcol, BMI) (5:10)

FREE SPIRITS—Chris Connor (Atlantic 8061) "Kansas City" (Lois, BMI) (3:54)

SACRED

WE THANK THEE—Jim Reeves (RCA Victor LPM 2552, LSP 2552) "The Night Watch" (BMI) (2:19)

FOLK

ODETTA AND THE BLUES (Riverside RLP 417, RLP 9417) "Make Me a Pallet on Your Floor" (3:48)

★★★★ STRONG SALES POTENTIAL

★★★★ JAMES RAY
 Caprice LP 1002 (M); SLP 1002 (S)—Ray enjoyed action a few months back with a single, "If You Gotta Make a Fool of Somebody," and here's his first LP, including that hit side, plus a number of other creditable performances. These include tunes of varying backgrounds—"St. James Infirmary," "Come Rain or Come Shine," and a fine, down-home effort, "The Old Man and the Mule." A solid rocker, "I've Got My Mind Set on You," can also grab good play. Producer and conductor of the date is Hutch Davis and he's done a good job.

★★★★ THE FABULOUS DIAHANN CARROLL

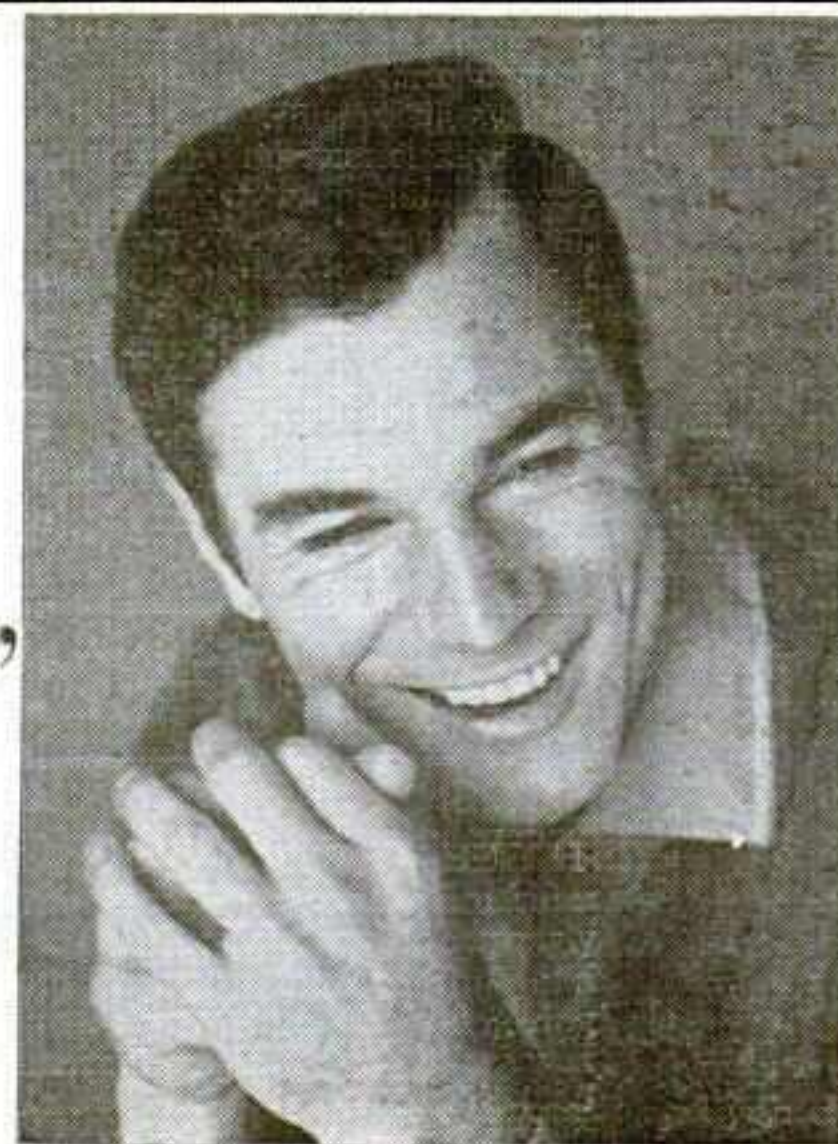
United Artist UAL 3229 (M); UAS 6229 (S)—A fine production with the dynamic and swinging Miss Carroll spotlighted in one of her best disk performances. Andre Previn, too, is in slick form with his piano and combo backing for the thrush. Tunes are solid evergreen Broadway items by the likes of Rodgers and Hart, Gershwin, Porter, Styne, etc. Miss Carroll has been acclaimed for her lead role in "No Strings," and this tie-in is made on the cover. Solid wax that can chalk up sales and spins.

(Continued on page 22)

GEORGE MAHARIS follows up with another smash single!
"LOVE ME AS I LOVE YOU"

5-9522

ON **EPIC** RECORDS



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

SINGLES REVIEWS

POP

RAY CHARLES



YOU DON'T KNOW ME (Hill & Range, BMI) (3:14)—**CARELESS LOVE** (Tangerine, BMI) (2:58)—Two more masterful performances from the "New Sounds in Country and Western Music" LP. Both are soft lovely ballads much like Charles' current hits, and both employ the strings and choral effects that scored so well before.

ABC-Paramount 10345

DAVID ROSE & ORK



THEME FROM THE WONDERFUL WORLD OF THE BROTHERS GRIMM (LeVan, ASCAP) (1:54)—**BLACK AND TAN FANTASY** (Gotham, ASCAP) (2:14)—Two swinging instrumental sides from the hot Rose ork. First is a delightful little tune from the flick, handled in bright style. The second is a pounding version of the Ellington tune done in "Stripper" fashion. This one is from the "Stripper" LP.

MGM 13086

THE LETTERMEN



SILLY BOY (SHE DOESN'T LOVE YOU) (Four Star, BMI) (2:39)—**I TOLD THE STARS** (Camp & Canyon, BMI) (2:21)—Two ballads in the best Lettermen style here. The top side is softly handled by the lads against strings and triplet piano. The second is a moving production number that again spotlights the voices against strings, with effective guitar work.

Capitol 4810

DINAH WASHINGTON



I WANT TO BE LOVED (Melrose, ASCAP) (2:40)—The hit of many years ago is given a most exciting reading by the Queen. Dinah's in top form on her former label and the side spotlights her in commanding fashion before a bank of strings. The flip is "Am I Blue" (Witmark, ASCAP) (2:52)

Mercury 72015

PAUL ANKA



I'M COMIN' HOME (Spanka Music, BMI) (2:00)—This is a powerful one from Anka's previous label. The side is a swinger with Paul shouting the lyric in high style over smart ork backing that spotlights pushing rhythm. Flip is "Cry" (Shapiro-Bernstein, ASCAP) (2:50)

ABC-Paramount 10338

THE VOLUMES



COME BACK INTO MY HEART (Chriss, BMI) (2:25)—**THE BELL** (Chriss, BMI) (3:15)—Either or both of these sides could go for the group which has a current best seller in "I Love You." The first is a swinging rocker slanted for the kids. The second side is handled with much tenderness by the lead singer. It's a rockaballad that should go.

Chex 1005

THE CRYSTALS



HE HIT ME (AND IT FELT LIKE A KISS) (Aldon, BMI) (2:28)—**NO ONE EVER TELLS YOU** (Aldon, BMI) (2:16)—Much thought went into the lyrics on these two unique sides by the vocal group. The first is a serious ballad with a telling message, while the second sets a mood much like "Uptown," the group's most recent hit. It notes the pain and complexity of life. Either or both could be winners.

Philles 105

GENE McDANIELS



POINT OF NO RETURN (Aldon, BMI) (2:10)—A smart and stylish piece of material is handed a modern and hip performance by the chanter over a bright arrangement, spotlighting some fleet band work. This could do well. Flip is "Warmer Than a Whisper" (Chappell, ASCAP) (2:51).

Liberty 55480

JOHNNY MAESTRO



FIFTY MILLION HEARTBEATS (Trio, BMI) (2:25) — Johnny Maestro could return to the winner's circle on his debut outing for the label. The former lead singer of the Crests comes through with a fine reading of a bright hunk of material sparked by a strong arrangement. Flip is "Before I Loved Her" (Aldon, BMI) (2:28)

United Artists 474

RUTH BROWN



MAMA HE TREATS YOUR DAUGHTER MEAN (Marvin, ASCAP) (2:58)—Ruth Brown nearly came back with her previous release "Shake A Hand" and this sparkling new version of her old hit could be her biggest in many years. She sells it with fire helped neatly by ork and chorus. Flip is "Just To Hold My Hand" (Dreyer, ASCAP) (2:16).

Phillips 24619

JERRY LEE LEWIS



HOW'S MY EX TREATING YOU (Tree, BMI) (2:35)—This moving treatment by Jerry Lee Lewis of a country weeper, which features his exciting piano work, could turn into his best record in over a year. It spots a mighty good vocal performance by the singer on a strong lyric and the wild pianoing is there too. Flip is "Sweet Little Sixteen" (Arc, BMI) (2:52).

Sun 478

KATHY LINDEN



IF YOU REALLY LOVE ME (TAKE ME HOME) (American, BMI) (2:50)—**JIMMY** (Sherman-DeVorzon, BMI) (2:37)—Kathy Linden comes through with some warm, soft-voiced piping on these two ballad sides. Topper spotlights a "Last Date" piano backing as she sings the pleader. Flip is a teen-slanted ballad done warmly over lush strings support. Either could go.

Capitol 4811

NANCY SINATRA



JUNE, JULY AND AUGUST (Debmar, ASCAP) (2:33)—**THINK OF ME** (Debmar, ASCAP) (2:40)—These are Miss Sinatra's best outings to date. She sings the two ballads simply and winningly, and she is backed warmly by attractive band arrangements. Top side is a sweet, summery ballad; flip is a mild, but catchy rocker. Both could appeal to teens.

Reprise 20097

THE WANDERERS THREE



CRY I DO (Camarillo, BMI) (2:38)—**TORO** (Rozzo, BMI) (2:40)—A talented new group with a fine folk-pop sound. First up is a plaintive, haunting folk-styled ballad, with smart voicing and guitar work. The flip is of flamencan derivation and it's an exciting performance, with dramatic guitaring to match. Two impressive sides.

Dolton 59

THE ECHOES



BLUEBIRDS OF THE MOUNTAIN (Emcee, Topedo, BMI) (2:15)—This bright ditty with a country flavor was once a minor hit for Ritchie Valens and this new version, well sung and neatly arranged, has the right sound. It can step out. Flip is "A Chicken Ain't Nothing But a Bird" (Raleigh, BMI) (1:50).

Smash 1766

GEORGE HAMILTON IV



IF YOU DON'T KNOW I AIN'T GONNA TELL YOU (Bently, BMI) (2:42)—One of the smartest tunes Hamilton has cut in a long while, and he's the cleffer himself. It packs a lot of novelty and humor value, a standout performance and a mighty cute arrangement. This could break country and pop alike. Watch it. Flip is "I Want to Go) Where Nobody Knows Me" (Acuff-Rose, BMI) (2:33).

RCA Victor 8062

(Continued on page 29)

***** STRONG SALES POTENTIAL**

FERRIS AND THE WHEELS

★★★★ Moments Like This—UNITED ARTISTS 458—This recording, featuring the boys singing a pretty ballad, could attract attention in the East, especially in the New York, New Jersey and Connecticut areas. Could be a slow builder. (Janel, BMI) (2:28)

★★★★ He Was a Fortune Teller—Here's a "boom boom" type side with the group generating quite a storm against the gimmick vocal background. Side could pick up action, especially in the New York market. (Janel, BMI) (2:16)

ERNIE K-DOE

★★★★ I Got to Find Somebody—MINIT 651—An interesting ditty in medium tempo with strong gospel and blues touches. K-Doe works with a chorus in chant and response style. Solid beat here and kids should like. (Shirli-Kit, BMI) (2:33)

★★★★ Beating Like a Tom Tom—His heart's beating like a tom tom here. Smart but spare piano and rhythm arrangement supports the chanter's expressive vocal. (Shirli-Kit, BMI) (2:30)

BUDDY CAGLE

★★★★ Trouble in My Arms—REPRISE 20094—Here's a weeper ballad on the old theme of "Slippin' Around." Quite a message here—one of shame and despair—and Cagle makes it all sound real. Good effort with country potential (Aldon, BMI) (2:32)

★★★★ Now, That Didn't Hurt Much, Did It?—Cagle, a new artist, has an interesting country quality as he asks the chick this question after their first kiss. Good performance and a stylish backing. Merits attention. (American, BMI) (2:29)

NAT KING COLE

★★★★ Ramblin' Rose—CAPITOL 4804—Here's "The King" in his usual free and easy style doing a very pretty country-flavored ballad backed by a sing-a-long chorus. Fine side with universal appeal (Comet, ASCAP) (2:45)

★★★★ The Good Times—Cole takes off for a romp through the twist backed by a swinging chorus with a good teen sound. Good beat with very classy treatment. (Rural, ASCAP) (2:36)

GEORGE GREELEY

★★★★ Ride the High Country—WARNER BROS. 5293—Here's the title theme from the MGM picture. It's done to a smart medium rhythm with concerto-type piano and chorus carrying the lead in sweeping fashion. Side builds nicely and it can gain a lot of spins. (Miller, ASCAP) (2:27)

★★★★ Being in Love—Here's a tune written by Meredith Willson for the movie version of "The Music Man." It's done here nicely by a mixed chorus and it too rates spins from good music outlets. (Frank, ASCAP) (2:03)

VIC DAMONE

★★★★ Cathy—CAPITOL 4799—A lovely vocal here on a soft ballad. Vic sings the lyric in winning style while lush strings and ork embellish the background. Better music stations will go for this one.

(Continued on page 29)



And **TONY ORLANDO** has another winner with "AT THE EDGE OF TEARS"

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b/w

DOWN ON THE BEACH

SEVILLE 45117

SEVILLE RECORDS
THE LONDON AMERICAN GROUP

when answering ads . . .

Billboard Music Week

Say You Saw It in

Fred Fox Quits

Continued from page 6

"Frankly, we did accomplish some worthwhile things for a time. But during the last two meetings of the board, the general counsel and ASCAP board members who were there gave every indication that our long-range hopes didn't have much chance.

"Let me say, however, that there are other avenues. In the first place, it was agreed when the consent decree was signed, that the Justice Department would review the situation within 18 months to see how the new order was working out. This review is now overdue.

Other Forums

"In addition to the Justice Department, we have Congress, the courts and the executive branch of government, to which we can address our complaints. I think I can promise you that when autumn arrives, there will be a lot more action on these fronts."

Meanwhile, it is known that publisher Redd Evans, another of the so-called ASCAP dissidents, has been doing considerable person-to-person work in Washington in recent months. The aim was to acquaint officials in various areas of government with details of the current ASCAP situation.

Shelley Records

Continued from page 6

vinyl could be used with this process. But styrene turned out to be the most suitable material for records made by injection molding, though most engineers preferred vinyl for top quality sound reproduction.

Over recent years, 45's were made through injection molding of styrene. LP's were usually made of vinyl and were manufactured through compression molding. Up

"foreign licensees and defendants' subsidiaries to fix retail prices at the consumer level at not less than 20 per cent off the then prevailing retail price for Sinatra recordings."

It pointed out that Capitol was advertising its Sinatra price-cutting at a cost "disproportionately high with respect to the net yield . . . giving wide publicity to such price reductions." It further alleged that the defendants agreed "to make such price reductions periodically until plaintiff Reprise and plaintiff Bristol and plaintiff Essex be de-

stroyed and eliminated as competitors of the defendants."

The purpose of this, the complaint claims, is to "eliminate and destroy" the plaintiffs, "to lessen competition in the phonograph recording industry, and to acquire a monopoly in the business of manufacturing and selling Sinatra phonograph recordings and other recordings."

Claims Sales Diminish

Reprise claims that "since the announcement of the sales campaign, sales of Sinatra recordings offered by plaintiff Reprise have diminished substantially, and will continue to diminish." Reprise's customers have demanded that it accept returns of Sinatra recordings previously shipped, and that it give them full credit, or in some cases, that "Reprise adjust the price of said albums to the level fixed by the defendants."

Reprise claims it has been damaged to the extent of \$350,000 on each of its three charges, thereby totalling \$1,050,000 in damages. It asks a preliminary injunction and, then, that Capitol be permanently enjoined from price-cutting on Sinatra wares.

At press time, Capitol told BMW that it had not as yet been served, and that no reply will be forthcoming until its legal department has had an opportunity to study the charges.

to now the vinyl and the styrene families were not compatible.

Pressing plants have been seeking for years to make vinyl disks by the faster injection process for many years, and the Golden Crest breakthrough is significant news.

Method of making phonograph records have become more and more critical over the past few years as excess pressing capacity has created a buyer's market. Good vinyl 45 pressings sell for as little as 9 cents in some areas, and good vinyl LP's sell for as little as 32 and 33 cents in some markets.

In order to make a profit on pressing facilities, fabricators have sought ways to cut costs with fast, up-to-date machinery. Injection molding has seemed to be an answer, but most pressing plants have been stymied by the difficulty of using any material for records in injection molding equipment except styrene. Injection molded vinyl records now being produced by Shelley Products could point the way to a rosy future for the injection molding process.

Sinatra Sues Capitol on Deal

Continued from page 4

Starting to Move
"SWEET GEORGIA BROWN"
THE CARROLL BROS.

Cameo #221

HITSVILLE REVISITED!

BLACK and TAN FANTASY

David Rose Orch.—MGM

DON'T WORRY 'BOUT ME

Vince Edwards—Decca

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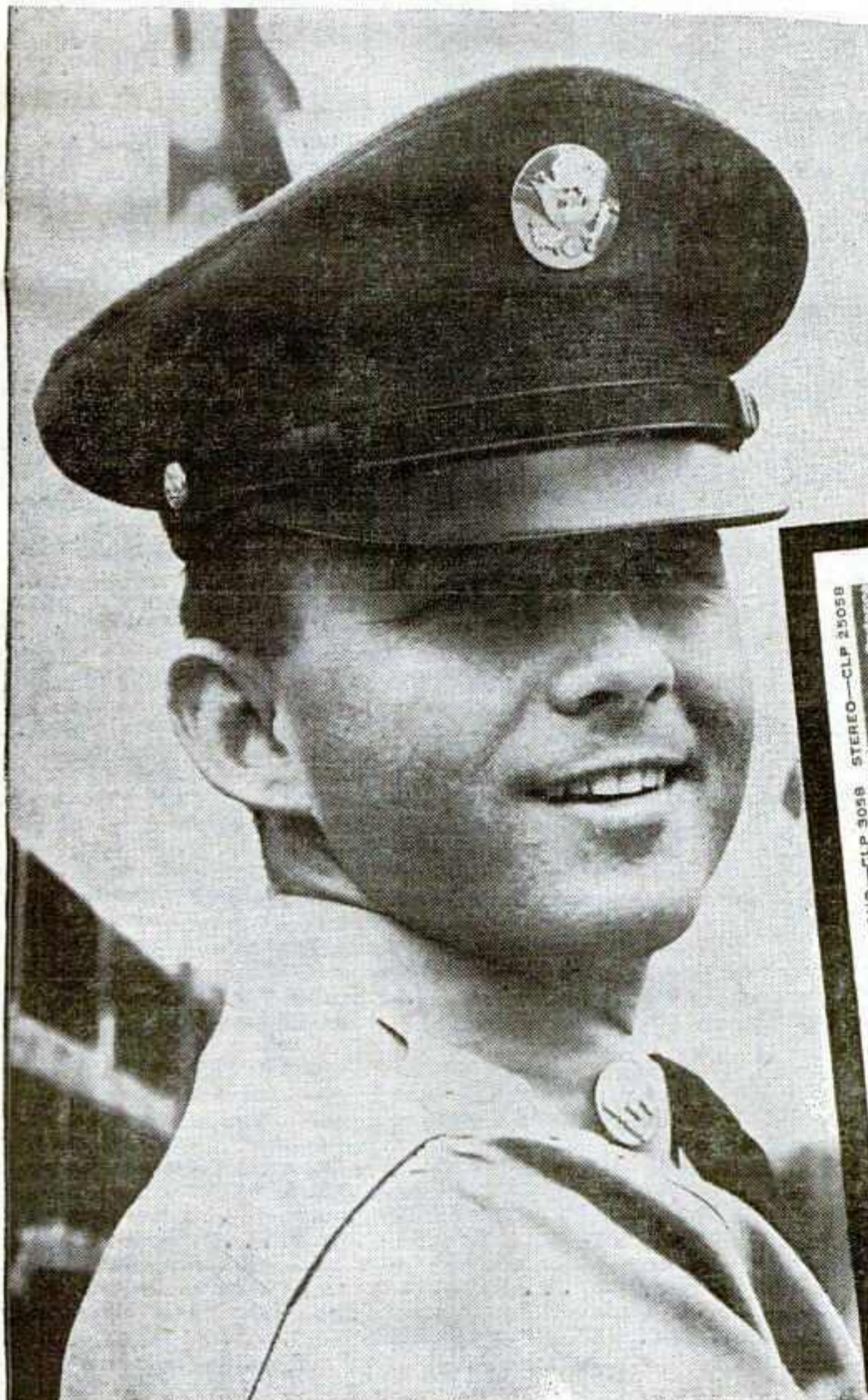
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Just guess which two titles from Johnny's new LP "IT KEEPS RIGHT ON A-HURTIN'" will be his next single release. Mail your guess on a postcard before midnight July 20, 1962. Correct answer with the earliest postmark wins.

Budd Dolinger
Director Sales & Promotion
Cadence Records
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New York 19, New York

JOHNNY'S NEWEST LP ALBUM IS ALREADY ON NATIONAL CHARTS:
IT KEEPS RIGHT ON A-HURTIN' • FOOL #1 • TAKE GOOD CARE OF HER • I FALL TO PIECES • HELLO WALLS • LONELY STREET • FOUR WALLS • I CAN'T HELP IT • WHAT'LL I DO • SEND ME THE PILLOW YOU DREAM ON • I'M SO LONESOME I COULD CRY • FUNNY HOW TIME SLIPS AWAY

New Gun in Town Adds Zip To Cleveland Disk Trade

By NICK BIRO

CLEVELAND — Middle-of-the-road Station KYW is switching to a swinging pop music afternoon format in its fight for top ratings with hit-playing WHK here.

KYW has imported Jim Stagg, formerly program director and top-rated jockey on WOKY, singles-playing powerhouse in Milwaukee, to take over its afternoon 2-6 slot.

Stagg is being billed as the "Cleveland Music Man." Program Director Gene Plumbsted describes the move as the station's bid for the "strongest show possible."

Plumbsted said KYW is plainly shooting for the No. 1 spot and a "position of dominance which as a 50,000 watt outlet we should have." KYW is one of the oldest and best-known stations in the city and is owned by the Westinghouse chain.

Disk People Benefit

To say that the move is creating a lot of excitement among record distributors and dealers is an understatement. Most feel the competitive situation between WHK



JIM STAGG

and KYW—with current hits the obvious battleground — can't help but improve record sales.

Cleveland at one time had four stations playing hits: KYW, WHK, WERE and WJW. More recently, however, both WERE and WJW have been playing "good music," with KYW using a middle-of-the-road policy, or as Plumbsted describes it, "a personality station adapting its music to the personality who happens to be on the air."

Plumbsted said KYW is continuing its "personality" approach, but record people here feel its significant that the personality—in this case Stagg — happens to be one of the most highly reputed singles-playing jockeys in radio.

Programming of Stagg's afternoon show will be by the standard "committee approach" used on all KYW shows and by Westinghouse stations in general. The committee is generally made up of the program director (Plumbsted), the station's music man (Stagg) and the other jockeys playing disks (Martin, Howard, Mayer, Runyon, Griffiths and Morgan).

Pronouncing Disk Issued by RSI

• Continued from page 5

co-ordinator of Eastern activities for Angel Records.

Narration is by Terry McEwan, manager of the classical division of London Records, and known for his guest appearances on the Metropolitan Opera intermission shows.

The LP with its index and pronunciation supplement will carry a suggested list price of \$4.95.

Programming Service

RSI currently supplies programming material for some 1,200 radio stations throughout the country. Stations can subscribe to any one of 10 or more available services.

These include three album services, Pop, Classics and Light Classics, and Jazz — each issued monthly; three singles services, Hot 100, Easy Listening and Country—(issued weekly); and four catalog libraries.

The catalog packages include: Easy Listening, 100 LP's (instrumental only) for \$125 monaural, and \$150 stereo; Original Cast, 50 LP's, \$65 monaural (only); Classics and Light Classics, 50 LP's (instrumental only) \$65 monaural, \$75 stereo, and Golden Hits, 100 LP's, \$125 monaural (only).

The Pop and Classical album services carry an annual price tag of \$150, monaural and \$180,

PROGRAMMING PANEL

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

THE QUESTION:

Why do you put out a newsletter? (Second column on this question.)

THE ANSWERS:

PAUL DREW WAKE, Atlanta

I've got opinions about a lot of things — some worth airing, some doubtful. Why discuss a person or event without his knowledge of what is said. So for all to read there is the weekly Paul Drew Newsletter containing opinions, comments, current events, record reviews and a list of records played on the show. It gives the industry an unofficial weekly picture of what's going on in Atlanta.



DON FRIEDMAN

WNEP-TV, Scranton, Pa.

Confucius say "Man who give of self, receive of others." Our primary purpose is to maintain "TV Bandstand" as the top-rated show in this area. A Newsletter does many things toward achieving that goal. Distribution is by direct mail to record



companies, distributors, deejays and trade papers, and locally through record shops. It contains a Teen Panel Record Review, a chit chat column, a Top 10 listing (as featured on the show) and a listing of records showing local activity. Our Newsletter acts as a promotional piece for "TV Bandstand" locally and nationally. Our working with a teen panel develops their interest in our show and gives us direct reaction to new record releases. Distributors and record companies make a stronger effort to keep us abreast of happenings in the music world.

stereo, and a four month fee of \$55 monaural and \$62 stereo. The Jazz album service is \$75 (monaural) and \$90 (stereo) annually, and \$30 and \$32 for four months.

In the singles category, the Hot 100 and Country services are \$175 and \$205 annually and \$60 and \$70 for four months. The Easy Listening singles service is \$110 and \$140, annually, and \$40 and \$50, for four months.

All the services are based on BMW's various charts.

HEY, CUT OUT OF THAT ALLEY, CAT

NEW YORK — "Send in a photo of your favorite alley cat" is the theme behind a new Atco promotion for its record, "Alley Cat," sung by Bent Fabric. Atco is urging deejays throughout the country to participate. The prize—what else —one yard of "bent fabric."

VOX JOX

By JUNE BUNDY

Auriel Macfie Douglas, formerly magazine contact chief for NBC and more recently a public relations staffer at Pacific Ocean Park amusement center, Ocean Park, Calif., has joined Furman Public Relations as an account exec. . . . Steve Stone, ex-WKRS, Waukegan, Ill., moves to WJAS, Pittsburgh, in the 5:30-10 a.m. time slot this week. . . . Clark Race, KDKA, Pittsburgh, wed Nancy Jean Bargelt June 24. . . . Gerald A. Spinn, formerly program director at WHK, Cleveland, has joined KQV, Pittsburgh, as operations director. . . . Ron Toller, formerly with WFFG, Marathon, Fla., has moved to WFTM, Maysville, Ky., and is now piloting a "Top 100"-type program.

Joe Murray, formerly music director at WFMV-FM, Richmond, Va., has left that post—after 12 years in the Richmond radio market—to become a spinner at WALT, Tampa. . . . Jack Eno, WEBR, Buffalo, will emcee the 1962 Summer Park Concerts, featuring the Buffalo Civic Orchestra. Bruce MacDonald, WJW, Cleveland, staffer, has been promoted to the post of community service director, and WJW newscaster Michael Prelee has been named total information news director of the same outlet. Both men will continue to handle their current on-the-air assignments.

William Holm has resigned as general manager of WLPO, La Salle, Ill., and will set up a commercial photocopy shop in La Salle with WLPO sales manager Roy Kurkowski. Latter exec resigns his WLPO post July 31. . . . Station CKAC, Montreal, celebrated 40 years of broadcasting last month. . . . Baltimore disk operator Ed (The Beard) Kalicka reports the following radio activity in his area: Bob Kooledge, ex-WCAO, Baltimore, has moved into afternoon time slot at WITH, same city. . . . John Zeman is new music director at WDMV, Pocomoke City, Md. . . . Jack Gale and Jerry Kerns, WWIN, Baltimore, have switched time slots, with long-time morning man Gale now handling the late afternoon seg.

Don Porter has been upped to promotion director status at WWYN, Erie, Pa. . . . Jim Dewart has resigned from WWYN's Sunday daytime slot to concentrate on his duties at WSEE-TV, Erie's u.h.f. outlet. . . . Jim Roberts, WOIR, Corry, Pa., is now piloting WWYN's 7:30 p.m.-midnight time slot, and Bob Protzman, local radio-TV editor, is emceeing a new "90 Minutes of Jazz" show on Saturday nights from 10:30 to midnight on WWYN. . . . J. Tyler Dunn (air name is James H. Foster), WYSL, Buffalo, recently recorded the third portion of an LP series (narration and dramatization of James Joyce's "Ulysses") for Folkway Records in New York. . . . Ernie Favaro, heretofore a sales staffer for Eastern record discounter Sam Goody, has joined WINS, New York, as assistant to the outlet's new music director, Don Ovens.

Decca's Brenda Lee was saluted on the Buddy Deane show, Friday (13) when she appeared in Baltimore to introduce her just-released life story.

NOSTALGIA: Many stations around the country are on a nostalgia kick this summer with a variety of oldie program ideas —round-up of old hits, salutes to composers and artists, etc. Station WAME, Miami, walked off with "oldest oldies" honors July 4 when the outlet "turned back the clock to 1776." On that day the station spotlighted music of the 18th century, with special emphasis on lyrics of the American Revolutionary period. The station's news operation was also in step—broadcasting specially prepared hourly news reports on events that occurred July 4, 1776, as though they were happening at the moment. The Dade County Junior College provides a historian and a number of faculty members to validate the script and do research on the news and music shows. Music, drama and English departments of the college provided some of the 100 different voices and taped the music, some of which had never before been recorded.

Station WJAS, Pittsburgh, aired an all-day "Benny Goodman Spectacular" last month, featuring only Goodman disks, along with five-minute vignettes recorded by Goodman at his New York home. The vignettes (covering Goodman's career from his first public appearance at the age of 12 in a Chicago synagogue to his more recent State Department tours) totaled two complete hours of conversation with Goodman. They were produced by Bill Schwarz, program director of WJAS' sister station, WNBC, New York. . . . Station WRFM, Woodside, N. Y., aired a special program in commemoration of George Gershwin on July 11. The composer died 25 years ago on that date. . . . Station WGBS, Miami, rebroadcast "The Sounds of Frank Sinatra" July 4 due to "unprecedented listener response" to the program.

CHANGE OF THEME: Howie Leonard, formerly program director-deejay in the Portland, Me., area, has joined WHEB, Portsmouth, N. H., as operations manager. . . . Big Bill Blake has joined WJSO, Johnson City, Tenn. . . . William C. Duffy has been named controller of the Capitol Cities Broadcasting Corporation. . . . Jack Alix, "the only teen-age deejay in the Washington metropolitan area," is now spinning 'em from 7 to 9 a.m., Monday through Friday on WEEL, Fairfax, Va. The new show is aimed at housewives and people driving to work, whereas Alix's nightly WEEL program (9-11 p.m., Monday through Saturday) is "for teens, about teens and by teens."

VOICE TO SEND BASH OVERSEAS

NEWPORT, R. I. — As in the past, the Voice of America will beam music taped at the Newport '62 Jazz Festival around the Free World and behind the Iron Curtain. Practically the entire festival, three days of music and panel discussions, will be presented over a six-week stretch for 45 minutes a night. Willia Conover, the jazz voice of VOA, again was on hand at Newport. He'll edit and be final judge of what goes overseas. He also was one of the emcees of the festival itself.

ARTISTS' BIOGRAPHIES

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



LITTLE JOEY AND THE FLIPS
(Joy)

PERSONAL MANAGERS: Marc Levin, Barry Rich, Simon Kaplan. **REAL NAMES:** Joseph Hall, James Meagher, John Smith, Jeff Leonard, Fred Gerace. **AGES:** Hall, 19; Meagher and Smith, 16; Leonard, 17; Gerace, 15. **HOME TOWN:** Hall, Philadelphia; all others from Upper Darby, Pa. **EDUCATION:** High school. **HOBBIES:** Hall plays guitar; Leonard plays drums,

the other three boys are avid weight lifters. All enjoy hunting. **BACKGROUND:** The Flips met while in high school and, after Joe Hall joined the group late last year, they decided to actively pursue a career in the record business. Their managers set up a recording date with Joy Records and the group auditioned with the tune that has become their first hit single, "Bongo Stomp." The boys penned the tune and usually write their own material. Currently, Little Joey and the Flips are making the rounds of the deejays, radio and TV shows and record hops all over the East.

LATEST SINGLE: "Bongo Stomp."

CLAUDINE CLARK
(Chancellor)



BIRTHDAY: April 26. **HOME TOWN:** Macon, Ga. **EDUCATION:** Studied musical composition at Coombs College, Philadelphia. **HOBBIES:** Writing poetry and plays; learning the latest dance steps; playing baseball and tennis. **BACKGROUND:** Young Claudine Clark, now contracted to Chancellor Records, has had previous single releases on two other record labels, Herald and Gotham. Miss Clark's ambitions include acting on the legit stage and she is currently composing a rock 'n' roll operetta to have its premiere in Philadelphia this summer. Miss Clark is making many personal appearances at record hops in Pennsylvania and New Jersey to plug her debut disk spinning on the Chancellor label.

LATEST SINGLE: "Party Lights."

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 22, 1957

1. Teddy Bear, E. Presley, RCA Victor
2. Love Letters in the Sand, P. Boone, Dot
3. Bye Bye Love, Everly Brothers, Cadence
4. So Rare, J. Dorsey, Fraternity
5. Searchin', Coasters, Atco
6. It's You I Love, F. Domino, Imperial
7. Send for Me, M. Cole, Capitol
8. Old Cape Cod, P. Page, Mercury
9. Over the Mountain, Johnnie & Joe, Chess
10. Dark Moon, G. Storm, Dot

POP—10 Years Ago
July 19, 1952

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

RHYTHM & BLUES—5 Years Ago—July 22, 1957

- Searchin', Coasters, Atco
Short Fat Fannie, L. Williams, Specialty
Send for Me, M. Cole, Capitol
Jonny, Jonny, Little Richard, Specialty
Teddy Bear, E. Presley, RCA Victor

- C. C. Rider, C. Willis, Atlantic
So Rare, J. Dorsey, Fraternity
Bye Bye Love, Everly Brothers, Cadence
Valley of Tears, F. Domino, Imperial
Rockin' Pneumonia, H. Smith, Ace

Storer Declares Stock Dividends

NEW YORK—Storer Broadcasting Company, which owns and operates seven radio stations and five television stations, declared a quarterly dividend of 45 cents a share on its common stock, payable September 7 to stockholders of record August 24.

Storer also declared a quarterly dividend of 12½ cents on its class "B" common stock (unlisted).

Storer stations include: WJBK and WJBK-TV, Detroit; WJW and WJW-TV, Cleveland; WSPD and WSPD-TV, Toledo; WAGA-TV, Atlanta; WITI-TV, Milwaukee; WIBG, Philadelphia; WGBS, Mi-

Bob & Ray Back On Air for WHN

NEW YORK—The comedy team of "Bob and Ray" have signed an exclusive radio contract with WHN, Storer outlet here, after an absence of several years from the radio scene.

The pair will be heard from 4-8 p.m., Monday through Saturday, starting July 30, spotlighting WHN's new radio theme: "Sound of Music — Total Information News."

The addition of "Bob and Ray" is the first major personality addition to WHN's roster since its acquisition by Storer last January.

ami; KGBS, Los Angeles, and WHN, New York.

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

TEAR AFTER TEAR

NEWTOWN #5007

PATTY LA BELLE & THE BLUE BELLES

BUBBLING OVER, AND READY FOR CHART ACTION!

WORKOUT RICKY DEE AND THE EMBERS

NEWTOWN #5001

A SLEEPER! WILL GO TOP 10!

JOHNNY FOX

"YOU LAUGHED TOO MUCH"

b/w

"MOUNTAIN DEW"

NEWTOWN #507

Send for Free DJ or Radio Station Copy! Write:

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

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms.

- ANGEL—Expires July 25, 1962. Started June 4, 1962. Label is offering a classical pre-pack containing 26 of its best selling LP's to dealers at a 15 per cent discount.
LIBERTY—Expires July 30, 1962. Started June 15, 1962. Fifteen per cent discount on three new LP's: Sound-track album of "Road to Hong Kong"; Si Zentner's "The Stripper and Other Big Band Favorites," and "Mashed Potatoes and Gravy," by the Ventures.
YEE JAY—Expires July 30, 1962. One album free for every seven purchased on catalog and new releases with exception of "Jimmy Reed at Carnegie Hall."

Novel Plan Has Distributors Using Dealer Space

NEW YORK—Independent distributors and dealers are working on a new merchandising concept that may well mark the beginning of a new phase in disk merchandising on the local and regional levels.

The plan, as it is constituted, would have distributors renting space in an independent dealer's shop. Each distributor, and there would have to be room for everyone carrying disks in the public demand, will lease a portion of the store and furnish it with racks and merchandise.

The move is seen by a number of traders as a vital step in meeting rack and discount competition. It makes each local dealer a small discount house and makes each distributor placing merchandise in the store a rack jobber fulfilling a concession contract.

Columbia Shifts Way of Handling Door-to-Door Sales

NEW YORK — Columbia Records' home music library selling operation will henceforth be handled through Columbia's Distributing Corporation. Until recently the door-to-door selling plan had been operated as a completely separate entity.

In denying the rumor, Columbia Vice-President Bill Gallagher said that as of now, the plan is being tested in four key markets, with door-to-door salesmen operating out of the Columbia distribution outlets in those sectors.

"We are now testing a number of different types of offers involving numerous kinds of basic product," Gallagher said. "We believe that this kind of selling can eventually provide a far broader base of customers for records. We feel that the concept is sound and look to considerable expansion in this area."

roducing our merchandise to these dealers."

Word sends out to co-operating dealers a fresh copy of each new release, billed through the distributor. A special pricing arrangement on these copies allows an extra mark-up for the dealer.

With each new album comes promotional material tips on the special features of the album and data on other merchandising aspects. The dealer is assured of no dead stock, yet he has at least one copy of a new release in stock, while waiting for regular orders.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers.

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

PHONOS LISTING UNDER \$30

Table with 4 columns: Pos. This Issue, Pos. 4/21/62 Issue, Brand, % of Total Points. Data includes Decca (37.8), Voice of Music (V-M) (14.5), Capitol (10.0), Majorette (9.2), Symphonic (6.4), Phonola (5.2), RCA Victor (5.2), General Electric (4.0), and Others (7.7).

The Record Man Doubled In Brass and Survived

By JOSEPH KLEIN

GARY, Ind.—A cliché must be called forth to describe the efforts of Allan Gluck, owner of The Record Mart here. He is fighting fire with fire.

A thought suggested itself to store owner Gluck a couple of years ago. If records can be used to lure customers into those soup-to-nuts discount houses, he reasoned, why not use the soup-to-nuts technique to draw traffic into a disk shop?

He decided to try it—and time has proved the wisdom of that decision.

"I don't think a shop exclusively for records could exist today," Gluck said. "We are not doing badly this summer, thanks to our stocks of nylon hose, bobby sox, drugs and such household goods as dishes, pots, pans and carpets."

He reported that these extraneous items account for 8 per cent of his total business—up from an initial 2 per cent. Before he moved The Record Mart two years ago from a Gary side street to a prime location on the city's principal thoroughfare — 736 Broadway — Gluck's operation was limited to disks.

"I depend on impulse sales, of course," he said. "They come in to buy records and they see something else they want. The non-record lines also make it possible to make some challenge of the discount prices available at the cut-rate general merchandising houses."

Sound Move

That his business is withstanding the shock of a slowdown in steel production and the consequent unemployment serves to emphasize the soundness of the move by which Gluck broadened the scope of his merchandising.

"June was better this year than in 1961," he said on a day when, according to the Wall Street

Journal, steel production had dipped to 50 per cent of capacity.

"You can fight hard times and survive by preparing for them I did that. Disks are luxury items and people may defer buying them until full-sized pay checks come rolling in again. But in good times and bad, they must have dishes, pots, pans, stockings and drugs. This form of expanded merchandising may be the one way to tide record shops over periods of economic slowdowns. Disks are basically leader items and the mark-ups on them are close. Even under prosperous conditions, to my way of thinking, the record dealer will need a base of non-record merchandise to support him."

Don't Neglect Disks

Gluck, however, urges fellow dealers to guard against the tendency to neglect record merchandising while they are building up the sale of other products.

"Selling records should remain the predominant interest," he (Continued on page 27)

Admiral 1963 Radio Costs Same as in '34

CHICAGO — The Admiral Corporation this year is offering the largest line of tube radios in its history. The line includes FM-AM clock radios and table radios with two speakers.

Four of the table radios introduced in the 1963 line will carry a retail label of \$9.95, comparable to the firm's first radios back in 1934. Eight new clock radios are being offered in the new line beginning at \$49.95. The firm recently announced its 1963 stereophonic line of radio phonographs with 10 console combinations, three console phonographs, and four portable stereos.

Dealers Want Stereo LP Prices Same as Mono, Survey by BMW Reveals

Continued from page 8

would go up as much as 50 per cent for all LP's and more for stereo LP's. Many said it would help fight discounting. Others said it would help the sale of stereo phonos.

Dealers who favored the price of stereo LP's remaining at \$1 higher than mono said that stereo LP's cost more than mono. They said that stereo buyers felt they

were getting a better quality product for that extra dollar, and that stereo must cost more to get this better quality.

Dealers in this category said there was an additional prestige to stereo records and that dropping the price of stereo LP's would hurt sales of both stereo and mono disks.

STEREO EXHIBITS AT ATLANTA

ATLANTA — The South-eastern Music and Home Entertainment Show opens at the trade show center of this city's new Merchandise Mart Sunday (22) for a five-day run. Stereo phonos, radio and FM stereo receiving equipment will be among the features of the exhibits.

Texas Dealer Plan Ends Dead Stock

WACO, Tex. — Word Records, purveyor of religious records here, has devised a unique "Pre-View Plan" for providing dealers with a low-cost, no-risk method of evaluating new releases. It also eliminates dead stock under a 100 per cent exchange policy.

Word President Darrell McCracken said: "Increased demand has prompted many dealers to stock religious records, though they may be unfamiliar with the merchandise. This plan is ideal for in-

• Continued from page 12

Kenton's orchestra played date at the New Mission Inn, Latrobe, July 9 and 10.

Red Prysock, heading a group of seven musicians, is the current feature at the Hurricane Bar. . . . Charles Bell's Contemporary Jazz Quartet, who now record for the Atlantic label, will leave for Helsinki on July 18 for a series of youth concerts at the request of the Finnish Government.

LEONARD MENDLOWITZ

Cincinnati

Jerry Teifer, of Ricar Productions, Inc., New York, spent two days here last week, making the rounds of the deejays and music emporiums with the firm's territorial rep, Tom Moore. . . . Curtis Peagler's Jazz Disciples left here Thursday (12) for New York, from whence they planned out for a tour of Germany arranged by Count Basie. . . . Judy James, house singer at the Living Room, downtown nitery operated by Mel Herman, head of Herman Enterprises, local record distributing firm, getting lots of air action in the area on her initial Norman Records release, "The Heart That Broke Mine b.w. "I'm Yours." . . . The Three Suns show their wares at the suburban Surf Club for five days beginning Tuesday (17).

BILL SACHS

Philadelphia

Duke Ellington has been added to Frankie Avalon for the Hero Scholarship Fund Show held in Municipal Stadium September 7. . . . Joan Proctor replaces Damito Jo for the vocals with Steve Gibson at the Riptide in Wildwood, N. J. . . . Jo Nanni, former local branch manager for Decca and for Capital Records, has opened a new record one-stop operation of his own near center-city. . . . Vince Montana's unit into the Venus Lounge until the fall. . . . Harry Ascola and Ted Kellem, local exploiters for Columbia Records, will be in charge of arrangements for the array of guest artists at the label's convention in Miami Beach July 18. . . . Chesdel Music set up shop here as a new corporation organized for the publishing of music. . . . Gem Musical Corporation of Harrisburg planning to set up a local branch for its record players, hi-fi and sound equipment sales.

In the suburban Havertown section, the Falcon House, top restaurant in the area, inaugurated a series of Saturday night dancing parities with the "big sound" created by Tom Malocco leading a 15-piece band. In addition, Drexelbrook Club in that suburban section, is importing the big band names for a summer series and has Sam Donahue bringing in the Rommy Dorsy orchestra on July 23.

MAURIE H. ORODENKER.

Precision Growth

• Continued from page 6

sively through racks and distributors.

The Allied Division, purchased in May, 1961, constitutes the pressing operation, which does government work as well as custom pressing for outside record firms. The Premium Division produces complete specialty premium album packages for giveaways, point of purchase liquidations and self-liquidations. Cavendish Record Manufacturers, the fifth division, handles manufacturing and export.

The Tops Division of the company has just closed a deal with Motorola to produce 3,000,000 albums to be sold with Motorola stereo phonos. Purchasers of a set will get a complete LP library of 50 records on Tops' Westerfield label.

Doubles in Brass

• Continued from page 26

said. "It's a business with a great future. To neglect it would defeat the first purpose of taking the non-disk lines on."

Gluck has plans for backing his words with action.

Gary's population is made up of many ethnic groups. Thus he is about to organize a campaign centered on international records. He will also concentrate on sacred and religious disks. Speeches and poetry specialties will also be played up in the drive.

"The business downturn may be reflected in the size of individual sales," Gluck said. "Our album business dropped off about one-third in June. But, on the other hand, my dollar volume on singles rose to equal the dollar volume on albums." Psychologists may find it pos-

Knowing His Customers' Tastes Pays Off for Colorado Dealer

Selling more records as gifts is simply a matter of knowing positively what records individual music fans will appreciate, according to Charles Datema, owner of Datema Appliance Company, busy record dealership in Glenwood Springs, Colo.

Datema was impressed several years ago with the way a local jewelry store had collared the lion's share of the city's wedding gift market. It invited high school girls to come in to choose the patterns they would like to have in silver, china and glass. Making a record of each choice, and checking off each item as purchased for the girl after her engagement was announced, built a solid, unbeatable basis for appealing to wedding gift buyers. Why not, Datema asked himself, apply the same sort of thinking to record merchandising?

The result was a file in which Datema lists practically everyone in Glenwood Springs, who owns a phonograph, and who follows music closely. Included are teen-agers, serious-minded adults, people who

sible to read some meaning into the prevailing musical predilection of a community beclouded by a recession, but Gluck is happy to accept the fact for what it is. His answer came readily when asked for his current best seller in disks.

"The twist is our biggest item, and it's getting bigger. So great is the demand that we had to build a separate section for twist albums."

like country music and stereo fans. The list amounts to more than a thousand names.

When high school and junior high school graduation time arrives, for example, many Glenwood Springs residents will come in, relying on Datema to choose the record guaranteed to please. He keeps the file up to date not only on actual customers who shop regularly, but by asking one customer for the names and music preferences of others. This makes a big impression on people who, being record purchasers themselves, are more likely to buy records for others.

The word has got around so extensively, that three or four customers a day come in, ask whether the store knows a specific record-lover, and whether Datema can recommend a specific album or record.

When the Colorado dealer does come up with a "specific" (often it's a record which he has noticed that the customer enjoyed) sales, come easily—accounting for a large part of the expensive albums turned over.

Invariably, customers buying from the registry in this way ask for gift wrapping, a service which has grown in keeping with gift sales to the point that Datema keeps a wide stock of gift wrapping papers, bows, decorative trim, etc., always on hand for the purpose. Now, Datema has built up a valuable reputation as a gift center stemming entirely from taking the extra time and effort to know exactly what customers like when a gift-giver comes in.

THE HEAVYWEIGHTS: HOLMES & McCANN

here's the main event... richard holmes & les m.cann in a title bout to help you win the sales battle! if you're not in their corner now... get there fast!

P.S. Let your PACIFIC JAZZ Distributor reserve a place for you at ringside. He can make a very attractive deal. But, hurry... it looks like a sell-out!

PACIFIC JAZZ PJ-51 & STEREO-51

PJ-23 / STEREO-23

PJ-16 / STEREO-16

PJ-32 / STEREO-32

PJ-7 / STEREO-7

PJ-45 / STEREO-45

A DECADE OF PACIFIC JAZZ • 1952/1962

JAMIE
The Nation's Next
Number 1 Record!
**YOU'LL LOSE
A GOOD THING**
BARBARA LYNN
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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Bill Enis, who for the past year has conducted a drive-time show on KXOL, Fort Worth, has been named program director at KCUL in that city. . . . Lawton Williams has a new show, 12 noon until 2 p.m., on KCUL, Fort Worth, replacing his former 4-6 p.m. seg, which is now being conducted by Lucky Leroy. A new voice on the all-country station is Aaron Allan, who hails from San Antonio. . . . Charlie Huckabee, program director and c.&w. deejay at WFJX Radio, U. S. Army Hospital, Fort Jackson, S. C., typewrites: "Just received a letter from Ian R. Annable, Australian deejay, who is in dire need of disks of all kinds." Annable's address is BTQ 7, Box 604J, GPO, Brisbane, Australia.

Dewey Lamb and Jim Massey, of WCKI, Greer, S. C., are now spinning six hours of country and gospel music a day, six days a week, covering much of Northwestern South Carolina and North Georgia, and plead that they are desperately in need of albums

and singles, especially from the indie firms. . . . The Country Boy, as he bills himself, who spins c.&w. and gospel on WHAW, Weston, W. Va., lauds the excellent platter service extended him by Slick Norris, promotion expert from Highlands, Tex. "Like other deejays," writes the Country Boy, "I once had the problem of poor record service—until I wrote Slick Norris. Once you write to Slick, you've had it, as he'll keep you up to date on everything he can get his hands on."

"Glad to see the nation waking up to the fact that c.&w. music is one of the most important fields of entertainment," scribbles Jerry Caddy, of KAMD, Camden, Ark., who also puts in a plea for spinning material from the artists and diskeries. . . . "I program country music six days a week and can always use new releases," writes George Fleming, deejay at KMAE, McKinney, Tex. . . . C.&w. jocks needing a copy of Kendall Hayes' initial release on the Palisade label, "Jungle of Love" and "Thisaway or Thataway," are asked to write to Palisade Records, Box 226, Danville, Ky.

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Station KENS, San Antonio, which recently chucked its network affiliation to go c.&w. music all day long, has a new line-up of deejays comprising Bill Mack, Ray Baker, Jack Page, Neal Merritt and Joe Simpson. . . . Bill Anderson, Melrose Box 9295, Nashville 4, is mailing samples of his new record, "Mama Sang a Song" b.w. "On and On and On," to deejays who'll write in on their station's letterhead. . . . Trina, new femme deejay at KPIK, Colorado Springs, Colo., reports that she's featuring news of the country music artists and records, preferably new records of new artists. "Would appreciate hearing from the newer artists who have records to push," typewrites Trina.

David Frye, who has just formed his own label, Shenvalee Records, invites jocks to write in on their station letterhead for a spot on the firm's mailing list. Initial release is slated for September 15. Address: Shenvalee Records, Box 486, Winchester, Va. . . . "Have just been handed an additional 30 minutes on my morning show," writes Jim Whitlock, the Singing Cherokee, who spins 'em on KBUB, Sparks, Nev. "We out here in the Reno sector are really pushing country music," Jim continues, "and we are working a deal with Steve Stebbins, of Americana Corporation, to feature some of his talent in the area. Always welcome spinning material from the artists and diskeries."

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BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	2	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330		12
2	1	THE STRIPPER, David Rose and His Ork, MGM 13064		11
3	3	WOLVERTON MOUNTAIN, Claude King, Columbia 42352		9
4	4	AL DI LA', Emilo Pericoli, Warner Bros. 5259		10
5	6	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075		8
6	5	SNAP YOUR FINGERS, Joe Henderson, Todd 1072		10
7	7	JOHNNY LOVES ME, Shelley Fabares, Colpix 636		7
8	16	HEART IN HAND, Brenda Lee, Decca 31407		3
9	13	HAVE A GOOD TIME, Sue Thompson, Hickory 1174		6
10	11	BUT NOT FOR ME, Kelly Lester, Era 3080		5
11	8	STRANGER ON THE SHORE, Mr. Acker Bilk, Alco 6217		19
12	14	STEEL MEN, Jimmy Dean, Columbia 42483		5
13	15	ROUTE 66 THEME, Nelson Riddle, Capitol 4741		8
14	9	STRANGER ON THE SHORE, Andy Williams, Columbia 42451		7
15	12	WHERE ARE YOU, Dinah Washington, Roulette 4424		10
16	18	NEVER IN A MILLION YEARS, Linda Scott, Congress 103		6
17	10	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273		11
18	—	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374		1
19	19	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147		8
20	20	WORRIED MIND, Ray Anthony, Capitol 4742		4

FOLK TALENT & TUNES

By BILL SACHS

Sonny James, Stringbean, Patsy Cline, the Glaser Brothers, Dottie West and Autry Inman and band pulled to a full house at the National Guard Armory, De Land, Fla., Saturday, June 30, to climax three days of the Show Palace, U. S. A., Folk Festival sponsored by the local Chamber of Commerce. The festival is slated to be an annual event as a tourist attraction. . . . Jim Clark, of WEEL Radio, Fairfax, Va., and Eddie Matherly, of WKCW, Warrenton, Va., host the Sunday afternoon shows at Old Dominion Park, Manassas, Va., which have been attracting on an average of 700 payees each week. The record was chalked up July 1 when some 1,700 people laid it on the line to witness a performance highlighted by Mac Wiseman, Bill Monroe, Jimmy Haney, Grandpa Jones, Jim and Jessie, Bill Harrell, Buck Ryan, Billy and Wayne Yates and the Clinch Mountain Ramblers, with Smiley Hobbs.

joined the staff of "Cowtown Jubilee," Majestic Theater, Fort Worth, as producer and advertising manager.

Ferlin Husky opened Monday (16) at the Flame Theater-Cafe, Minneapolis, and will be followed in there July 23 by Bob Wills, Jim Denny office set the dates. . . . Stonewall Jackson set for the Frontier Days Celebration at Cheyenne, Wyo., July 23-28. . . . Minnie Pearl returned to Nashville last week from California, where she appeared on the Tennessee Ernie Ford daytime TV seg. She is prepping to embark soon on a long string of fair dates for the Jim Denny office that will take her through 12 States.

The Jim Denny Artist Bureau has signed an exclusive management pact with Lefty Frizzell, who is selling his home on the West Coast and moving to Nashville. Also new on the Denny books are the Willis Brothers. . . . Hank Snow worked the big Fourth of July celebration in Neligh, Neb., sponsored by the local American Legion, where he shared the billing with Michael (Little Joe) Landon, of the "Bonanza" TV series. . . . According to Larry Moeller, of the Jim Denny office, Webb Pierce set a new attendance record at the Lone Star Ranch, Reed Ferry, N. H., on his appearance there July 8. . . . George Morgan treks the California sector for the Denny office July 19 through August 4.

Johnny Cash is routed through the remainder of July, as follows: Columbia Records Convention, Americana Hotel, Miami, July 19; Auditorium, Orlando, Fla., 20; Jacksonville, Fla., 21; Armory, Tampa, 22; Coronado Theater, Rockford, Ill., 26; Melody Mill Ballroom, Dubuque, Ia., 27; Kintner Gymnasium, Decatur, Ill., 28, and Mockinbird Hill Park, Anderson, Ind., 29. . . . George Jones and the Jones Boys, featuring Georgie Riddle, opened Saturday (14) for a week's engagement at the El Dorado Club, Las Vegas. . . . Al Turner, formerly of "Big D Jamboree," Dallas, has

BILLBOARD MUSIC WEEK HOT C & W SIDES

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Lists top 30 singles including 'Wolverton Mountain' and 'She Thinks I Still Care'.

Reviews of New Singles

Continued from page 21

Bourne-Burke & Van Heusen-Cahn, ASCAP (2:26)

Vient, Vient—The rhythm side here is a natural for stations programming non-rock material.

Jackie Gleason 4800—Novelty side here, tied to the forthcoming Gleason film, "Gigot," could get this one jockey play.

Jolie De Vivre (The Joy of Life)—Same as above (Songsmiths, ASCAP) (1:57)

The Velvet 464—The lead here is Virgil Johnson and he hands this old Shirley and Lee hit a smart, infectious reading.

The Lights Go On, The Lights Go Off—A cute novelty tune about the cat who's lost his gal and lies awake.

off all night long as he lies in heartbreak. Good song idea and Virgil Johnson's lead is persuasive.

Willie White Mr. Blues—IMPERIAL 5862—This instrumental is very much in the Bill Black Combo groove.

Some Of These Days—The oldie is done up in a healthy, easy-riding medium tempo with good tenor sax work and organ backing.

The Upsetters Let's Get a Thing Going—LITTLE STAR 118—A good blues, written by H. B. Barnum and featuring organ and horns.

Tater Machine—A good, down-home r.&b. band instrumental. Solid beat and a good sound from the horns and the down guitars give it quite a touch.

The Hi-Lo's A Taste of Honey—REPRISE

20095—A mighty pleasing vocal version of the tune, now cut in various instrumental versions.

My Baby Just Cares for Me—Here's a tune originally cut by the group some years back on their original label and redone here to a big band arrangement with a triplet beat.

Jimmy Jones The Nights of Mexico—CUB 9110—Chorus singing "la-la's" introduces Jimmy who tells about the nights in Mexico, backed by south-of-the-border sound mixed with a touch of novelty.

You're Much Too Young—Good teen sound here. Jimmy with an echo effect backed by "ya-ya" sounding chorus.

Damita Jo The Window Up Above—MERCURY 72019—Damita Jo has a highly unusual side for her latest effort. The side has a country sound, with chorus, ork and "Last Date" type piano.

Tennessee Waltz—Wild reading of the "Waltz" here with strong country backing that's heavily flavored with a blues feeling in a gospel groove.

The Browns The Old Master Painter—RCA VICTOR 8066—A beautiful reading of the hit of nearly a decade ago. The Browns treat the lyric with much feeling and in soft style and add a bit of the bell sound for good measure.

It's Just a Little Heartache—This tune has a touch of the martial beat to it. It's a weeper lyric idea that the group sings with much feeling.

Conway Twitty Unchained Melody—MGM 3089—The old Al Hibbler hit is done up in a fine and feelingful ballad style by Twitty over smart and sweeping ork support.

There's Something on Your Mind—Here's Big Jay McNeely's rockin' hit of a while back, revived in an expressive style. Twitty gives it a lot of feeling over a pounding backing.

A. Z. Mortimer Mama—What Should I Do!—PALETTE 5097—"What should I do mama?" asks the lass on this teen-oriented rocker.

When You're Talking Love—(Zodiac, BMI) (2:25)

Danny Williams The Miracle of You—UNITED ARTISTS 480—Fine "stairway-to-heaven" big ork sound as Danny very sensitively tells how they "made the miracle of you."

Something Gotta Give—(Robbins, ASCAP) (2:25)

Etta James Stop the Wedding—ARGO 5418—Catchy bass-voice introduction followed by Etta singing her heart out in fine r.&b. style.

Street of Tears—(Figure, BMI) (2:12)

The Shondells I Gotta Tell It—KING 45-5656—The gals turn in a catchy performance here as one of the lassies explains why her guy is so fine.

Wonderful One—(Garpax-Briarcliff, BMI) (2:30)

Nelson Dupre Come Along and Dance With Me—BIG L 501 A/B—An open invitation to the chick to dance. Chick chorus answers with continuous "oh yeahs."

At My Journey's End—(West-Phil, BMI) (2:58)

(Continued on page 30)

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 21

JOHNNY MOORE



15 ACRES OF PEANUT LAND (Tronic, BMI) (2:06)—An infectious piece of material, all about life on the farm—consisting of 15 acres of peanut land.

WILMA LEE AND STONY COOPER



PHILADELPHIA LAWYER (American, BMI) (2:55)—TROUBLE AHEAD (Acuff-Rose, BMI) (2:34)—Two great sides by the duo.

SPECIAL MERIT SINGLES

VINCE GUARALDI TRIO

CAST YOUR FATE TO THE WIND (Friendship, BMI) (2:58)

SAMBA DE ORPHEUS (Junglenickel, ASCAP) (3:12) Fantasy 563 POP TALENT POP TALENT POP TALENT

A. Z. MORTIMER

MAMA—WHAT SHOULD I DO? (Zodiac, BMI) (2:28) Palette 5097

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Reviews of New Singles

Continued from page 29

FRED CARTER
*** Making Bellevue—DECCA 31415—Here's the old Kitty Wells smash, done in pleasant, relaxed style by Carter with vocal chorus. Tune warrants a revival anytime and this version has spin appeal. (Acuff-Rose, BMI)
*** What Am I Gonna Do With Anna—(Cedarwood, BMI) (2:00)
D.D.T. AND THE REPELLENTS
*** The Fly Swatter—RCA VICTOR 8064—A novelty rocker, with clapping hands and the sound of a buzzing fly. Has touches of the approach used in Chubby Checker's "The Fly" Could get spins. (Bright Tunes, BMI) (1:56)
*** Bee Side—(Bright Tunes, BMI) (1:54)

BONNIE GUITAR
*** Broken Hearted Girl—RCA VICTOR 8063—An unusual approach here, with the singing being done by the mother of a broken-hearted teen-ager. The mother has sent the girl's boyfriend away for good and thereby hangs the tale of woe. (Questor, ASCAP) (2:29)
*** Who Is She?—(Trinity, BMI) (2:21)
JAMES RAY
*** A Miracle—CAPRICE 117—James Ray comes through in solid style on this emotional reading of a meaningful ballad about the way he met his love. The backing is out of the ordinary, and combined with the singer's performance, could turn this disk into a hit with the teens. (Post, ASCAP) (1:59)
*** Things Are Gonna Be Different—(Good Songs, BMI) (2:20)

CARL McENVOY
*** What Am I Living For—HI 2054—Here's a fine old hit tune and it's done up in feelingful style by McEnvy with a solid slow rock backing. Good chorus work too. Side has a sound and a chance. (Progressive, BMI) (2:33)
*** It's a Crime—(Jec, BMI) (2:35)
BO DIDDLEY
*** I Can Tell—CHECKER 1019—Here's another one for fans of Bo. The side has that earthy blues sound, felling rhythm. The tune is sung with power while the backing is in a stomping groove. (Arc, BMI) (2:55)
*** You Can't Judge a Book by the Cover—(Arc, BMI) (2:43)
THE SPOTNICKS
*** The Old Spinning Wheel—FELSTED 8649—Here's a guitar-based combo with touches of the Ventures, the String-alongs and others. They rock out with this familiar old tune in a cleanly made side. Good beat wax with interesting percussion effects. (Shapiro-Bernstein, ASCAP) (2:15)

*** Sputnik—(Dundee, BMI) (2:00)
BOOKER T & THE MG'S
*** Green Onions—STAX 127—Danceable blues tune for teens here. The side has a compulsive beat and some fine organ work. Beat is strong and there's also some wailing guitar work. (East, BMI) (2:45)
*** Behave Yourself—(East, BMI) (3:15)
THE SCHOOL GIRLS
*** The Reason Why I Love Him—EXPRESS 712 A-B—This side has that eerie teen sound that might go. The girls sing in mighty close harmony and are backed by guitar and rhythm. (Pacemaker, BMI) (2:22)
*** Guess We're Not in Love—Instant, BMI) (1:57)
THE RONETTES
*** I'm on the Wagon—COLPIX 649—The girls have a wild one here. The lead singer's on the wagon until the boy returns. The side has a similar sound to "Playboy," and features some sharp trumpet

work about halfway through. This one could go. (B. F. Wood, ASCAP) (2:17)
*** I'm Gonna Quit While I'm Ahead—(Knollwood, ASCAP) (2:16)
BENNY McCAIN & THE OHIO UNTOUCHABLES
*** She's My Heart's Desire—LUPINE 1009—This is a strong rockaballed that the lad sings with strength in front of the rest of the group. The side has strong r.&b. appeal with gritty guitar work and strong rhythm. (Thelma-LuPine, BMI) (2:20)
*** What to Do—(Thelma-LuPine, BMI) (2:15)
THE CANNONBALLS
*** A Summer Feeling—BRUNSWICK 55231—Here's a bright little ditty that's played in unusual fashion. The melody is played by a calliope-type instrument with swinging tenor sax choruses interspersed. The rhythm provided by the rest of the group. (Merrimac, BMI) (1:53)
*** Teen Tango—(Merrimac, BMI) (2:14)

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☆☆ Ooh, Look What You've Done To Me—(Roosevelt, BMI) (2:28)

JIMMIE RODGERS
 ☆☆☆ Wand'rin' Eyes — ROULETTE 4439—Jimmie and the chorus join hands on this country-flavored torch-burner about the gal with "Wand'rin' Eyes." (Weiss & Barry, BMI) (2:49)

☆☆ You Are Everything to Me — (Favorite, ASCAP) (2:37)

CAMARATA
 ☆☆☆ Like Lost—VISTA 404—An interesting blues-styled instrumental with slinky horns slotted with some fine organ and string work. A lush sound and a good beat, make it good programming for many stations. (Walt Disney, ASCAP) (2:25)

☆☆ String Fever—(Promenade, ASCAP) (2:37)

JOHN GARY
 ☆☆☆ A River of Silver—ACE 661—A tender ballad performance by Gary. The tune has an old time flavor with a lot of nostalgia and the soft backing goes along nicely. This could get good play. (Deep River, ASCAP)

☆☆ First Lady Waltz—(Jimmy McHugh, ASCAP)

DARRELL McCALL
 ☆☆☆ I Can Take His Baby Away—PHILIPS 40053—The lad sells a rocker with feeling on this driving side. Teen-based lyric and exciting performance could help this side grab spins. (Moss, BMI) (2:08)

☆☆ Green Corn — (Emarcy, ASCAP) (1:59)

THE MILLER SISTERS
 ☆☆☆ I Cried All Night—HULL 752—Lass comes through with a heartfelt performance here as she explains how she cried all night because she was all alone. It moves and it builds. (Keel, BMI) (2:15)

☆☆ The Hully Gully Reel—(Keel, BMI) (2:15)

NOLAN STRONG
 ☆☆☆ Beside You — FORTUNE 546 — A tender reading in rockaballad form by a high-voiced Nolan Strong. He is backed by a contemporary vocal group and rhythm section. (Trianon, BMI) (2:05)

☆☆ Mind Over Matter (I'm Gonna Make You Mine)—(Trianon, BMI) (3:00)

CAPRIS
 ☆☆☆ Limbo—MR PEEKE 118—Catchy tune about the Limbo dance is handed a forthright performance by the Capris on this exciting disk. It is already grabbing some action in the East and has a chance to move out, if exposed enough. Watch it. (Monument, BMI) (2:22)

☆☆ From the Vine Came the Grape—(Randy Smith, ASCAP) (2:01)

THE WHITE HOUSE BAND
 ☆☆☆ Prez Conference—CAPITOL 4806—A Perez Prado-styled "Hail to the Chief" theme in Twist beat introduces a parody of a White House press conference dealing with teen problems. Weinrib does a fine mimic of the Kennedy speaking style. Excellent novelty wax. (Beechwood, BMI) (2:40)

☆☆ Theme From Prez Conference — (Beechwood, BMI) (1:57)

☆☆ MODERATE SALES POTENTIAL

CHICK WILLIS
 ☆☆☆ Twistin in the Hospital Ward (Mac-Avery, BMI) (2:33)—☆☆ Come On Home (Mac-Avery, BMI) (2:35), ALTO 2009 1/2

BILL DOGGETT
 ☆☆☆ Moondust (J & C, BMI) (2:22)—☆☆ Teardrops (Lois, BMI) (3:02).

BOBBY LAWRENCE
 ☆☆☆ Why Did We Part (Kimbar, ASCAP) (2:48)—☆☆ The Twist to End All Twists (Kimbar, ASCAP) (2:18), MGM 3081

MIKE SETTLE
 ☆☆☆ Little Sacka Suga (Ludlow, BMI) (2:11) —☆☆ Sing Hallelujah (Essex, ASCAP) (2:16), FOLKING 1001

CLIFFORD SCOTT
 ☆☆☆ The Kangaroo (O-Cal, BMI) (2:05)—☆☆ Skee'Dattle to Seattle (O-Cal, BMI) (2:05), KING 45-5662

CHUCK WILLOUGHBY
 ☆☆☆ Stop the World (And Let Me Off) (Four Star, BMI) (2:08)—☆☆ Comin' or Goin' (Golden West, BMI) (2:34), REPUBLIC 2029

CORNELL GUNTER
 ☆☆☆ In a Dream of Love (Suffolk, BMI) (1:54)—☆☆ It Ain't No Use (Aberbach, BMI) (2:20), WARNER BROS. 5292

KENDALL HAYES
 ☆☆☆ Thisaway or Thataway (Lowery, BMI) (2:21) —☆☆ Jungle of Love (Lowery, BMI) (2:10), PALISADE 14510 1/2

NORMAN PETTY TRIO
 ☆☆☆ Mood Indigo (Mills, ASCAP) (2:48)—☆☆ On the Alamo (Gus Kahan-Bantam, ASCAP) (2:23), FELSTED 8647

GARLAND OWENS
 ☆☆☆ I Want to Know if You Love Me Me (Rock Masters, BMI) (2:25)—☆☆ Dancing With Tears in My Eyes (Witmark, ASCAP) (2:34), LEMONDE 1502

THE KAMPUS KINSMEN
 ☆☆☆ The Islander (Symbol, BMI), (2:05)—☆☆ Little Girl (Symbol, BMI), ENSIGN 1770

VINIE MONTE
 ☆☆☆ Mashed Potato Girl (Benell, BMI) (2:20)—☆☆ You Can't Compare With My Baby (Aldon, BMI) (2:35), JUBILEE 5428

YOUNG JESSIE
 ☆☆☆ Big Chief (King of Love (Balcron, BMI) (2:24)—☆☆ Be-Bop Country Boy (Balcron, BMI) (2:30) MERCURY 71985

BOBBY SCOTT
 ☆☆☆ Have Mercy On Me (Raven, BMI) (2:51)—☆☆ I Gotta Run Now (Foundation, ASCAP) (2:29) MERCURY 71995

GUY TANO
 ☆☆☆ Blueberry Hill (Chappell, ASCAP) (2:09)—☆☆ My Blue Heaven (Leo Feist, ASCAP) (2:05), EMKAY 411

FRANKIE DAVIDSON
 ☆☆☆ Have You Ever Been to See King's Cross (Beam-Jaspar, BMI) (2:53)—☆☆ I Can't Do The Twist (Beam-Jaspar, BMI) (1:58), MELBOURNE 104

CARL HELM
 ☆☆☆ I'm Not That Way (Ablene, ASCAP) (2:45)—☆☆ Have You Ever Been Lonely (Shapiro, Bernstein & Co., ASCAP) (2:25), CANADIAN AMERICAN 142

DANNY & THE JUNIORS
 ☆☆☆ We Got Soul (Claridge, ASCAP) (2:17)—☆☆ Funny (Claridge, ASCAP) (2:56), SWAN 4113

EDDIE RAMBEAU
 ☆☆☆ Summertime Guy (Claridge-Jonathan, ASCAP) (1:58)—☆☆ Last Night Was My Last Night With You (Claridge, ASCAP) (2:20), SWAN 4112

JOHNNY LEWIS AND THE GENTS
 ☆☆☆ Tragedy (Escort-Cireco, BMI) (2:25)—☆☆ Right Don't Wrong Nobody (Escort-Cireco, BMI) (2:06), GAL-AXY 709

DIANA DARRIN
 ☆☆☆ Little Gun, Little Me (Valor, BMI) (2:38)—☆☆ Lost Love (Valor, BMI) (2:58), VIRGO 1005

JERRI WINTERS
 ☆☆☆ Im Afraid to Love You (Plymouth, ASCAP) (1:56)—☆☆ This Is Our Song Of Love (Jannon, ASCAP) (2:41), CHARLIE PARKER 207

BILL CHAPPELL
 ☆☆☆ Rodeo (Briarcliff, BMI) (2:22)—☆☆ Big Mama Twist (Briarcliff, BMI) (2:24), YUCCA 145

FRANK MOORE FOUR
 ☆☆☆ Linda Lee (Norman, ASCAP) (2:29) —☆☆ Cool Baby (Norman, ASCAP) 2:08), MOORE 978 A-B

THE FOUR BUDDIES
 ☆☆☆ Cia Cin (Che Bel) (Pleasant, ASCAP) (2:03)—☆☆ The Light (Champion, BMI) (2:40), CORAL 62325

JIM MITCHUM
 ☆☆☆ Toast of the Teardrop (Painted Desert, BMI) (2:34)—☆☆ Tears of Love (Diplomacy, BMI) (2:18), RE-PRISE 20096

GINGER AND THE CHIFFONS
 ☆☆☆ She (Norick, ASCAP) (2:10)—☆☆ Where Were You Last Night? (Norick, ASCAP) (2:05) GROOVE 58-0003

DELTA
 ☆☆☆ My Own True Love (Remick, ASCAP) (2:44)—☆☆ Work Song (U-pam, BMI) (2:25) PHILIPS 40023

JOHNNY CAMERON
 ☆☆☆ The Crying I'm Doing Alone (Leeds, ASCAP) (2:30)—☆☆ Why Do Fools Fall in Love? (Patricia, BMI) (2:00), RCA VICTOR 8065

TAM DUFFILL
 ☆☆☆ Cooly Dooly (Shayne, ASCAP) (2:00)—☆☆ You Put the Hurt On Me (At Last) (Saturn, BMI) (2:15), GROOVE 0004

LORRY RAINE
 ☆☆☆ Escape (Volkwein Bros., ASCAP) (2:27)—☆☆ Eventide (Volkwein Bros., ASCAP) (2:42), MAYFLOWER 24

JACKIE SOUDERS AND ORK
 ☆☆☆ Everywhere You Go (Lombardo, ASCAP) (2:20)—☆☆ Seattle U. S. A. (Howe, ASCAP) (1:54), TIMBRE 101 A-B

☆☆ STRONG SALES POTENTIAL

JAZZ
VINCE GUARALDI TRIO
 ☆☆☆ Cast Your Fate to the Wind—FANTASY 563—An interesting bit of piano color here, done at first with a Latinish touch, with a later move into a swinging medium beat figure. Combo has a solid sound. Side is also from the group's recent album. (Friendship, BMI) (2:58)

☆☆ Samba De Orpheus—There's nothing samba-ish about this one, but it does have a good sound, and a swinging upbeat feel. Piano gets the lead spot against a hard-working bass and drum combine. From the album, "Black Orpheus." (Jungnickel, ASCAP) (3:12)

RHYTHM & BLUES
LUKE "LONG GONE" MILES
 ☆☆☆ Long Gone—SMASH 1755—Here's a good Southern r.&b.-styled side, with Miles pounding out the message in good style with shouts and backed by an insistent harmonica. Good down-home side. (Blacrom, BMI) (2:57)

☆☆ War Time Blues—A slow blues with an agony kind of vocal done in talk-sing style. He just doesn't want "no army" as he says in his plea to stay out of the service. Fine backing is lead by the harmonica. (MRC, BMI) (2:50)

SPIRITUAL
SONS OF FAITH
 ☆☆☆ What You Gonna Do—NASHBORO 734—Well, sinner man, what you gonna do, is the frank question here and the group sings it all with great conviction. Solid forthright guitar accompanies the vocal. Fine performance (Excellerec, BMI) (2:34)

☆☆ Since I've Been Born—A fervent chant effort by the lads, with a solid lead performance. Another great lesson is taught here in a virtuoso preach and shout effort. (Excellerec, BMI) (2:30)

BRIGHT STARS
 ☆☆☆ Standing in the Safety Zone—NASHBORO 732—A wonderful idea for a spiritual song and this fine group makes the most of it. Powerful material and the beat is all there in pulsing style. Group is there all the way with the lead. (Excellerec, BMI) (2:44)

☆☆ He Rescued Me—A persuasive beat dominates this chant with another top effort from the lead and the group. Two fine sides. (Excellerec, BMI) (2:26)

BONITA CANTRELL
 ☆☆☆ Dark Calvary's Hill—NASHBORO 733—Miss Cantrell trills this in tones of glory. It's done as a slow, non-rhythmic effort with piano and organ runs in the backing. Finally the side picks up a slow and persuasive rhythm. Solid performance. (Excellerec, Mohawk, BMI) (2:42)

☆☆ Sinner Man—This side is much the same in content, with a slow, prayerful beginning without a beat. Organ and piano play a handsome accompaniment and the choir adds much too. Two standout sides. (Excellerec-Mohawk, BMI) (3:02)

GOSPEL FIVE
 ☆☆☆ Love Deep Down in Your Heart—NASHBORO 730—A slow, persistent sermon side by the lead and the group. He shouts the message out in telling style here. (Excellerec-Clay-Lick, BMI) (2:30)

☆☆ Done the Best I Can—Slightly more up-rhythm, this side contains an equally fervent and dedicated performance by the lead, against a powerful backing by the group, piano and guitar. (Excellerec-Clay-Lick, BMI) (2:43)

EMMA TUCKER
 ☆☆☆ I'm Trusting In Jesus—NASHBORO 731—The thrush sells this listenable gospel effort with conviction over warm organ, piano-and rhythm support. She tells the story with feeling and the side could do well in the market. (Excellerec, BMI) (2:59)

☆☆ Free To Worship — (Excellerec, BMI) (2:34)

COUNTRY & WESTERN

DAVE DUDLEY
 ☆☆☆ Under Cover of the Night—NEW STAR 6420—The chanter sells this typical country weeper with feeling sparked by a good arrangement. It deserves exposure. (Pamper, BMI) (2:09)

☆☆ Please Let Me Prove (My Love For You)—(Newkeys, BMI) (2:17)

GRADY MARTIN AND THE SLEWFOOT FIVE

☆☆ City Lights—DECCA 25568—A fine honky-tonk instrumental version of the country tune by Bill Anderson. Melody bounces between piano, guitar and sax. Can score big on the boxes. (TNT, BMI) (2:10)

☆☆ Fraulein — A guitar intro—some-what reminiscent to that of "I Walk The Line"—leads into a swinging instrumental version of the oldie. Good Nashville sound, and great for juke boxes. (Fairway, BMI) (2:00)

ROD BERNARD
 ☆☆☆ Fats Do Do—HALL-WAY 1906—Bright Cajun tune is sung with gusto by the chanter over a swinging backing by the ork. It should do well in the Cajun country as well as many other pop and country areas. (Big Bopper, BMI) (1:52)

☆☆ New Orleans Jamb—A most interesting tune that contains elements of pop, country and blues receives a smart and warming performance from Bernard. And the arrangement helps it sparkle. This could get spins. (Aldon, BMI) (2:09)

ROY ACUFF
 ☆☆☆ The Old Age Pension Check—HICKORY 1178—A fine performance by Roy here The side is a witty little ditty that he sings with a great old country feeling. (Acuff-Rose, BMI) (2:36)

☆☆ Wabash Cannonball — "Cannonball" gets a strong reading from Acuff. The side should score with those country fans who feel nostalgia for both artist and tune. (Peer Int'l, BMI) (2:35)

DEL WOOD
 ☆☆☆ Down Yonder — MERCURY 31474—Miss Wood is back with another version of the tune that brought her to prominence some years back. The side has spirit and the piano jumps right along with vocal chorus singing the lyric in high flying fashion. (LaSalle, ASCAP) (2:04)

☆☆ Lady of Spain—Here's another oldie played in strong honky tonk style by the pianist. The tune has a good sound. (Sam Fox, ASCAP) (2:06)

JIMMY MARTIN
 ☆☆☆ Don't Cry To Me — DECCA 31414—Excellent—multi-tracking effects and powerful back country vocal make this a good c&w side. The backing is straight hill style with fiddles, guitars and banjos making the weeper sing. (Champion, BMI) (2:27)

☆☆ Poor Little Bull Frog — (Jo-Gene, BMI) (2:25)

POLKA

JOE JAROSZ AND HIS ORK
 ☆☆☆ Peter & Paul Polka—JAY JAY 263 A-B—This one is a hopper. The band plays the lifting tune in a fast one-and-two polka time while accordion, trumpet and clarinet take the melody. Sure to score in the polka belt. (Jay Jay, BMI) (2:00)

☆☆ One Two Three — (Jay Jay, BMI) (2:50)

MYRTLE JACKSON
 ☆☆☆ My Hope Is Built on Thee—SAVOY 4178—Miss Jackson has a strong voice and uses it to good effect on this gospel item. She is backed by organ, drums and piano. (Crossroads, BMI)

☆☆ Christ Lives in My Soul—(Cross-roads, BMI)

(Continued on page 32)

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Reviews of New Singles

Continued from page 31

GOSPEL CHIMES
 ★★★★★ To Jesus I'll Go—SAVOY 4177—
 This is a bright gospel item that should be a winner in the field. Its melody is slightly reminiscent of "Save the Last Dance for Me" and features some strong unison singing by the group (Savoy, BMI)

★★★★ Father, I Stretch My Hand to Thee —(Martin-Morris, BMI)

RHYTHM & BLUES

SMOKEY SMOTHERS
 ★★★★★ Hello Little School Girl—FEDERAL 12466—Down to earth blues item is handed a down home performance by Smothers on this waxing. A side that could grab sales in the South. (Smoio, BMI) (2:58)

★★★★ Twist With Me Annie—On this side the blues singer asks Annie to Twist with him while the combo supports him in pounding fashion spotlighting strong harmonica work. (Armo, BMI) (2:32)

NOVELTY

WES HARRISON
 ★★★★★ Speaking of Sounds (Parts I & II)—IRC 6913—Here's a nutty disk that can appeal strongly to comedy-minded folks. It's a live show, put on by Harrison, who specializes in making every conceivable kind of sound with his mouth. His tools are his talent and a mike and he explains to his audience about some of his rib-tickling pranks. Funny stuff. (Edgewater, BMI) (3:24, 3:35)

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★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

BILL DUNCAN
 ★★★★★ Just Being You (N-K-N, BMI) (2:22) — ★★★★★ Country Home (N-K-N, BMI) (2:00). BETHLEHEM 3007

MARGIE SINGLETON
 ★★★★★ Living in the Danger Zone (Painted Desert, BMI) (2:12) — ★★★★★ Chained to a Promise (Aldon, BMI) (2:05). MERCURY 72002

DOT AND LEE
 ★★★★★ Hey, Hey Good Lookin' (Acuff-Rose, BMI) (1:46)—★★★★ I Overlooked An Orchid (Peer Ind., BMI) (2:25). VON 657

GEORGE HEFTON
 ★★★★★ Tennessee Ola (Kangas, BMI) (2:39)—★★★ Ship of the Blues (Kangas, BMI) (2:43). KANGAROO 24

JIMMY SWEENEY
 ★★★★★ She Wears My Ring (Acuff-Rose, BMI) (2:50)—★★★★ What'Cha Gonna Do About Me (Acuff-Rose, BMI) (2:24). BUCKLEY 1101

HELEN DIXON
 ★★★★★ I Can't Stop My Heart (From Loving You) (2:18)—★★★★ How Can I Tell The Children (Yonah, BMI) (2:12). PEACH 753

JIM PARKER
 ★★★★★ Empty World (Tree, BMI) (2:45) — ★★★★★ What's Time to a Fool (Rally, BMI) (2:35). FANNIN 1001

COUNTRY & WESTERN

FAYE OLIVER
 ★★★★★ Honkey Tonk Queen (Acuff-Rose, BMI) (2:23)—★★★ I Wind Up With a Broken Heart (Starday, BMI) (2:15). NASHVILLE 5069

THE ELDER BROS.
 ★★★★★ Here Is My Heart (Star Tunes, BMI) (3:06)—★★★★ In Echo Canyon (Star Tunes, BMI) (2:09). TIMBRE 102 A-B

LEE BEVILL
 ★★★★★ Legend of a Lawman (Happy Hearts, BMI) (2:48) — ★★ One Way Track (Happy Hearts, BMI) (2:40). HAPPY HEARTS 126 A-B

JAZZ

STANLEY TURRENTINE
 WITH THE THREE SOUNDS
 ★★★★★ Blue Riff—★★★★ Gee Baby Ain't I Good to You. BLUE NOTE 1813

METRONOMES
 ★★★★★ This Could Be the Start of Something Big (Bellmeadow, ASCAP) (2:45)— ★★★★★ Back Door Blues (Artillery, BMI) (2:44). RIVERSIDE 4523

★★★★ AWAKENING!
 Jimmy Woods. Contemporary M 3605

★★★★ MAKE THE MAN LOVE ME
 Joy Bryan. Contemporary M 3604

CECIL PAYNE SEXTET
 ★★★★★ Yes, She's Gone (Janon, ASCAP) (2:28)—★★★★ Yes, She's Gone (Janon, ASCAP) (2:38). CHARLIE PARKER 206

INTERNATIONAL

★★★★ MUSIC OF PERU
 The Pinata Party. Folkways FW 8749

★★★★ MUSIC FROM PETAUKE OF NORTHERN RHODESIA VOL. I
 Rec. & Ed. John Blacking. Ethnic Folkways FE 4201

SPOKEN WORD

★★★★ READINGS FROM D. H. LAWRENCE
 Harry T. Moore. Folkways FL 9837

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 Various Artists. Folkways FL 9889

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★★★★ THE SOUNDS OF YOGAVE-DANTA
 Leslie Shepard. Folkways FR 8970

SPECIALTY

★★★★ GOLDEN MUSIC BOX FAVORITES
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SPIRITUAL

GOSPEL PACKERS
 ★★★★★ Let the Light Shine (1:43)—★★★★ I Won't Have to Cry (1:51). TUXEDO 942

RHYTHM & BLUES

★★★★ Christine (C. J., BMI) (2:05)—★★★★ Alley Music (C. J., BMI) (2:05). FIRMA 626

ROY MILTON
 ★★★★★ Jeep's Blues (American Academy, ASCAP) (2:21)—★★★★ R. M. Blues (American, BMI) (2:49). KING 9998

BOBBY PARKER
 Steal Your Heart Away (Caldwell, BMI) (2:18) — Watch Your Step (Caldwell, BMI) (2:20). V-TONE 223 A-B

LATIN AMERICAN

TONY HUGHES
 ★★★★★ Malaguena Salerosa (Druid, BMI) (4:00)—★★★ Tumbalalaika (Druid, BMI) (2:40). TALISMAN 107

POLKA

EDDIE ZIMA
 ★★★★★ Rosey Cheeks Polka (Jay Jay BMI) (2:12) — ★★★★★ Carousel Polka (Jay Jay, BMI) (2:36). JAY JAY 257 A-B

JOHN CHECK
 Seven Days and Seven Nights Without You (Jay Jay, BMI) (2:15)—I Wish I Was Single Again (Jay Jay, BMI) (2:02). JAY JAY 264 A-B

LIMITED SALES POTENTIAL

BEATING THE DRAGON ROBE
 Various Artists. Folkways FW 8883.

ANTHOLOGY OF BRAZILIAN INDIAN MUSIC
 Harold Schultz and Vilma Chiara. Folkways FE 4311

ULTRA-TONES
 Locomotion (Masonic, BMI)—Sister of the Girl I Once Loved (Masonic, BMI). GARY 2001

LOUIE AND THE AMBASSADORS
 Talk That Talk (Twist) (Regent-Pearl, BMI) (2:03)—The Girl With the Raven Black Hair (B-W, BMI) (2:38). HILLTOP 1879

JIMMY KEANE
 Lind's Cha Cha (Pierre, BMI) (2:25)—Miami Beach Cha Cha (Pierre, BMI) (2:50). IRC 6909

SANDY SINGER
 A Little Bit Early (Masonic, BMI) (2:07)—Oklahoma City, Okla. (Arco, BMI) (2:07). ARCO 4630

JERRY MILLER
 Someday You'll Be Blue (Powhatan, BMI) (2:20)—What Number Am I? (Powhatan, BMI) (2:40). DOMINION 1013

THE COQUETTES
 The Oregon Song (Hillsboro, BMI) (2:00)—Don't Let Me Down (Blue Ribbon, ASCAP) (2:33). WHIRL 2234

ELLA AND FELLA
 Bubble, Bubble (Zenith) (2:22)—Roses Are Red (My Love) (Lyle) (2:37). ZENITH 62235-6

RAY FLEMING
 Devil in Disguise (Starflower & Edlock, BMI) (1:52)—Something in the Wind (RSVP & Edlock, BMI) (2:52). GAMBIT 1105

THE VISTAS WITH TEE TOMMY
 John and Marsha (Monarch) (2:45)—Tiki Twist (Monarch) (2:15). TIKI 101

VINCE CALVO
 Sweet Mystery of Life (M. Witmark & Sons, ASCAP) (3:02)—Why (Ashland, BMI) (2:16). CONQUEST 4503

THE DELIGHTS
 Please Take My Love (G & H, BMI) (2:35)—My One Desire (G & H, BMI) (2:21). NITE 1035

EDDIE (BIG BLUES) CARSON
 The Bloody Bloody Bombs (Hob, BMI) —Why Do You Treat Me So Bad (Hob, BMI) MRC, 1203

FREDDY & THE RAVENS
 Another Love (Valtone, BMI) (2:00)—The Big Itch (Valtone, BMI) (2:05). WED 125

JOEY ROBINSON
 Stood Up (BMI) (2:05)—Goodness of My Heart (BMI) (2:15). MONT 1007A/B

TOMMY GENOVA
 Farmer John (Venice, BMI) (2:24)—Sinner Am I (Elgi, BMI) (2:44). BELLA 609

BARRY PETRI
 Pretty Little Angel (Chicory-Beck, BMI) (2:57)—You're the One (Chicory-Beck, BMI) (2:45). SWAN 4111

JOHNNIE TINO
 My Dream (Nevegas, ASCAP) (2:10)—Some of These Days (Vogel, ASCAP) (2:07). CROSBY 19

JOSEPH L. PINKSTON
 Tell Me That You Love Me (McGinty, ASCAP) (2:00)—Check Up (McGinty, ASCAP) (2:41). ROXIE 323/A/B

EDDIE OCEANS
 Swing Low (Soyoset, ASCAP) (2:05)—Kentucky Babe (Soyoset, ASCAP) (2:10). DECANTER 711 A-B

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Last By special survey for week ending 7/21 Weeks on
 Week Week TITLE, ARTIST, LABEL & NUMBER Chart

1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	10
2	7	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamle 1220	5
3	2	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	10
4	5	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	5
5	9	THE WAH-WATUSI, Orions, Cameo 218	5
6	13	ROSES ARE RED, Bobby Vinton, Epic 9509	4
7	8	TWIST AND SHOUT, Isley Brothers, Wand 124	6
8	4	HAVING A PARTY, Sam Cooke, RCA Victor 8036	3
9	14	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	9
10	10	I NEED YOUR LOVING, Don Gardner and Dee Dee Ford, Fire 508	7
11	20	GRAVY, Dee Dee Sharp, Cameo 219	5
12	22	THE STRIPPER, David Rose and Ork, MGM 13064	2
13	25	AHAB THE ARAB, Ray Stevens, Mercury 71966	2
14	6	PLAYBOY, Mervelettes, Tamla 54060	9
15	3	ANY DAY NOW, Chuck Jackson, Wand 122	11
16	19	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	8
17	16	BOOM BOOM, John Lee Hooker, Vee Jay 438	5
18	28	PARTY LIGHTS, Claudine Clark, Chancellor 1113	2
19	18	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	13
20	21	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147	6
21	23	I DON'T LOVE YOU NO MORE, Jimmy Norman, Little Star 113	2
22	12	NIGHT TRAIN, James Brown, King 5614	14
23	15	PALISADES PARK, Freddy Cannon, Swan 4106	4
24	11	DON'T PLAY THAT SONG, Ben E. King, Atco 6222	11
25	—	SHE WEARS MY RING, Jimmy Sweeney, Buckley 1101	1
26	29	I'LL TRY SOMETHING NEW, The Miracles, Tamla 54059	10
27	17	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147	7
28	—	WELCOME HOME BABY, Shirelles, Scepter 1234	1
29	26	I FOUND A LOVE, The Falcons, LuPine 1003	16
30	27	LOSING BATTLE, Johnny Adams, Ric 986	4

EVELYN LANGE
 My Heart Cried and Cried (Neches, BMI) (2:58)—Teardrops About to Fall (Neches, BMI) (1:45). DANNY JR. 101

RHYTHM & BLUES

CHARLIE AND THE JIVES
 Mercy Baby (Ebony, BMI) (2:47)—Come On (Ebony, BMI) (2:35). HARLEM 115

COUNTRY & WESTERN

BOB EARHART
 North to Alaska (Robbins, ASCAP) (2:18)—Pick Me Up on Your Way Down (Pamper, BMI) (1:55). COOL 182

GOSPEL MESSENGERS
 ★★★★★ Walking With Jesus (Savoy, BMI) — ★★★★★ Waiting (Savoy, BMI) SHARP 628

THE VOICES OF INSPIRATION
 Everybody Talking About Heaven Ain't Going There—Listen to the Lamb. BALL 121

TONY SENN
 My Whole Life Depends on You (McDowell, BMI)—No Next Time (McDowell, BMI) McDOWELL 709

JOHN CLEATWOOD
 I Want to Live For YOU (Big Red, ASCAP) (2:56)—I Wanted to Look Into Your Eyes (Big Red, ASCAP) (2:14) RANCHWOOD 2243

KIRBY LADNER AND THE KASKADES
 Dream Castles (Medico, BMI) (2:45)—Money, Money, Money (Medico, BMI) (1:58). CAPA 107 A-B

BUCK BROOKS
 Sweet Memories (BMI) (1:55)—Childhood On The Farm (BMI) (1:45) BUCK 1001

BILL BARKER
 Lonesome Road (2:05)—Sentimental Fool Am I (ASCAP) (1:53). CROSBY 17

SPOKEN WORD

THE INTERNATIONAL MORSE CODE
 Philip S. Gross, Ph.D. Folkways FX 6141.

Dallas Mercury Rep Frolics In 'Ahab the Arab' Stunt

DALLAS—Mercury's Ray Stevens donned the costume of "Ahab, the Arab," title of his current hit, to introduce the label's newest outlet, Calmar Distributing Company, to the trade at a giant party here last week.

Invitations in Arabic (followed by seconds in English) were delivered by a model dressed in "typical harem garb." The party drew deejays and members of the press from a 100-mile radius. Theme was "The Desert," with guests getting survival kits and Arabic food and beverages.

Hosting were Sheiks Bill Caldwell, owner-manager of Calmar, and Glenn Miller, Mercury regional sales manager.

New Fly-by-Night Racket Defrauds N.Y. Ops.

By AARON STERNFIELD

NEW YORK — Juke box and amusement machine operators here are being milked by fly-by-night location owners, according to Al Denver, president of the Music Operators of New York.

The racket works something like this. A sharpie will approach the landlord of a vacant store and offer to rent the premises. He will pay by post-dated check, install his wife and children on the premises and go through the motions of opening a luncheonette.

Next step is a phone call to a local coin machine operator. The operator is told by the location owner that he wants a juke box and game, but that the operator will have to cough up a bonus or advance commission in return for a contract. The operator agrees and places his equipment on the location.

Second Call

As soon as the operator leaves the establishment, the equipment goes down in the cellar, and the location owner calls another operator.

Operator No. 2 is given the same proposition his competitor received. In each case, the location owner will demand cash on the barrelhead.

The location owner can repeat the process until he thinks he's pushing his luck too far, or at least until the post-dated check comes up for deposit.

Process Continues

When this happens, he merely vacates the premises and finds another landlord with an empty store. Then the shakedown process continues, with a different set of operators.

The operator, of course, has a strong basis for a fraud action, except that the sharpie is generally difficult to locate.

The Brooklyn District Attorney's office is currently investigating the racket, which Denver says flourishes throughout the metropolitan area.

The Music Operators of New York, a local trade group representing most of the juke boxes on location here, is relatively powerless to stop the racket.

No Registrations

By terms of a consent decree, MONY is not allowed to register locations, so that an operator cannot check and learn whether the location had previously signed a contract with another operator.

Unlike consent decrees written by the U. S. Justice

Department's Antitrust Division, the New York State consent decree bans location registration.

The current racket is a refinement of one which has been going on here for several years. The older shakedown occurs when the operator and location have signed a contract and the equipment has been operating for some time.

Pulls Plug

The location owner will demand more money—either bonus or advance commission—from the operator. When the operator refuses on the ground that he has lived up to his end of the bargain, the location owner will pull the plug, get the equipment out of sight, and sign a contract with a rival operator. When the contract is signed, money changes hands.

This practice is fairly easy to combat. As long as the location owner has an established business, the victimized operator can sue for damages and generally collect. The location owner is gambling that a lawsuit is too much trouble.

Local coinmen are hoping that the victimization of juke box operators here will prompt State authorities to modify the consent decree so that tradesters can protect themselves from fraud.

NEW ROYALTY BILL INTRODUCED

These Juke Boxes Sneer at Elements

By BOB LATIMER

PANAMA CITY, Fla. — A juke box normally takes quite a pounding in a good, jumping tavern, but take a new 200-selection stereo box and place it a few feet away from the pounding Gulf of Mexico surf, expose it to broiling sun, blowing sand and salt air and you're really asking for trouble.

But Guy Churchwell, who has been operating here since 1936, is subjecting four new machines to this torture test, and he's making money doing it.

Churchwell's installation is at the Long Beach Casino, where the machines are placed at a beach front pavilion, about 45 feet apart. The machines, on straight dime play, bring in one of the highest yields in the State.

Teen-Age Crowd

The customers are mostly teenagers, who cluster in groups of as many as 200 to twist, bop and jitterbug in the four small connected pavilions.

During the summer tourist season, which extends from the end of May until late September, the four juke boxes are in almost continuous

operation from around 10:30 a.m. until the same time at night—with the same steady patronage from youngsters in nearby Panama City and St. Andrew, etc., augmented by thousands of tourists, from all over the Southeast.

The dancers actually stand in line to drop in dimes for their favorite numbers, to insure that sooner or later during the evening, the desired record will come up. Churchwell, instead of changing the average of five records every two weeks, has changed as many as 10 and 15 records a week, not because of shifts in popularity, but simply because the disks have worn out.

Whisky Ban

The Florida operator gets full approval from the city fathers, as well as parents, due to the fact that absolutely no alcoholic beverages are sold on the casino property. Refreshments are limited to hot dogs, soft drinks and coffee. In return for this prohibition, parents cheerfully turn teen-age daughters loose for an entire day and evening of juke box dancing, which results in the crowds of 200 or more in a single 60 by 40-foot pavilion.

Because of the surf, frequent heavy rains and the ever-present salt air, Churchwell has had to use real ingenuity to protect the juke boxes, particularly in view of the increased electronic complexity which stereo models have brought about. The ideal protection, he has found, are heavy plywood enclosures, like large storage trunks. They function as ovens from the electronic standpoint, and they

(Continued on page 39)

Could Impose Yearly Fees High as \$25

WASHINGTON—Hearings will be called July 25 on a brand-new Celler anti-juke box exemption bill. The bill implements most of the compromise proposals put forth in the wake of the 1959 hearings on Representative Celler's H.R. 5921, which died in the 86th Congress. The new bill was introduced in the House Wednesday (11).

The new bill to end performance royalty exemption for juke play of copyrighted music would impose a royalty of \$5 per box per year for the first year to cover all fees of all licensing parties. For the next four years the amount would be not less than \$5 and not more than \$25 per box per year. Subsequently, a board of three trustees to be appointed by the attorney general could re-evaluate the royalty charge for each five-year period.

The juke performance royalty fund would be collected, distributed and administered by a three-man "office of performing rights trustees" to be appointed by the attorney general. This type of set-up was urged by House Judiciary Committee Chairman Celler (D., N. Y.) after the 1959 bill died in committee, but operators stood fast for their present total exemption under the 1909 copyright law.

Annual Distribution

Distribution under the new bill is to be at least once a year. Trustees are directed to have surveys

(Continued on page 39)

Ops Find Getting Credit Now a Touchier Business

NEW YORK—A subtle shift in credit policies toward the coin machine industry is taking place in banks, factoring houses and other financial establishments.

Not too long ago, an operator could finance equipment through a reputable distributor without too much trouble—provided the distributor was willing to vouch for

the operator, and provided the distributor had a good credit reputation.

With more and more lending institutions getting into the coin machine picture, the distributor's word and reputation no longer suffice.

These lending institutions are

(Continued on page 39)

Resist State Tax, Illinois Ops Urged

EDITOR'S NOTE: Illinois officials are talking about a State income tax. What possible effects the tax would have on the coin machine industry may be surmised by the experiences of Indiana operators. Indiana has such a tax.

By JOSEPH KLEIN

INDIANAPOLIS—If they were asked what they think, Indiana coin machine operators would advise their Illinois colleagues to resist the enactment of a State income tax. That some such excise may be needed to solve the State's desperate fiscal problem has been suggested in recent days by the Illinois Revenue Study Commission, a body appointed by the Governor.

Even though 30 years have passed since the Indiana law was legislated into existence, Hoosier operators still insist that the State's

gross income tax is excessive and favors one group of taxpayers at the expense of another.

Non-vending coin equipment—such as juke boxes, scales, kiddie rides and games—is assessed at 1½ per cent of gross income under the law.

Vending machines—dispensers of soft drinks, gum, peanuts, tobacco, candy and other types of merchandise—are taxable at ¾ of 1 per cent.

No Deductions

"I don't know what kind of income tax they would have in Illinois, but I'd certainly like our friends in that State to know how unfairly an income tax works in our State," said a Northern Indiana music machine operator this week. "Let's say I gross \$20,000 a year and net about \$7,000. I pay my 1½ per cent on the \$20,000. They're not kidding when they call it a gross income tax. Because that's what it is—no deductions, no nothing."

He said that his gross income tax, payable on \$20,000, amounted to \$300 for 1961.

"But my real income, my net income, was only \$7,000," he continued. "And that's where this tax is unfair. While I paid \$300, the guy making \$7,000 in the steel mill or oil refinery paid a gross income tax of only \$105."

Major Income Source

The gross income tax is Indiana's major source of revenue. The State Department of Revenue reported this week that the tax yielded a 6 per cent increase in revenue during the fiscal year ended June 30. Total collections for the period spiraled to \$206,776,568.

So rewarding a tax source is, obviously, beyond the possibility of repeal.

Many observers feel, however, that the Hoosier operator would stand on firm ground in asking for a change in at least one provision or interpretation of the tax law.

As the measure is construed by Indiana taxing officials, the operator must even pay the tax on the "split" retained by the location owner. The location owner, in turn, also pays a tax on it.

One highly placed person in the Indiana State government feels that a proposal for an amendment to relieve the operator of this impost on money he never receives would have merit—and possibly a chance for passage in the 1963 session of the Indiana General Assembly.

The difference in the rates gives the vending machine operator the status of a retailer—for ¾ of 1 per cent is the retailer's rate.

Contractor Status

At the same time, the law leaves the non-vending equipment operator at the level of a "contractor" because his understanding with the premise owner is tantamount to a contract.

A statement issued last week by

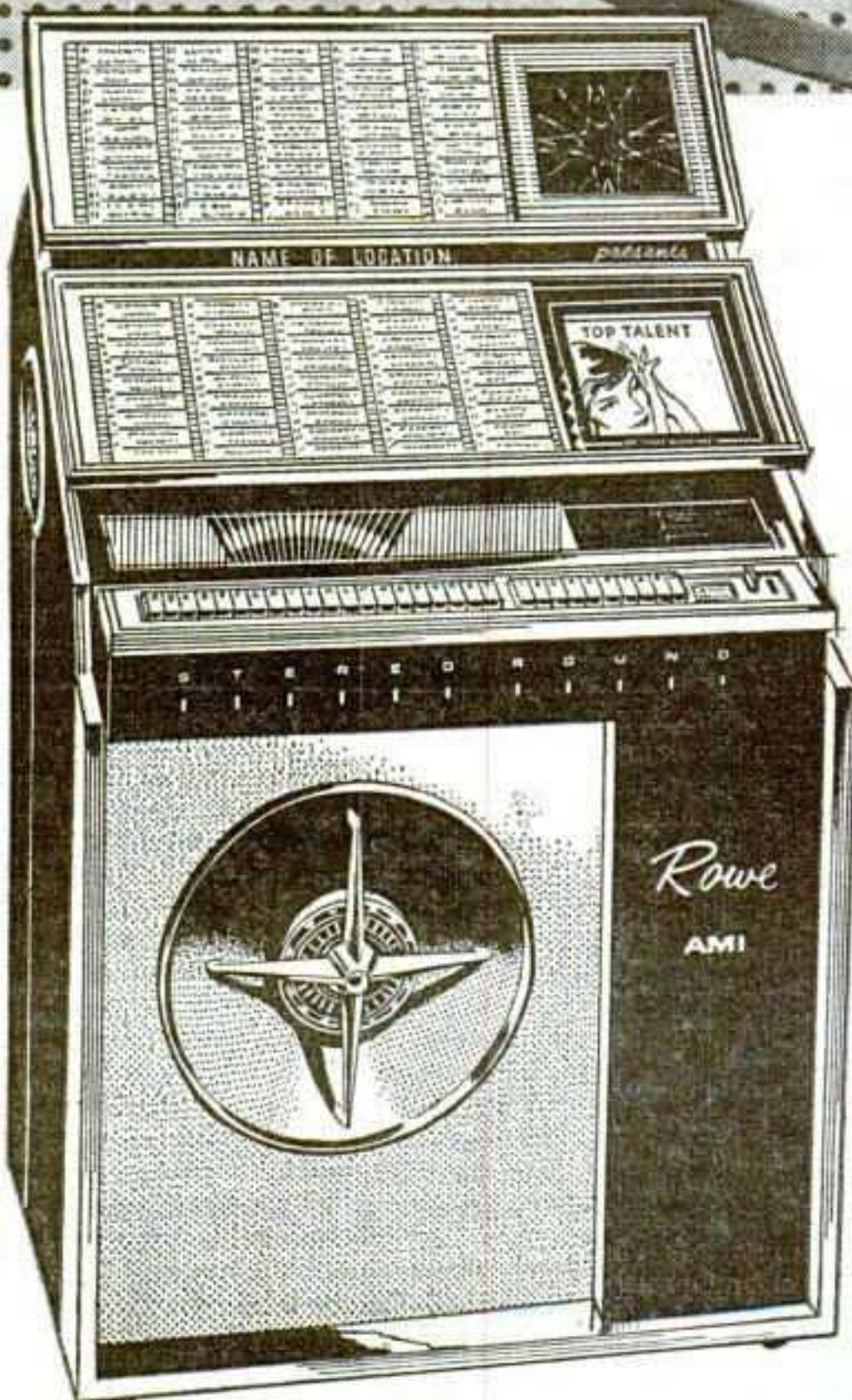
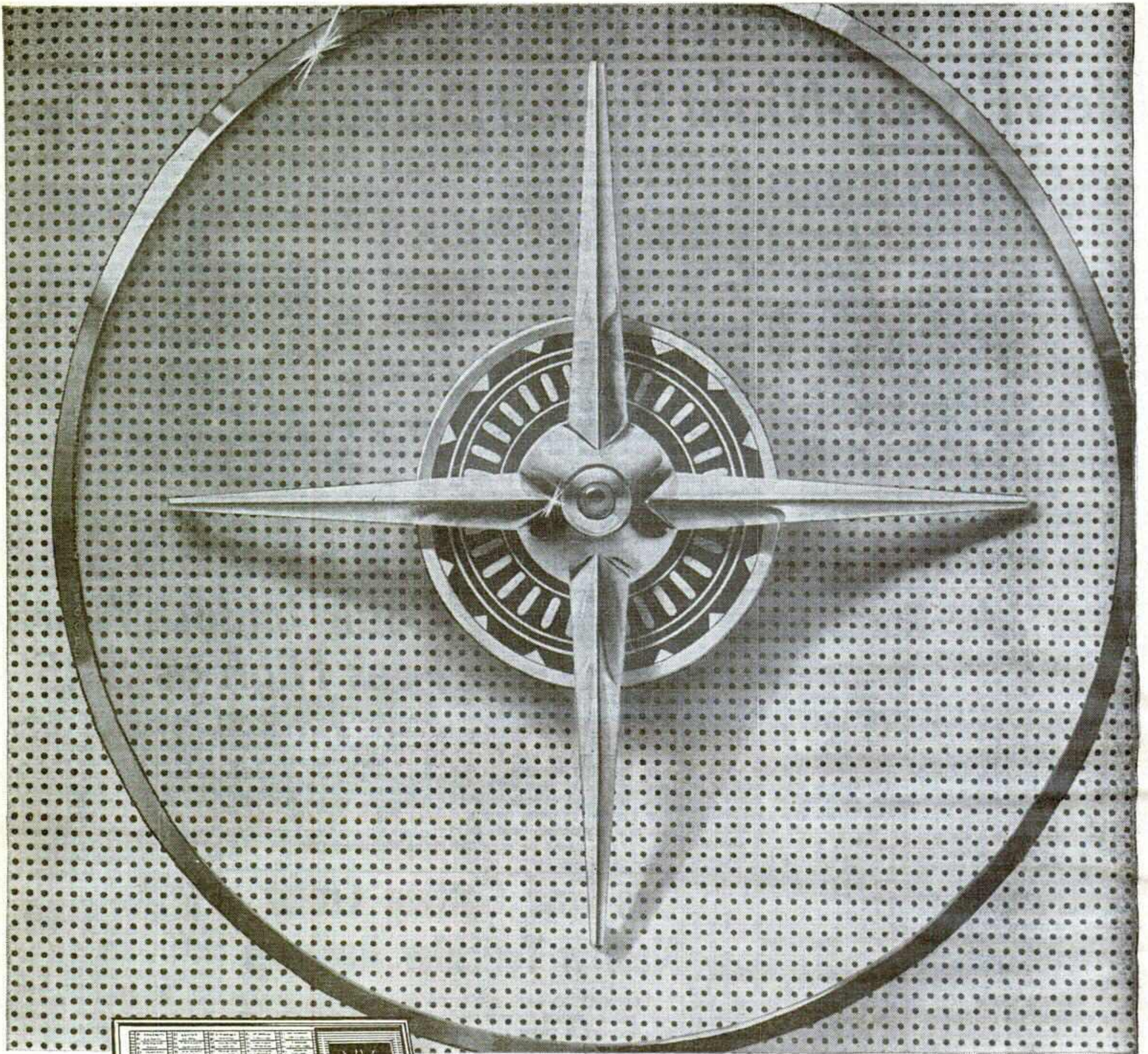
(Continued on page 39)

Songwriters in Canada Want Juke Box Fees

EDMONTON, Alta. — Gordon V. Thompson, chairman of the copyright division of the Canadian Authors Association, has proposed that Canadian juke box operators be required to pay performance fees for the use of recorded music. Speaking at the CAA annual convention here recently, Thompson cited the law which exempts phonograph play from performance royalty payments and told of the Canadian Supreme Court ruling which holds that a juke box is a phonograph.

Thompson maintains that the operation of a juke box is a commercial venture and should not be classified in the same category as a phonograph used for home entertainment.

He seeks a revision of the copyright law.



THE "THREE-IN-ONE" PHONOGRAPH STYLED FOR YOUR MOST DISCRIMINATING LOCATIONS

Every feature of the new Rowe AMI phonograph is truly high style. The lighted front grille with its distinctive ornament. The full-width backlighted location identification. The eye-catching, ever-changing star panel. This is the phonograph to enhance even the most discriminating locations.

So many features to increase play and profits: "Three-in-One" flexibility; for programming 200, 160 or 100 selections . . . Stereo Round; the self-contained stereo system . . . Top Talent Tunes to build play for feature artists . . . new selection keyboard . . . new "now playing" record indicator . . . new lightweight mechanism and front access for operating convenience.

The new Rowe AMI will proudly take you in to new locations, appreciably boost your take in present locations. See it. Hear it. Buy it.

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NEW Rowe AMI
PHONOGRAPHS

Programming Music in Small Town Means Molding Menu for Each Spot

DOTHAN, Ala. — The big city operator might be able to get by with a basic programming formula, but each location in a small Alabama community must be treated as a case unto its own.

That's been the experience of Joe Yates, general manager of the Dixie Amusement Company here. Yates, long-time operator in the relatively larger cities of Northern Alabama for several years, took

over the programming job in this small South Alabama community a couple of years ago. Before that, Joe Joseph, Dixie president, had been the programmer.

Yates learned quickly that Dothan is not Birmingham and that the difference in musical tastes between one rural location and another is often marked.

Ring Binder

Yates uses a ring binder with a

separate page for each location. Information contained in the binder includes the type of patron, ethnic background, and, of course, musical preferences. And the information isn't only entered—it's used.

For example, in stops which are heavily frequented by teen-agers, Yates has learned that he might as well provide 80 per cent of the menu in twist numbers. Oddly enough, however, there are locations in which rock and roll will still pull well, despite Yates' observation that rock and roll is yielding to twist music.

"In some stops, mood music and instrumentals will show excellent returns, and in other stops, fall dead," Yates said. "We have experimented with all of them, deliberately going against first observations in many instances, and in that way have found that what looks to be a pure twist music spot may go for plenty of old favorites instead."

Old Favorites

Farm workers, worried with long hard days in the field, don't want peppy music. For the most part, they prefer nostalgic old favorites, to relax over a glass of beer, and simply take it easy.

Yates insists on taking the cost of the records, installed at the average of nine or 10 per month, off the top, requiring his location owners at least to take care of basic record costs.

He supervises three collectors and checks routes twice a week, making a snap decision as to which route to check and making sure that the location owner knows that an executive is doing the checking. This businesslike approach to both juke box and game operations is probably the major reason why Dixie Amusement Company gets such excellent co-operation.

For example, when it was decided that location owners would have to stand the cost of replacement pucks on shuffle boards and balls stolen from bowling alleys, he found very little opposition on the part of location owners.

Carrying his ring binder with him on his checking calls, Yates is continuously jotting helpful information down. He notes the tendency of a location to change tastes rapidly, and a surprising preference for Viennese waltzes in a colored location, for example.

Collections Still Climb in Rockies

DENVER — Collections continued on the upgrade last week as tourist influx hit new highs for the Colorado Rockies resort area. There were more than 15,000 registrations at the State Tourist Information Building during the week.

Most operators have put out additional machines, and distributors report sharp shortages in both used phonographs and amusement machines.

Though operators report that the greyhound and horse racing tracks are siphoning off much of the evening play, apparently there is enough new market represented by tourists to make up the difference.

Top records for the week were "Roses Are Red," with Bobby Benton; "Palisades Park," with Freddy Cannon; "Cindy's Birthday," with Johnny Crawford; "I'll Never Dance Again," with Bobby Rydell, and a repeat, "Speedy Gonzales," with Pat Boone.

CHICAGO — Local operators, according to reports from one-stops, are picking up on two numbers. The biggest selling item is Neil Sedaka's "Breaking Up Is Hard to Do," on RCA Victor, and Tommy Roe's "Sheila," on ABC-Paramount.

Clay Bids Firms to Set Up in Berlin

WEST BERLIN — Gen. Lucius D. Clay, President Kennedy's special adviser on Berlin, has invited three leading U. S. coin machine firms to establish manufacturing subsidiaries in West Berlin.

It is understood that the invitations were extended by the General after discussion of the West Berlin investment program between Clay and Mayor Willy Brand and Karl Schiller, the West Berlin Senator (Minister) for economic affairs.

The coin machine firms are among 85 U. S. industrial firms to receive special invitations to establish subsidiaries here. A West Berlin city spokesman explained: "This

doesn't mean we wouldn't welcome the establishment of plants here by other U. S. coin machine firms—we would. We simply tried to advise General Clay on a procedure that would be the most efficient.

"The three firms to which invitations are being extended are firms we believe would be especially interested in the manufacturing advantages we can offer them."

To avoid embarrassment to the firms, they will not be identified until a concrete decision is announced. The list of 85 firms was compiled on the basis of "probability of acceptance," and is not intended to represent a blue-ribbon list of U. S. industry.

Recent Stereo Releases For Juke Box Operators

Beginning with this issue, Billboard Music Week will list all recent stereo single releases and all new material available exclusively to juke box operators through special packages. All titles listed below are from recent Seeburg "Artist of the Week" packages. All are available in 33 $\frac{1}{3}$ stereo. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

Point of No Return, Frank Sinatra, Capitol

It's a Blue World/These Foolish Things (easy listening)

I'll Be Seeing You/Memories of You (easy listening)

There Will Never Be Another You/Somewhere Along the Way (easy listening)

When the World Was Young/September Song (easy listening)

A Million Dreams Ago/I'll Be Seeing You Again (easy listening)

French Style, Dean Martin, Reprise

The Last Time I Saw Paris/The River Seine (easy listening)

Gigi/I Love Paris (easy listening)

C'est Magnifique/Mam'selle (easy listening)

Mimi/The Poor People of Paris (easy listening)

April in Paris/C'est Si Bon (easy listening)

Twistin' the Night Away, Sam Cooke, RCA Victor

Twistin' the Night Away/Sugar Dumpling (rock and roll)

Twistin' in the Kitchen With Dinah/A Whole Lotta Woman (rock and roll)

The Twist/Movin' and A'Groovin' (rock and roll)

Camptown Twist/Somebody Have Mercy (rock and roll)

Soothe Me/That's It—I Quit—I'm Movin' On (rock and roll)

Groovin' With Jug, Richard Holmes-Gene Ammons, Pacific

Good Vibrations, Part 1/Good Vibrations, Part 2 (jazz)

Willow Weep for Me, Part 1/Willow Weep for Me, Part 2 (jazz)

Groovin' With Jug/Juggin' Around (jazz)

Morris the Minor, Part 1/Morris the Minor, Part 2 (jazz)

Hey You, Part 1/Hey You, Part 2 (jazz)

Persuasive Percussion, Enoch Light, Command

Oh Lady Be Good/I May Be Wrong (dance instrumental)

W's DeLovelv/Am I Blue (dance instrumental)

Besame Mucho/Hold Me (dance instrumental)

You Brought a New Kind of Love to Me/In the Mood (dance instrumental)

Can't Get Enough of My Baby/My Blue Heaven (dance instrumental)

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

WELCOME HOME BABY

SHIRELLES

Scepter
1234

MAMA, HERE COMES THE BRIDE

BRENDA LEE

Decca
31407

IT STARTED ALL OVER AGAIN

SOLOMON BURKE

Atlantic
2147

HEART IN HAND

DOWN IN THE VALLEY

FATS DOMINO

Imperial
5863

I'M HANGING UP MY HEART FOR YOU

NOTHING NEW (Same Old Thing)

FRANKIE AVALON

Chancellor
1115

A MIRACLE

DON'T LET ME STAND IN YOUR WAY

SO WRONG

PATSY CLINE

Decca
31406

YOU'RE STRONGER THAN ME

Luxembourg Phonos Up Fivefold

LUXEMBOURG—Phonographs have quintupled in Luxembourg since the European Coal and Steel Community established headquarters in Luxembourg City nearly a decade ago. The latest phonograph census shows that Luxembourg now has 350 juke boxes, and the phonograph boom is still at full throttle. Curiously, of the 350 boxes, more than 250 are U. S. machines, although Luxembourg is the coal and steel capital of the European Common Market. Predominance of U. S. machines, according to operators, is a reflection of the country's prosperity and parallels the dominant position of U. S. automobiles in Luxembourg.

Phono Package Deal Hit in Germany

HAMBURG—Wurlitzer is the first juke box on the German market to offer a single-selection hits-of-the-month package. Erich Schneider, Wurlitzer general importer for Germany, is equipping Wurlitzer's Models 2600 and 2610 with the hit-tunes selector, enabling patrons to play the entire package for one mark (25 cents) by pressing a single button. The number of records played for the mark may be adjusted by the operator, ranging from six through 10. Operators report that the hit-tune selector has increased collections substantially.

Drive On to Squelch Hot Bingo

PARIS—The Federation of French Coin Machine Operators (F.F.P.A.) has opened a drive against the smuggling of bingo machines into France. Bingos are illegal in France, but there is nonetheless a large patronage demand, the bingo mechanism appealing to the Gallic sporting temperament. Prior to freeing of restrictions on the importation of U. S. juke boxes, an extensive apparatus was organized to smuggle American phonographs into France, and this apparatus has now turned to bingo-running, according to police. Robert Charlot, president of the operators organization, says the F.F.P.A. is opposed to bingos and particularly to bingo machine smuggling. The F.F.P.A. has adopted a policy of reporting bingo operators to the police on the grounds that illegal machine operation is damaging to the good name of the operator trade as a whole.

Further Tariff Cut Due in Fall

COPENHAGEN—The Danish government has published a schedule of tariff reductions decided upon by the European Free Trade Area (EFTA). The schedule shows that tariffs on coin machines, along with other industrial products, will be reduced a further 10 per cent next October 31. With this 10 per cent cut, tariffs in the seven EFTA nations—the "Outer Seven" of Britain, Denmark, Norway, Sweden, Switzerland, Austria and Portugal—will fall to a total of 50 per cent below their original levels before the creation of EFTA two years ago.

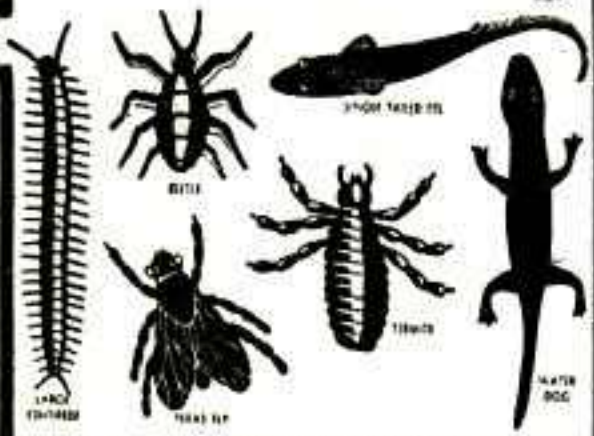
Germany Gets Wall Soccer Game

BINGEN, West Germany—N.S.M., producer of the Fanfare juke box and the mint series of payouts, is introducing a new wall football game—Finale. N.S.M.'s game has an entirely new mechanism, and is designed primarily for locations too small to accommodate the conventional table football game. Production of the new game is being rushed to coincide with one of Europe's liveliest football (soccer) seasons.

Retiring Exec Urges More Payouts

BRUNSWICK, West Germany—Dr. Paul Lob, the retiring chief of the payout section of West Germany's Bureau of Stand-
(Continued on page 40)

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 J.R. SCARE 'EMS' Large Variety, only \$27 per M Capsuled.

NEW SHRUNKEN HEAD \$44.00 per M Capsuled

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

MANDELL GUARANTEED USED MACHINES

- N.W. Model 49, 1c or 5c \$14.50
- N.W. Deluxe 1c or 5c Comb. 12.00
- N.W. 10-Count 1c Tab Gum Machine 18.00
- N.W. Model #33, 1c Porc. Con-verted for 100 ct. B. G. 4.50
- Silver King 1c B.G. or Mds. 8.50
- ABT Guns 30.00
- Mills 1c Tab Gum 12.00
- Model #33 Peanut, 1c 6.50

MERCHANDISE & SUPPLIES

- Pistachio Nuts, Jumbo Queen, Red \$.64
- Pistachio Nuts, Jumbo Queen, White .57
- Pistachio Nuts, Large Tulip62
- Pistachio Nuts, Vendor's Mix.55
- Pistachio Nuts, Shell, Red60
- Cashew, Whole65
- Cashew, Butts60
- Peanuts, Jumbo45
- Spanish35
- Mixed Nuts57
- Baby Chicks32
- Rainbow Peanuts32
- Bridge Mix32
- Boston Baked Beans32
- Jelly Beans28
- Licorice Gems28
- M & M, 500 ct.47
- Hershey's47

- Rain-Bio Gum, 73 ct. \$.32
- Mal-lita, 100 ct., per 10035
- Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.32
- Rain-Bio Ball Gum, 100 ct.34
- 300 lb. minimum prepaid on all Rain-Bio Ball Gum.
- Adams Gum, all flavors, 100 ct.48
- Wrigley's Gum, all flavors, 100 ct.45
- Beech-Nut, 100 ct.45
- Hershey's Chocolate, 200 ct. 1.30
- Minimum order, 25 Boxes, assorted.

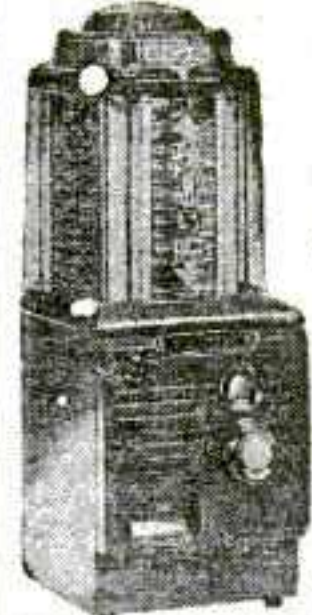
Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.

One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN

GUM

GET YOUR SHARE WITH
Northwestern



PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467



Now! VICTOR Brings You the NEW L. C. TOPPER

For Vending 100-Count Gum . . . This New L. C. (Large Capacity) Vendor Holds 1175 Balls of 100-Count Gum.

Write for Circulars and Prices.
VICTOR VENDING CORP.
5701-13 W. Grand Ave., Chicago 39, Illinois

VENDING HEADQUARTERS

for **VICTOR**

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: DRake 7-4300



Adjustable Metal Rings

Genuine Reproductions of Stone Rings

Write for low prices or send \$3.50 for sample gross

The PENNY KING Company

2534 Mission Street, Pittsburgh 3, Pa.

BILLBOARD MUSIC WEEK

BULK VENDING

Progress Report on Licensing Fight Due at Coast Dinner Meet

LOS ANGELES — Western Vending Machine Operators Association members will hear how their battle for more equitable licensing is faring at a dinner meeting here July 31.

Eugene L. Zola, tax lobbyist, who has been handling the fight for the West Coast operators'

group, will present the report. It will lay special emphasis on fees at Buena Park and Redondo Beach, according to Daniel F. Lally, association president.

Zola, in his work in combatting the licensing formula, has been successful in some areas in converting the policy from a tax on each machine to a single retail li-

Operator Polls Public Taste, Result Has Him Up a Tree

KANSAS CITY, Kan.—Can an operator improve collections on bulk vending machines by surveying the public's taste?

In the opinion of Walter Loughridge: "It's a waste of time!"

With many locations near elementary schools, junior high and high schools in Kansas City, Lough-

ridge decided early this spring, shortly after resumption of school classes, to find whether he was vending the right products at the right location. For this purpose, he used a rubber stamp and some small white cards, placed in a box taped to some 60 vending machines, (Continued on page 39)

cense. In other areas he has won reduction of machine fees.

Lally urged all bulk merchandisers in the area to attend. The dinner gets under way at 7 p.m. at the Nickabob Restaurant here, with the report set to begin an hour later.

Now You Can Buy Your EPPY CHARMS, RINGS AND GIMMICK

At Low Factory Prices Available at the following warehouses

- Birmingham Vending 609 Spring Garden St. Philadelphia 23, Pa.
- Elgin & Co. 2700-2 West Lake Street Chicago, Ill.
- Greif Vending Supply Co., Inc. 2817 West Davis Dallas, Tex.
- Standard Specialty Co. 6327 Calhoun Rd. Houston, Tex.
- Northwestern Sales & Service Co. 446 West 30th St. New York 18, N. Y.
- Stamps Specialties 1028 44th Ave. Oakland, Calif.
- Ruby Coin Machine Exchange 609 Spring Garden St. Philadelphia 23, Pa.
- Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
- Operator Vending Machine Supply Co. 1033 South Grand Ave. Los Angeles 15, Calif.
- Oak Sales of Florida 1121 71st Miami Beach 41, Fla.
- Oak Sales 2033 Fifth Ave. Pittsburgh 19, Pa.
- Widge Gum Corp. 4524 Ridge Rd. Cleveland 9, Ohio

Or direct from
EPPY CHARMS, Incorporated
91-15 144th Place Jamaica, New York

new!
GIANT SCARE 'EMS'

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

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

CORRECTION NOTICE
In the July 14 advertisement of the **PAUL A. PRICE CO., INC.** the following line should have read: J.R. SCARE 'EMS ONLY \$27.00 per M capsuled, not Sr. Scare 'Ems.

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

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

Great Time Saver COIN WEIGHING SCALE

1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial projects pointer when in use.

\$22.00

Complete With Sturdy Carrying Case
ORDER TODAY
1/3 Dep., Bal C.O.D. F.O.B. N.Y. Distributors. Write for Prices

J. SCHOENBACH
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

GIVE TO DAMON RUNYON CANCER FUND

"GOLD MINE"
Tab Gum Selector Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!

"ACORN"
All Purpose Vendor The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

OAK "400"
Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

BIG LEAGUE
Ball Gum Vendor The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun-filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.

25c CAPSULE VENDOR
Capsule Vendor The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.

All Oak machines are equipped with 1c, 5c, 10c and 25c coin mechanisms, or combination 1c 5c coin mechanisms and optional slip handle.

time payments available on OAK Machines through all distributors
Buy OAK for your PROFIT LINE!

AMERICAN NUT 1061 Fremont St. Boston 20, Mass.	MARK DIST. CO., INC. 282 Monroe St. Fresno, N. J.	SAMUEL J. PHILLIPS CO. 2372 Lindell Blvd. St. Louis 8, Missouri	OPERATORS VENDING. 1023 South Grand Ave. Los Angeles 15, Calif.	SIEGEL DIST. CO. LTD. 637 Yonge Street Toronto, Ontario, Canada
BIRMINGHAM VENDING 543 2nd Ave. N.E. Birmingham 4, Ala.	H. B. HUTCHINSON CO. 1784 N. Decatur Rd., N.E. Atlanta 7, Georgia	OAK SALES COMPANY 2033 Fifth Avenue Pittsburgh, Pa.	WAKE COIN MACHINE CO. 609 Spring Garden Street Philadelphia, Pennsylvania	SOUTHERN ACORN SALES 126-20 Borne Avenue Chickasha 8, N.C.
JACK SCHOENBACH 715 Lincoln Place Brooklyn, New York	JACKSON VENDING MACHINE SUPPLY 733 Short Road Grand Prairie, Texas	OAK SALES OF FLORIDA 1121-71st Street Miami Beach, Florida	CONFECTION PRODUCTS CO. 208 South Chapman Ave. Columbus, Ohio	STANDARD SPECIALTY CO. 1020 44th Avenue Oakland, California

oak MANUFACTURING CO., INC.
11411 Knightsbridge Ave., Culver City, Calif.

NICHOLAS SCHIRO
440 Sharon Dr.
New Orleans 24, La.

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

German Bulk Trade in Boom

COLOGNE — Bulk vending is riding West Germany's supermarket boom.

Trade studies show that bulk vending equipment is proliferating

fastest in supermarkets, which only now are becoming a fact of hausfrau life.

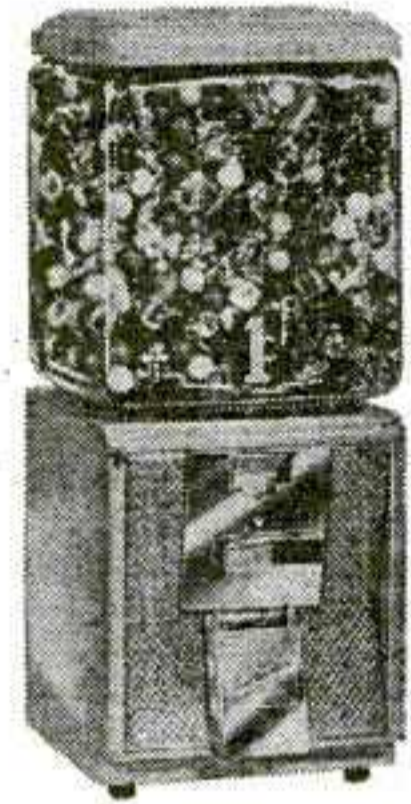
The first supermarkets were opened in West Germany five years ago, but the present boom is less than three years old. Germany is now in the throes of the same food merchandising development characteristic of the U. S. in the 1930's.
(Continued on page 38)

QUALITY—VALUE

BULK MERCHANDISE		
	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	.30	.63
Mixed Nuts	.30	.55
Spanish Peanuts	.30	.31
Virginia Splits Peanuts	.30	.35
Rainbow Peanuts (Candy)	.30	.28
Boston Baked Beans	.30	.28
Licorice Lozenges	.30	.28
Confection Mix	.30	.28
Jumbo Pistachios, Red	.30	.69
Medium Pistachios, Red	.30	.60
Small Pistachios, Red	.30	.55
Leaflets (M&M Style Candy)	.25	.37
Teeny Jelly Beans	.33	.27
Candy Corn	.30	.25
Marshmallows	.25	.47
Chiclé Base Cub Chicks 520	.30	.47
Chiclé Base Cub Chicks 320	.30	.42
Rainbo Tabby-Lets 520	.32	.32
Sugar Peps (Bulk Candy)	.24	.40
Maltettes (Ball Style, 100 Ct.)	.15	.35
BALL GUM VARIETIES		
	Pack Lbs.	Per Lb.
140-170-210 Rainbo Gum	.25	.32
Rainbo 100's Centuries, Assfd.	.18	.34
Colors—Grape, Cherry	.18	.35
Rainbo Screwwalls, 100's	.18	.35
Rainbo Chiclé 140	.25	.41
Cherry 210 Count	.25	.32
(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)		
Adams, Wrigleys, Beech-Nut Brands, 1¢, 100's, Per Box	.47	
ACCESSORIES		
Single Floor Stand	\$ 5.50	
Dbl. Cross Bars for Above	2.00	
Triple Cross Bars for Above	2.25	
4 Place Racks With Wheels	10.50	
6 Place Racks With Wheels	12.50	
3 Place Racks With Wheels	8.95	
1¢ Coin Counting Scale	23.50	
1¢-5¢ Coin Counting Scale	23.50	
Stamp Folders, Per 10,000	6.00	
Assfd. Trading Cards	3.25	
Ball Point Pens, Gr.	5.50	
RECONDITIONED & REFINISHED VENDORS		
N.W. Model 49, 1¢ or 5¢ Bulk	\$12.50	
N.W. Model 49, 1¢ Ball Gum	13.50	
Silver King, 1¢ or 5¢ Bulk	8.50	
Acorn 1¢ Ball Gum, Special	10.00	
Victor Toppers, 1¢ Bulk	11.00	
Acorns, 1¢ or 5¢ Bulk	11.00	
Silver King 5¢ Hot Nut	13.50	
Ajax 5¢-10¢ 3-Col. Bulk	29.50	
Premier 1¢ Card Vendors	14.50	
2-Col. 5¢-10¢ Stamp (Folder)	15.00	
Master 1¢-5¢ Bulk Vendor	10.00	
Master 1¢ Bulk Vendor	7.50	
Model V 1¢ Ball Gum	8.50	
N.W. 10-Col. Tab w/removable drums	21.50	
SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.		
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.		

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender. Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION

2721 E. Armstrong St. Morris, Ill. Phone: Whitney 2-1300

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____

Fill in coupon, clip and mail to:
BIRMINGHAM VENDING CO.
 520 Second Ave., North Birmingham, Alabama
 Phone: FAirfax 4-7526

We handle complete line of machines, parts & supplies.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____

Fill in coupon, clip and mail to:
PARKWAY MACHINE CORP.
 715 Ensor St. Baltimore 2, Md.

We handle complete line of machines, parts & supplies.

NEW!

PLYABLE SHRUNKEN HEADS

Six Different Faces

1 5/8" X
 1" IN SIZE

FOLDS INTO ANY CAPSULE HAS KEY CHAIN LOOP

\$42.00 CAPSULED
\$32.00 LOOSE

Scaries Still Going Strong:
 FOR 10c VENDING, \$32.00 per M CAPSULED LOOSE, \$22.00 per M
 SMALL SCARIES FOR 5c VENDING, \$24.00 per M CAPSULED LOOSE, \$16.00 per M

ORDER FROM YOUR DISTRIBUTOR
MANUFACTURED BY: Oak Sales Co.
 2033 Fifth Avenue, Pittsburgh 19, Pa.
 ATLantic 1-6478

Buy the complete GUGGENHEIM CHARM LINE at the following warehouses

Birmingham Vending 540 2nd Ave., Ne. Birmingham 4, Ala.	Radio City Machine Exchange 609 Spring Garden St. Philadelphia 23, Pa.
King & Co. 3700 2 West Lake Street Chicago, Ill.	Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
Duff Vending Supply Co., Inc. 2817 West Davis Dallas, Tex.	Operators Vending Machine Supply Co. 1023 South Grand Ave. Los Angeles 15, Calif.
Star Vending Supply Co. 6327 Cahoun Rd. Houston, Tex.	Oak Sales of Florida 1121 71st Miami Beach 41, Fla.
Northwestern Sales & Service Co. 446 West 28th St. New York 18, N. Y.	Oak Sales 2033 Fifth Ave. Pittsburgh 19, Pa.
Standard Specialties 1029 44th Ave. Oakland, Calif.	Ridge Gum Corp. 4224 Ridge Rd. Cleveland 9, Ohio

Or direct from
KARL GUGGENHEIM, INC.
 91-15 144th Place Jamaica, New York AX 7-2900

The SUPER SIXTY Capsule Vender*

The ultimate in quality Capsule Merchandising.

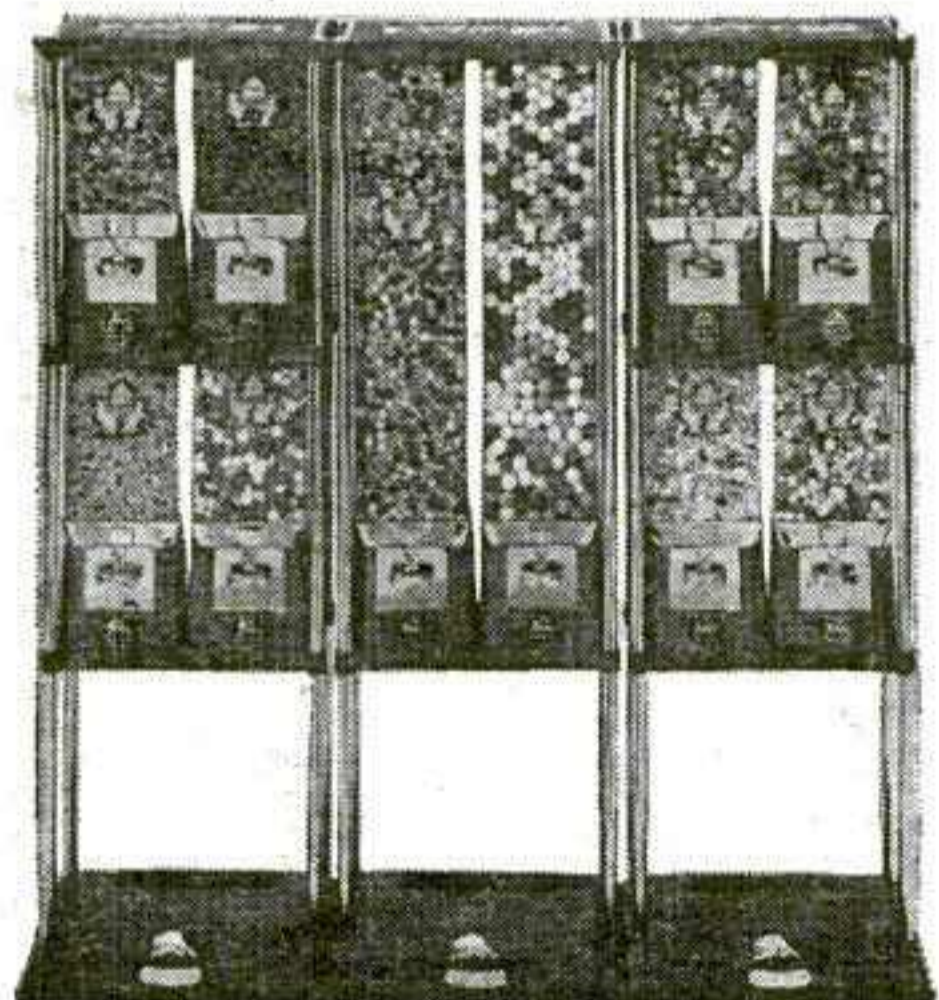
Vends any item which can be placed in a capsule.
 5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.

CLEVELAND COIN MACHINE EXCHANGE, INC.
 2029 Prospect Ave. Cleveland 15, Ohio
 Phone: TOWER 1-6715

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

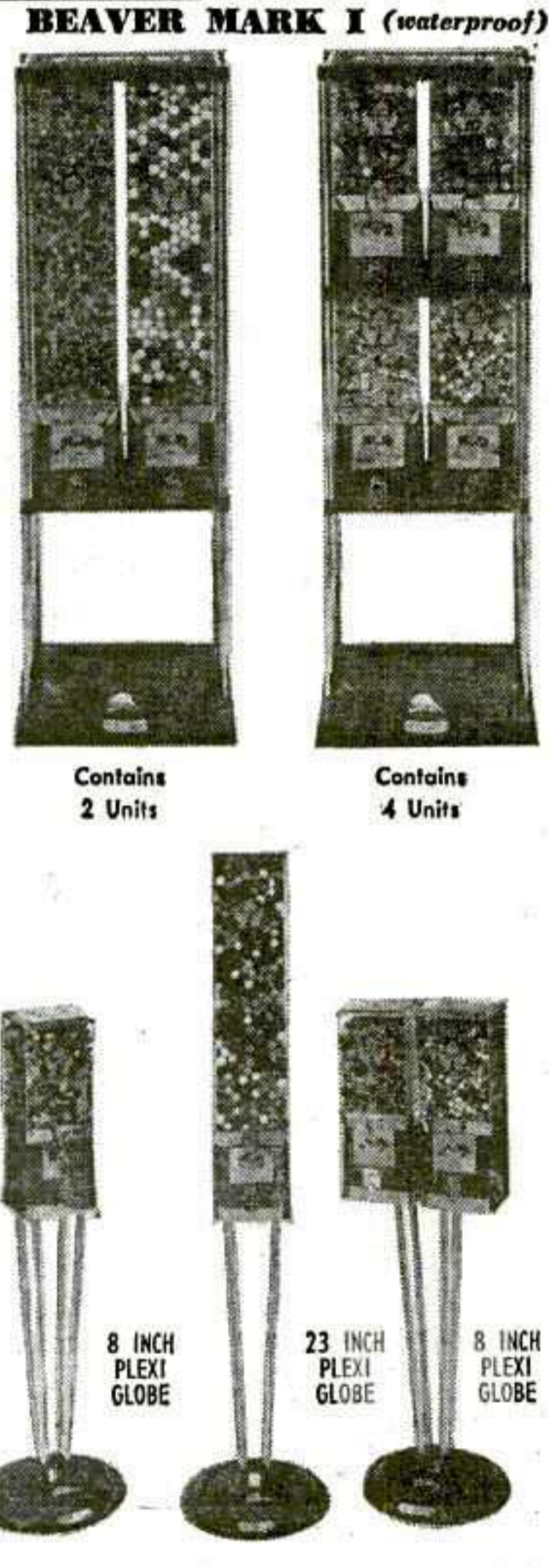
BEAVER VENDORS



MARK I DELUXE CONSOLE
 Contains 3 Complete Sections, 10 Units

ANSWERS TO THE OPERATOR'S DREAM

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



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!

E. Germans Seek U. S. Games

By OMER ANDERSON

BONN—Communist East Germany is reported interested in buying reconditioned U. S. coin machine equipment, principally games.

The East Germans have asked West Germany for huge trade credits, totaling around \$800 million. The bulk of these credits would be used to buy coal, machinery and food.

However, a substantial part of the funds would be earmarked for general consumer goods, and Communist trade delegates told the West Germans that East Germany is interested in buying "several million dollar" worth of coin machines.

Used Equipment

Part of this purchase would be new phonographs from West Germany, but the East Germans indicated interest in buying large quantities of reconditioned American equipment through Continental export-import agencies.

"For political reasons, the East Germans prefer American boxes to West German," a Bonn government trade official said. "American equipment suggests somehow, at least to the Communists, that they enjoy U. S. recognition.

"This is their main reason for

wanting U. S. juke boxes, along with the fact these boxes command the most prestige in East Germany. They want reconditioned American games for the simple reason the United States is the largest source of coin machine games."

Regular Trade

Though the fact has been obscured, East Germany conducts a small volume of regular trade with the United States through West German intermediaries. It is East Germany's intention to use the same channels in buying U. S. coin equipment.

East Germany has jettisoned the Stalinist taboo on many amenities of life, including juke boxes and coin games. In East Berlin, an executive of the Handelsorganisation (HO), the State trust which operates East Germany's restaurants and night clubs as well as retail stores, explained, "It's not ideology or the party line that now prevents us from buying American coin machines, some of which we admire very much. It's now a sheer matter of money.

"Our restaurants and recreation spots are no different from those in any other part of the world. Juke boxes are a substitute for live musicians, and coin games are an efficient way of packaging and dispensing entertainment.

"We Communists have decided to expand our use of coin machines for the same reasons that are practical for capitalists. Now that we have had de-Stalinization, one can say frankly that there is nothing political about coin machines."

East Germany has embarked on a cautious campaign to "brighten Communist life, at least to the extent this can be done with the country's restricted resources and without inviting the growth of resistance to the regime.

An anti-Communist East German, a long-time friend, elucidated: "The East Germans hope to mask the economic jam they have got us in by adopting some of the trappings of capitalism that will appeal to the people. Juke boxes and games are the primary items."

West German trade officials say nothing definite has been decided about granting East Germany the trade credits. It is doubted if the East Germans will get \$800 million, or any amount near this figure. However, the Bonn government has agreed in principle to granting East Germany an unspecified amount of aid, and officials here said no restrictions would be placed on the use of a "reasonable amount" of such aid for coin machines.



LYDIA LLOREDA, who recently joined the parts department of the R. F. Jones Company, Los Angeles Rowe-AMI distributor, is shown the company's phonograph by Jack LaRue, left, service engineer. G. B. Stevens, a local operator, looks on.

Rock-Ola Buy Step To Full Vending Line

CHICAGO — The Rock-Ola Manufacturing Company this week took a major step in its move to produce a full line of vending machines with the purchase of the Bally cigaret machine.

Tools, dies and manufacturing rights for the electrically operated unit were bought for an undisclosed amount from the Lion Manufacturing Company, Bally's parent corporation.

The move marks Rock-Ola's second major vending machine acquisition. The first, a couple of years ago, was the IVI coffee machine.

Two of Rock-Ola's three major competitors in the juke box manufacturing field—Seeburg and Rowe AMI—have been diversified vending machine manufacturers for some time. With the acquisition of the cigaret machine, Rock-Ola has given notice that it will make a serious bid for a share of the vending machine market.

Only Wurlitzer of the top four juke box manufacturers has eschewed the vending field. Wurlitzer, with its musical instrument and defense production, however, is as diversified as its competitors.

Last year, Bally disposed of its coffee machine to another juke box manufacturer, Seeburg. The latest move leaves Bally exclusively in the game field.

Bally cigaret machine sales and production personnel will be retained and operations will be transferred to the Rock-Ola plant.

Bally, of course, will continue with and expend more effort on its game manufacturing business.

JUST 20 INCHES AWAY

Customer Hardly Has to Move at All To Hit Slot for Juke Box Selection

COLORADO SPRINGS, Colo. —If making it easier for the customer to play the juke box will increase collections, the Golden Nugget Bar in downtown Colorado Springs should set some type of record.

In this popular bar, which has 20 stools, there are no less than 10 wall boxes, mounted on steel

posts, along the rail, so that no seated customer is actually more than 20 inches away from a selector.

Installed by Modern Music Company several years ago, as an experiment, the imposing row of wall boxes does get results, producing collections from 40 to 50 per cent better than for an average bar location of the same size.

Pete Vandenberg, former owner of Modern Music Company who retired a year ago, simply decided to make it possible for any customer in the tavern to play the juke box without leaving his stool, backed by the selling program put on by two bartenders, the extra wall boxes have done just that.

Evokes Comment

Understandably, the long row of gleaming, chromium-plated wall boxes, closely resembling a display of phonograph equipment, brings forth much comment, a lot of it humorous. Frequently, customers quip: "Can I get a drink with my music?"

Bartenders help by making sure that there are plenty of dimes and quarters in the customer's change, and frequently ask if the bar patron has heard a particular new number on the juke box.

This suggestion, it has been found, has been extremely effective in getting extra coins dropped into the selector—usually because the patron, sitting idly over his drink, will remember the suggestion when he gets his next change.

The huge line-up of wall boxes collects more dimes than any other coin, because of the change situation, and often results in straight through play from the cocktail hour until closing time at 2 a.m.

Supermarket Boom

Continued from page 37

The present modest supermarket chains are expanding rapidly, both in numbers and in size of individual stores. Bulk vending operators are following SOP in placing equipment at cash register exits to absorb change.

Some food chains make use of bulk operators to promote the chain's name through charms vended by the machines.

Bulk vending operators also are being encouraged by some supermarkets to experiment with automation, the food firm benefiting from the patronage pull of an unusual gimmick.

One such automation experiment involves mounting a battery of bulk vending machines on sections of track. The machines are powered with small battery-driven motors and can be moved by remote control to various areas of the supermarket, including a central point for refilling and servicing.

In at least one big German market, these track-mounted vending machines are equipped with flashing lights and ringing bells to lure children (and adults).

Some operators make a special effort to stock the machines with charms, not only advertising the food market concern, but geared to current events. For example, the first U. S. space orbit produced replicas of John Glenn's Friendship Seven space capsule.

ROUTE FOR SALE

in Southwestern Ohio. 10 good, clean Bingos; 2 AMI Phonographs. Price \$5,000 cash. Should pay for self in 5 months.

BOX 14
Walnut St. Station, Dayton 2, Ohio

ARCADE EQUIPMENT

C.C. Playland Rifle	\$325.00
Midway Shooting Gallery	275.00
Wild West Rifle	175.00
United Bonus Gun	165.00
State Fair Rifle	150.00

CIGARETTE MACHINES

National Model 11ML	\$145.00
National Model 9ML	95.00
National Model 9M	75.00
Eastern Electric, 12 Col.	70.00
Eastern Electric, 10 Col.	50.00
Penny Coin Weighing Scale, complete with Carrying Case	12.00

W. B. DISTRIBUTORS, INC.
1012 Market St. St. Louis 1, Missouri
Serving Operators Since 1932

All kinds of coin operated amusement games new and second hand

USA
IMPORT
TRANSIT
for
EUROPE

LOEWEN-AUTOMATEN BENELUX
ANTWERP-(BELGIUM) · Cadixstraat 43/45
Phone 311235 · Telex 0046-3433

Firm Makes Changer That Breaks \$1 Bills

TOLEDO—The Hamilton Scale Company here has gone into production on a currency coin changer which will give quarters or half dollars for a \$1 bill. The electronic bill sensor rejects bills of other denominations and counterfeits, according to the manufacturer.

Three models, each with a different change combination, are available. The equipment can also be adapted to token vending. The unit may be bought or leased.

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 · LIBERTY BELLE

Can Also Use All Other Gottlieb Games Made Since 1958!
TOP PRICES PAID!

GUNS GUNS GUNS

Special Closeout

Midway Shooting Gallery\$215.00
Bally Moon Raider... 125.00
United Pirate 145.00
Williams Vanguard . 165.00
Williams Crusader... 195.00
Williams Titan 245.00
Genco State Fair.... 165.00
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Nuts at Service Stations Profitable Any Old Time

KANSAS CITY, Kan.—Nuts and more nuts are a profitable staple where service stations are concerned, according to J. A. Eickhass, bulk vendor here.

Eickhass, who is one of the few bulk operators in the Kansas City area to combine cigaret vending, 5-cent candy vending and bulk machines, has experimented profitably with several types of nut mixes wherever a service station location is involved.

Back to Work at Atlantic

NEW YORK — Atlantic-New York employees returned to work this week as about 80 per cent of the employees completed their two-week vacation. The Seeburg distributorship operated with a skeleton force the first half of July, with Murray Kaye, sales manager, in charge. Meyer Parkoff, Atlantic-New York president, returned Monday (16) from a Florida vacation.

These Jukes Sneer at Elements

Continued from page 33

keep blowing sand out of the phonograph interiors.

Opened by removing a heavy padlock, with two doors which swing to either side, the phonograph cabinets are waterproof, windproof, and have the extra faculty of retaining heat when necessary. This is essential, of course, whenever there is a high degree of moisture in the air, likely to arc out high voltage parts, relays and other components.

Dry Interiors

When the phonographs are shut off, in the late evening each day, Churchwell simply closes up the cabinets tightly, whereupon the heat already generated in the circuits and tube structure of the phonograph will literally bake off the moisture and keep the interior dry until morning.

Experience has shown Churchwell that even on blowing, rainy days, when clothing gets soaked to

In any typical station along U. S. 40 from Kansas City west, for example, there is a 5-cent cashew machine, a 1-cent Spanish peanut machine, a 5-cent mixed nut machine, which often combines ordinary and Spanish peanuts into a mix, and in some instances, a general mix of party nuts of all types.

Even in hot weather, when nut sales are expected to fall off, the Kansas operator goes on offering his public a wide variety of nuts in both penny and 5-cent machines, and always with success.

"It would seem that when people are already thirsty with the heat that they would leave salted nuts alone," he said. "Actually, however, our experience has been to the contrary. The customer seems to want to make himself thirstier when he is enjoying a bottle of soda or merely a cold drink of water, and will get a handful of nuts while having his car serviced."

the skin, the phonographs, in their protective cabinets, are as dry as they were when they left the factory.

Because of the tremendous earning capacity of the four machines, Churchwell has found it necessary to stock plenty of parts for immediate replacement, and he wastes no time in detailed trouble-shooting and on-the-spot repairs. He simply exchanges one component after another when there is a difficult-to-trace breakdown involved, until the juke box blares back into life, and his teen-age twisters breathe a collective sigh of relief.

Few Breakdowns

Because of this principle, there have been very few breakdowns which lasted more than 15 minutes or so in the dozen years in which Churchwell has been providing juke box dancing on the beach.

Heavy play is limited to straight dime singles in the interest of maximum returns. Phonographs often wear out in a single season, and it is very seldom that any box is capable of getting through two seasons without a major overhaul.

Churchwell simplifies things by replacing each with a brand-new machine and choosing models which he believes show the lowest percentage of time down for repairs, and the most simplicity in locating the mechanical and electronic troubles.

Along with the "on the beach" juke boxes, Churchwell operates more than 60 amusement machines throughout the Long Beach casino, ranging all the way from old-fashioned 10-cent movie machines to such modern participation types as Jet Pilot, Driver-Safety, Space Ship varieties, some 50 pin games, a huge variety of "test your skill" types, and at least two dozen kiddie rides.

Large Concentration

This is probably the largest concentration of amusement machines anywhere in Florida, amplified this year by the addition of an arcade, facing out on the beach, immediately alongside the dancing pavilions, which includes another 22 games, photo reflex studio and dozens of antique games which Churchwell and his uncle, J. E. Churchwell, have been collecting since 1936.

Understandably, the Long Beach locations are enough to keep one full-time mechanic on the spot, but though the use of protective doors and cabinets, the coin-operated amusement machines can withstand the sort of weather which would sink a sailing vessel out in the Gulf.

Could Impose Yearly \$25 Fee

Continued from page 33

made of performances on coin-operated phonographs, with census bureau and possibly other government agencies co-operating. Accepted sampling techniques would have to be used, and findings would be published.

Also to be published are amounts determined to be paid and to whom, or to what organization. Basis for royalty amounts set for the next five years would be trustee study of: Performance rights fees in other industries using records, revenues of copyright owners from performance rights, payments by the public for copyrighted music played on juke boxes; the effect of a proposed fee on the financial ability of the operators, including such operators who are also proprietors of locations, and, finally, government indications of changes in value of monetary unit and other relevant factors.

Any operator who feels aggrieved as to amount, time and manner of paying performance royalty could, within 60 days of the disputed order, bring action in the U. S. District Court for the District of Columbia for review. Further, the bill states: The court can entertain such action irrespective of citizenship of the parties or amount in controversy.

Right of Appeal

Similar right of appeal is given to individual copyright owners, or performance rights groups who have a grievance at the prorata distribution of royalties by the trustees.

The new bill, like the earlier H.R. 70 introduced in January of this year, places responsibility for royalty payment on the operator or "primary" controller of the placement of the machine and not on the location owner, unless he is also owner of the machines on his premises.

The compromise proposals made after the 1959 hearings provided for specific appointments of one representative for the operators, one for the songwriters and one from the attorney general's office. This may still be the intent, but the present bill merely designates

that three trustees will be appointed by the attorney general to determine the amount of royalties from licensing of juke boxes. One would serve as chairman. One would be elected for a five-year term, another for three years, a third for one year. All would be eligible for reappointment for five-year periods.

Costs of maintaining the new Office of Performing Rights would come out of juke box royalties.

Breadth of Scope

Title of the new bill indicates the breadth of its scope: "To provide for the payment of royalties by juke box operators to the owners of performing rights in copyrighted music, and for the fair and orderly determination of the amount and distribution of such royalties and for other purposes."

Chairman of the House Judiciary Subcommittee on Patents, Trademarks and Copyright is Rep. Edwin E. Willis (D., La.). Members are Reps. Jack Brooks (D., Tex.), William Tuck (D., Va.), Roland Libonati (D., Ill.), Robert D. Kastenmeier (D., Wis.), William Cramer (R., Fla.), John Lindsay (R., N. Y.), Charles Mathias Jr. (R., Md.) and James R. Battin (R., Mont.).

Runyon Sales Helps Servicemen Schools

NEW YORK—Metropolitan area servicemen and operators will attend the Rowe AMI service school conducted by Runyon Sales here Monday (16). Art Seglin, factory field engineer, will be in charge of the session.

Tuesday (17) and the following Tuesday, Seglin will hold classes at Runyon's Newark, N. J., office. Sessions start at 6 p.m., and a buffet dinner will be served during each class. All operators and servicemen are invited to attend.

Polls Public Taste

Continued from page 36

to invite customers to write their comments.

A small sign was placed atop each vender, inviting: "Let Us Know What Products You Would Like to Buy Through Our Machines."

An arrow pointed to the small cardboard boxes, Scotch-taped to the machine, containing around 25 cards and marked with another sign inviting the person using them to turn them in to the location owner.

The results, after a week, were disappointing, to say the least. Only a dozen or so cards were turned in, most of them with ribald suggestions which can't be printed here. In one instance, a would-be humorist suggested that he would like to see silver dollars vended for a penny through the machines. In another, a youngster filled out a card listing expensive perfumes, toiletries and cosmetic items as ideal for her choice.

Loughridge, who spent several hours in preparing his survey in the sincere effort to determine whether his juvenile customers would prefer ball gum, bubble gum, jellybeans, sugar corn or mixes of various kinds, gave up the project nonplused and is experimenting instead with changing the fill for a week at a time at most of his stops.

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Tight Credit

Continued from page 33

now checking out the operators to make sure that they are good credit risks.

Coin machine paper is in good shape this summer, according to Arthur F. Silbert, vice-president of the Standard Financial Corporation, a New York Stock Exchange-listed firm which was one of the pioneers in discounting this paper.

Silbert pointed out that in good times, when money is not tight, many operators will pay cash, while others will deal directly with the distributor on 30, 60 and 90-day notes. The distributor is happy to handle the notes directly when he doesn't need the cash and doesn't want to pay the discount charges.

Element of Risk

Well-financed distributors generally will handle paper from the more stable operators themselves and send on the accounts involving an element of risk to the banking institutions.

When money is tight, this cream generally goes to the finance houses, thereby enabling the distributor to lay his hands on ready cash.

According to Silbert, distributors are still handling a lot of their own paper, indicating that money isn't too tight.

This, coupled with the fact that the accounts turned over to banking institutions are being checked out more carefully, and are meeting their notes, shows a financial solidity at the operating level.

Resist State Tax

Continued from page 33

the Indiana Taxpayers Association suggested the possibility of added tax headaches for the Indiana operator.

Local government operations in Indiana are financed by a property tax—a tax on both tangible personal property and real estate.

New Regulations

The property tax on coin equipment assessed this year will be payable in 1963. Assessors evaluated the machines at an amount of 33 1/3 per cent of "true cash value," stipulated in a new regulation of the State Tax Board.

In almost all instances the 33 1/3 per cent provision will mean a substantial increase in tax payments.

While the average in the State is \$6.69 per \$100 of assessed valuation, the tax rate in some communities has risen and passed \$12.

Thus on a single piece of equipment assessed at \$500 in a locality where the tax rate is \$12, the operator's personal property tax would be \$60.

20 Per Cent Hike

Additionally, the taxpayers association discloses "reports that real estate assessments will be increased 20 per cent on the average."

And while Illinois authorities are contemplating the addition of an income tax to the State's sales tax, Indiana officials, anticipating a fiscal emergency of their own, are quietly checking the feasibility of action by which the gross income tax might be supplemented with a sales tax.

CUSTOMERS SNAP UP USED RECORDS BY GRAB-BAGSFUL

DOTHAN, Ala.—Want to sell off used records more rapidly? Then tie them up into grab-bag packages, suggests Joe Joseph, of Dixie Amusement Company, here.

This Alabama old-timer, with some hundred locations providing a steady stream of take-off records, makes up grab-bag packages of less desirable selections (anything less than hits) and sells them at five for 25 cents or five for 35 cents, depending upon the cost or the condition of the records. Each customer is guaranteed that the grab bag won't be full of hill-billy music by a sign which lists some hits, some novelties, some instrumentals and so forth.

Since he went into this operation, Joseph has found that the grab bags are twice as valuable, because they attract extra customers to his established record shop, as well as cleaning up the surplus take-off records which otherwise probably would be discarded altogether.

Joseph, like many other small-town juke box operators, has found that the complete record shop has become an important asset in more ways than one. It gives him quick news of forthcoming hits, and has actually created location owners from among record shoppers who later on build restaurants and bars.

Novel Carrying Case Delivers the Goods

graph operator who has experienced the aggravation of finding records warped, softened, or otherwise damaged by high temperature while being transported from the programming room to the juke box location can solve the problem with a simple carrying-case idea developed by Joe Yates, general manager of Dixie Amusement Company here.

Yates, who has been in phonograph and amusement machine operation for more than 25 years, uses a lightweight metal case, something like an oversized lunchbox, divided into two compartments and capable of carrying approximately 40 records. Each 45-r.p.m. record is insulated from its neighbor by an

eight by eight-inch square of cardboard, which Yates has found is the best possible protection against jars and shocks, and which, likewise, makes a handy clipboard, when used with a paper clip, for fastening record-change information on the cardboard itself.

When the weather is exceptionally warm, Yates assembles the day's changes in an air-conditioned room, and then closes the box cover snugly. His experience has shown that the cool temperature of the metal itself, being kept in the air-conditioned room, plus protection from hot sun and outside heat, is enough to keep records in perfect condition for long periods of time, until he has reached the

EUROPEAN NEWS BRIEFS

• Continued from page 35 •

ards, is urging the German coin machine industry to press the development of payouts. Dr. Lob said in an interview that West Germany's "model law" regulating payouts makes it not only legally possible but desirable that a wide variety of payout machines be offered the public. Dr. Lob said it was better to channel the public's risk-taking instincts into tightly regulated and laboratory-tested payouts than allow them to flow unchanneled into big-stakes gambling. Dr. Lob, who retired recently after 27 years as chief of payout-machine testing, ridiculed the effort to distinguish between games of skill and chance. He said the laboratory had conducted exhaustive scientific tests into this question, only to determine that nobody agreed precisely. "In all our years of research," Dr. Lob observed, "about all we established was that those who won insisted it was their skill, and those who lost blamed the chance factor. As a matter of fact, the only really scientific skill machine we ever tested was unanimously labeled a 'chance game' by players."

Ask Franco to Settle Writer Beef

MADRID—Spanish juke box operators have appealed to Generalissimo Francisco Franco to mediate their dispute with the Sociedad General de Autores de Espana (SOGAE), the Spanish copyright society. SOGAE has jacked up juke box royalties 70 per cent higher than for the playing of nickelodeons in arcades. Spanish royalties in general are 50 per cent higher than in France or West Germany, according to the juke box operators' petition to Franco. The dispute has dragged out over several months, and the operators told Franco a deadlock has been reached. The petition points out that operators are co-operating in efforts to expand the phonograph production industry in line with the Spanish economic development program, but that SOGAE demands are a depressive force.

Photo Machine Helps Pen Pals Along

ANTWERP—Photoquick, the coin-operated photo machine, is available to general sales agencies in West Germany and Italy, according to Etablissements Brabo, 30 Rue St. Roch, the Photoquick European general sales representative. Photoquick delivers passport-type portrait photos in three minutes by a coin-operated, fully automatic process. The machine processes 1,000 photographs from a single servicing. It delivers five photos for one Deutschmark or one French New Franc. Photoquick is handled in France by S.A.I.E.M., 75 Rue Lamarck, Paris. The machine is being promoted to meet the new European romantic vogue of sending late portraits with personal correspondence as a token of especial esteem.

Salesmen Hurdle Language Barrier For More Business

NEWARK, N. J.—Runyon International's multi-lingual sales force has been in a large measure responsible for the coin machine import firm's increase in South American business, according to Myron Sugerman, RI president.

Sugerman said that Latin American operators and distributors visiting New York on buying trips are greeted in Spanish or Brazilian by Runyon employees and that the absence of a language barrier has enabled the salesmen to write bigger orders than they normally would.

While many of the Latin American operators do speak some English, they are more at home in their native tongue and will tend to give their patronage to firms whose employees speak their language.

Sugerman said that the biggest increase in South American trade has come from Argentina, Uruguay and Colombia, with purchases split about 50-50 between music and games.

He added that the Scandinavian market, relatively inactive for several years, is beginning to open up.

farthest stop on the route. The idea has worked out so well that Yates has added three of the steel boxes to his route equipment.

It is, of course, necessary for the operator or collector to keep the metal boxes out of the hot sun, which would undo all of the good which has been accomplished, Yates pointed out. He prefers the metal boxes to wooden ones, simply because they close much tighter for protection against moisture, will absorb shocks better, and, of course, being built of lightweight gauges of steel, are far less prone to become a heavy weight on the collector's arm.

Time Running Out For Belgium Bingo

NEW YORK—The deadline for a nationwide bingo ban in Belgium is December 31, according to information received here this week. The Belgian Parliament had outlawed the in-line games recently, but a temporary injunction, delaying enforcement until the end of the year, has been granted.

An estimated 30,000 bingo machines are operating in Belgium. Where they will end up is anybody's guess, but the only European markets are limited ones in the United Kingdom, Italy and Holland. Legal operation is impossible in the rest of Europe.

Pioneer Buys Out Leach

MINNEAPOLIS—Pioneer Distributing Company, headed by Ben Friedman, has bought out the George E. Leach Company here, operated by Dick Coombs.

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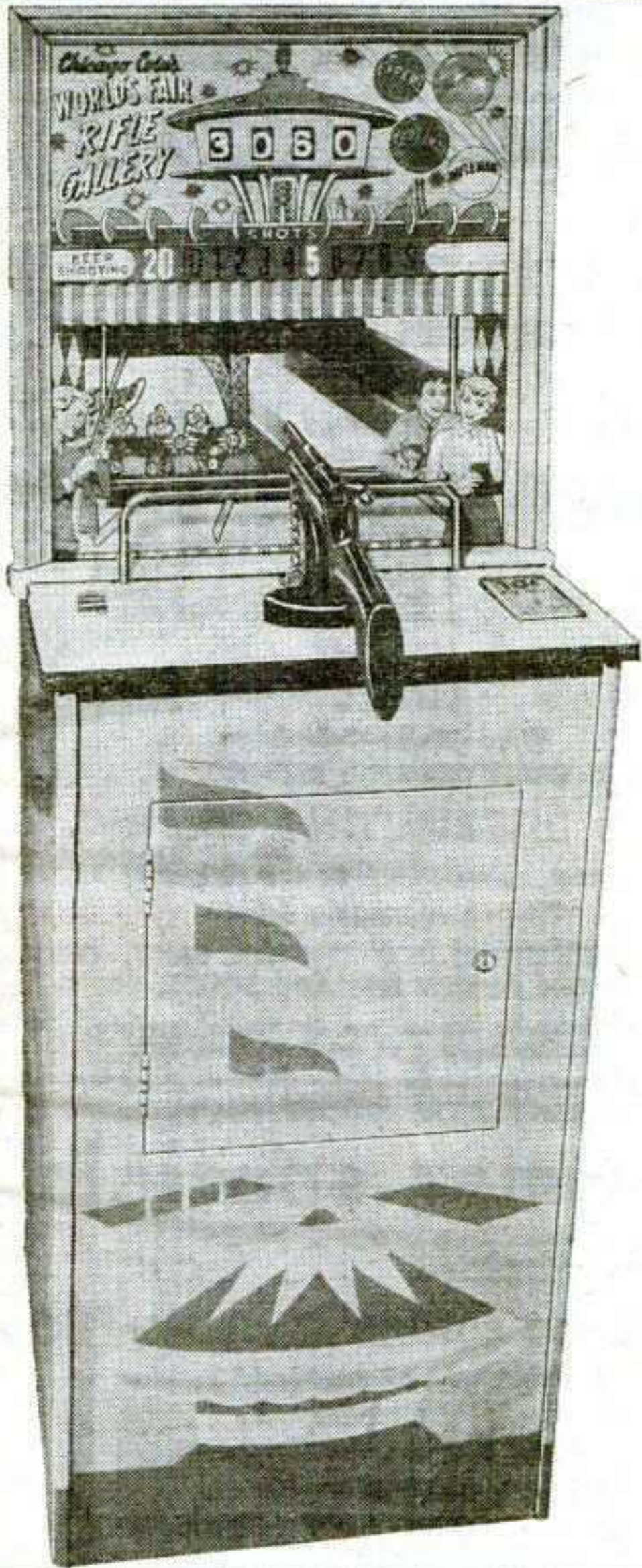
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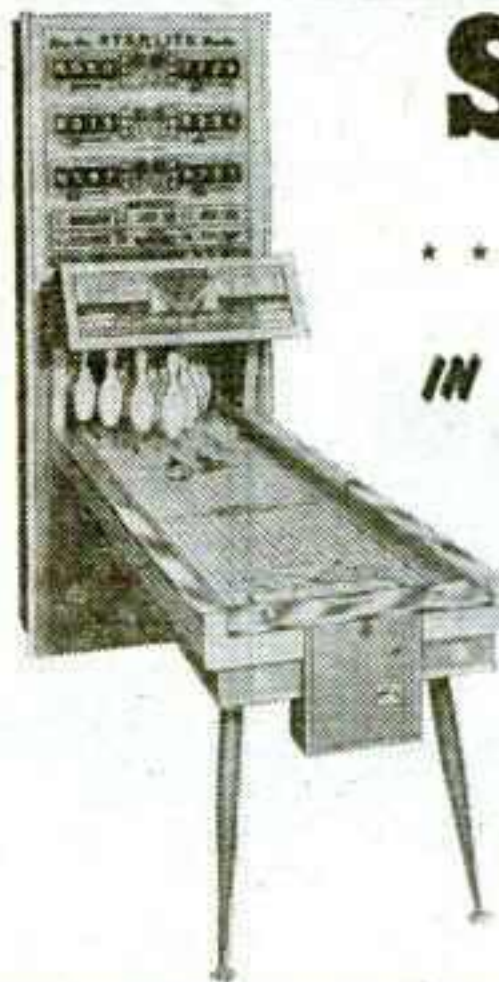


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Frank Ash, 22, son of Joe Ash, Active Amusements, Philadelphia, a recent Pennsylvania State University graduate, is a U. S. Navy ensign on the U.S.S. Pickaway at San Diego, Calif., with the Seventh Fleet. After his two years in the service, Frank plans to join his father's distributing firm.

Tennessee Op Tries Hand in Politics

MILLINGTON, Tenn.—Woodrow Wages, owner of Millington Amusement Company, displayed a shiny new juke box recently at the Navy's Air Show at the Naval Air Station here. The juke box provided music for the many thousands who attended.

Wages had a booth adjoining the machine and a large sign promoting his company.

Wages is also a member of Millington's board of aldermen, the city's legislative body.

He is taking a hand in the Tennessee gubernatorial campaign as one of William W. Farris' Shelby County campaign managers.

Farris is a Memphis City Commissioner and is pitted against former governor Frank G. Clement and P. R. (Rudy) Olgiate, mayor of Chattanooga, in the August 2 Democratic primary.



Medical science has scored against a major childhood menace. Rheumatic fever and rheumatic heart disease now can be prevented through prompt treatment of "strep" infections.

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2 Sun Valley	2 Hi Fi	1 Rio
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Frank Harris, owner of the Red Fox Room, recently installed a Wurlitzer Model 2600 with the Ten Top Tunes feature. He has nothing but praise for the way its beautiful cabinetry harmonizes with the room decor, its location personalization feature, and the extra income afforded by the Ten Top Tunes for a half-dollar.

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