Music-Phonograph Merchandising • Radio-Tv Programming • Coin Machine Operate 1

PAGE ONE RECORDS



SINGLES

* NATIONAL BREAKOUTS

NO BREAKOUTS THIS WEEK

REGIONAL BREAKOUTS

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

CLOSE TO CATHY . . .

Mike Clifford, United Artists 489 (Arch, ASCAP) (New York)

WHAT TIME IS IT? . . .

Jive Five, Belton 2024 (Lescay, BMI) (New York)

GOIN' TO THE RIVER . . .

Frankie Anthony, Joey 101 (Shep-Mike, BM1) (San Francisco)

ONLY LOVE CAN BREAK A HEART . . .

Gene Pitney, Musicor 1022 (Arch, ASCAP)

NEW ON THE HOT 100

72. MONSTER MASH . . .

Bobby (Boris) Pickett and the Crypt Kickers,

76. I REMEMBER YOU . . .

Frank Ifield, Vee Jay 457

78. STOP THE MUSIC . . .

Shirelles, Scepter 1237

79. WHAT'S GONNA HAPPEN WHEN

SUMMER'S GONE . . . Freddy Cannon, Swan 4117

85. LIMBO ROCK . . .

Chubby Checker, Parkway 849

90. SWEET SIXTEEN BARS . . . Earl Grant, Decca 25574

93. STORMY MONDAY BLUES . . .

Bobby Bland, Duke 355

94. COPY CAT . . .

95. I REALLY DON'T WANT TO KNOW . . .

Gary (U. S.) Bonds, LeGrand 1020

Solomon Burke, Atlantic 2157

96. SEND FOR ME . . .

Barbara George, Sue 766

98. HE'S A REBEL . . .

Crystals, Philles 106

99. MAMA, HE TREATS YOUR DAUGHTER MEAN . . .

Ruth Brown, Philips 40056

100. BIG LOVE . . .

Joe Henderson, Todd 1077

ALBUMS

* NATIONAL BREAKOUTS

MONO

PORTRAIT IN MUSIC, George Maharis, Epic LN 24021

THE BUTTON-DOWN MIND ON TV. Bob Newhart, Warner Bros. W 1467

STEREO

THE GARLAND TOUCH, Judy Garland, Capitol SW 1710

SINATRA & SWINGIN' BRASS, Frank Sinatra, Reprise R9-1005

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

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

MONO

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

Highwaymen, United Artists UAL 3225

LOLITA . . Sound Track, MGM E 4050

LET'S SIT THIS ONE OUT . . .

Paul Anka RCA Victor LPM 2575 IAZZ-SAMBA . . .

Stan Getz & Charlie Byrd, Verve V 8432

1,837 SECONDS OF HUMOR . Ray Stevens, Mercury MG 20732

THE LIVELY ONES . . .
Vic Damone, Capitol T 1748

TWIST & SHOUT . . .
Isley Brothers, Wand 653

Bill Black's Combo, Hi HL 12005

PAT BOONE'S COLDEN HITS . . . Dot DLP 3455

A TASTE OF HONEY . . .

Martin Denny, Liberty LRP 3237 TONY BENNETT AT CARNEGIE HALL . . .

Columbia C2L 23 JOCKO'S CHOICE R&B OLDIES . . .

Various Artists, Bonded B 777

IN A VELVET MOOD . . . Anita Bryant, Columbia CL 1885

A SWINGIN' SAFARI . . . Billy Vaughn & His Ork, Dot DLP 3458

STEREO

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

I LEFT MY HEART IN SAN FRANCISCO . . . Tony Bennett, Columbia CS 8669

PORTRAIT IN MUSIC . . George Maharis, Epic BN 26021

MR. PIANO . . . Roger Williams, Kapp KS 3290

ITALY . . . Roger Laredo & Ork, London SP 44014

NEW ON THE TOP LP'S

MONO

78. PORTRAIT IN MUSIC . . George Maharis, Epic LN 24021

96. THE BUTTON-DOWN MIND ON TV . . Bob Newhart, Warner Bros. W 1467

118. SINATRA'S SWINGIN' SESSION . . .

Frank Sinatra, Capitol W 1491 138. SWING EASY . . . Frank Sinatra, Capitol W 1429

(Continued on page 8)

Singles Slip in Some Areas, Hold Firm in Others

For the first time in almost three months the singles business faltered a bit last week in some major markets. However, in many other key cities it continued strong, and in a few areas it even increased as against the week before. According to dealers around the country new releases were not getting the type of action they had received during the summer, but many of the older hits continued to rack up steady sales, thus cushioning any decline.

LP business, which had started to pick up a few weeks ago, fell off last week in many areas. There were, of course, a number of albums grabbing good sales, including some of the newer releases, but generally dealers were less than happy

about LP movement.

The hot singles summer has resulted in much more attention to singles by dealers than in recent years. A check of dealers in major markets indicated that they were stocking more singles now than they used to, both in depth and in the number of labels carried. Dealers said they carried more singles because business was so much stronger than in previous years, and that they carried more variety because their singles customers asked for them. Others said they had increased both their stock and their lines because the competition made them

Local Sons Still Shine in Houston

HOUSTON-"A hit nationally is a hit down here, but this is one market in which a local artist still has a chance." That's one Houston distributor source's comment on the fact that within this city's current singles business is a fair degree of action for vocal artists who are largely a local phenomenon.

Some current examples: Jack Moore's "I Know How the Lonely Feel," on Capri; "Fais Do Do," a Cajun French tune waxed in nearby Beaumont on Hallway; Sheila Ellis' "Take a Chance," on San. These waxings are reportedly getting good reaction (and plays) from local jockeys and in coin machines. Interestingly, a Victor oldie-Peter Davis' "Something Precious" -is getting delayed-action recognition in Houston, and has ridden to the top of some local popularity charts.

Houston has long been a car-conscious city with an unusual saturation of suburban-type discount centers. Said a veteran Houston record sales exec: "There are more than 30 discount stores in Houston, and 50 in our territory-and they all sell records. On some lines we're able to sell to only 10 per cent of these stores." Thus, a continuing problem with Houston distributors is the missionary headache of trying to convince old-line, full-price establishments that they should hustle promotionally to compete with special sales, loss leaders and other ballyhoo.

General business picture for albums is also strong, with favorable dealer reaction reported for Warner's current sales plans and for Atlantic's and ABC-Paramount's percentage deals.

Nashville Says Singles Holding Up

NASHVILLE—Singles records business continued to hold up exceptionally well in this town, sparked by a flock of strong diskings both old and new. And a number of distribs said that album business was picking up due to the new product and the fall plans of the manufacturers. One distributor noted that albums by Bo Diddley and by Moms Mabley were among his hottest sellers because of a 20 per cent off discount plan that Chess was offering dealers here on these items. Another distrib said that fall was the normal restocking time for dealers, anyway, and that that factor was helping the rise in LP sales.

News was made this week by the resignation of Dennis Dodson, salesman from Southern Distributors here for the Alabama area, to open his own distributorship. Dodson's new firm, described as a sort of rolling distrib and one-stop operation, is called Co-Op Sales. He will cover the Birmingham area. Tentatively, Southern Distributors has hired Jimmy Green, formerly with Music City distribs in Nashville, to cover Alabama.

Distributors were of the cautious opinion that the heavy sale of many of the new singles records was due to their over-all appeal to both kids and adults. One pointed out that

(Continued on page 8)

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BILLBOARD OF L'S

FOR WEEK ENDING SEPTEMBER 8

150 Best Selling

MONAURAL LP's

STAR PERFORMENS—soluctions on Chart 9 weeks or less registering greatest upward pragress this week.

This Week	Last Wee	k Title, Artist, Label Chart
1	1	MODERN SOUND IN COUNTRY & WESTERN MUSIC
2	2	WEST SIDE STORY
3	3	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY
4)	4	David Rose & Ork, MGM E 4062 PETER, PAUL & MARY
<u>(5)</u>	6	ROSES ARE RED
<u>(i)</u>	5	POT LUCK 9
(T)	9	Elvis Presley, RCA Victor LPM 2523 THE MUSIC MAN
\simeq	8	Sound Track, Warner Bros. B 1459 IT KEEPS RIGHT ON A-HURTIN'
(8)	22	Johnny Tillotson, Cadence CLP 3058 RAY CHARLES GREATEST HITS 4
	11	ABC-Paramount, ABC 415
(B)	7	Sound Track, Warner Bros. W 145B
(II)	12	WEST SIDE STORY
(12)	1000	Dion, Laurin LL 2012 MOON RIVER & OTHER GREAT
(13)	17	MOON RIVER & OTHER GREAT MOVIE THEMES
4	14	VINCENT EDWARDS SINGS
(15)	10	STRANGER ON THE SHORE
16	13	BREAKFAST AT TIFFANY'S
血	28	HATARI I Henry Mancini, RCA Victor LPM 2559
(18)	16	JOAN BAEZ, VOL. I
137	26	RAY CHARLES STORY
a	20	BEST OF THE KINGSTON TRIO 14
1	48	SOMETHING SPECIAL 3 Kingston Trie, Capital T 1747
(22)	18	POINT OF NO RETURN
23	15	BASHIN'—THE UNPREDICTABLE JIMMY SMITH
(24)	27	JOHNNY'S GREATEST HITS
(E)	19	JOAN BAEZ, VOL. II
<u>⊕</u>	34	SINATRA SINGS OF LOVE AND
(A)	23	THE SOUND OF MUSIC
<u></u>	24	Original Cast, Columbia KOL 5450
<u>(28)</u>	(Edit	I LEFT MY HEART IN SAN FRANCISCO 10 Tony Bennett, Columbia CL 1869
<u>29</u>	33	KHOCKERS UP 96 Rusty Warren, Jubilee JLP 2029
<u>30</u>	31	YOUR TWIST PARTY
31)	39	THROUGH CHILDREN'S EYES
32	43	NO STRINGS
33	47	A SONG FOR YOUNG LOVE
34)	58	NICE 'W' EASY
35)	21	CAMELOT 85 Original Cast, Columbia KOL 5420
36	25	BLUE HAWAII 46 Elvis Presley, RCA Victor LPM 2426
37)	38	TIME OUT
38	29	MY FAIR LADY
1	71	THE GARLAND TOUCH
4	37	COLLEGE CONCERT
$\widecheck{\underline{\bullet}}$	51	BUDDY HOLLY STORY
1	80	THE GOLDEN HITS OF THE EVERLY BROTHERS
	99	Warner Bros., W 1471
W do	69	Monument M 4409
_	56	Sound Track, MGM E 3977 CRYING 23
(45) (46)	45	COUNTDOWN TIME IN OUTER SPACE 13
(46) (12)	42	Pave Brubeck Quartet, Columbia CL 1775 FOR THE NERO MINDED
(II)	50	Peter Nero, RCA Victor LPM 2536 ONCE UPON A TIME
48	52	Lettermon, Capitel T 1711
49)	63	Johnny Mathis, Columbia CL 1351
1	40	Ray Anthony, Capital T 1752 PAUL ANKA SINGS HIS BIG 15
(51)	40	ABC-Paramount ABC 323

L	"	S
This Week	Last Wee	k Title, Artist, Label Chart
(52)	66	MUSIC MAN
(53)	30	OLDIES BUT GOODIES, VOL. IV 13 Various Artists, Original Sound OSR 5005
(54)	41	DINAH '62
(55)	53	MARIA 26
(56)	49	Roger Williams, Kepp KL 1266 JUMP UP CALYPSO 54
\approx	36	JUMP UP CALYPSO
(5) (C)	55	Epic LN 24001
<u>(58)</u>		MOON RIVER
(59)	46	JUDY AT CARNEGIE HALL
<u>(60)</u>	72	SINATRA & STRINGS
<u>(81)</u>	75	ALL THE WAY
62	89	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING
(63)	74	RUNAROUND SUE
$\stackrel{\sim}{-}$	65	DO THE TWIST
64)	82	Ray Charles, Atlantic 8054
- CO	73	Johnny Crawford, Del-Fi DFLP 1223 WALK ON THE WILD SIDE
(66)	97	Elmer Bernstein, Chorse A-4 SINATRA & SWINGIN' BRASS. 2
U	CONTA	Frank Sinatra, Reprise R 1005
1	81	Liberty LSP 3228
曲	105	Reprise R 6020
(70)	32	MANCY WILSON/CANNONBALL ADDERLEY, 19 Capitol T 1657
(T)	78	HERBIE MANN AT THE VILLAGE GATE 7
(12)	111	SOUL OF SPAIN, VOL. I
$\stackrel{\sim}{\sim}$	57	101 Strings, Somerset P 6600 IT'S JUST MY FUNNY WAY OF LAUGHIN'. 15
(B)	76	STATE FAIR
<u>(1)</u>	1000	Sound Track, Det DLP 9011
(75)	35	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE
(76)	44	IT'S MASHED POTATO TIME 12 Dee Dee Sharp, Cameo C 1018
(II)	63	YOUNG WORLD
1	-	PORTRAIT IN MUSIC
_	107	HERE'S THE MAN
如	90	MEET CLAUDE KING
<u> </u>	61	THE MIDNIGHT SPECIAL
(81)	1990	Harry Belafonte, RCA Victor LPM 2449
(82)	59	FOR TEEN TWISTERS ONLY 24 Chubby Checker, Parkway P 7009
(83)	94	DON'T KNOCK THE TWIST
84)	70	CHAPEL BY THE SEA
85	67	OLDIES BUT GOODIES, VOL. 1
86	112	TONIGHT IN PERSON
ŵ	125	GEORGE CHAKIRIS
(88)	60	ENCORE OF GOLDEN HITS
89	104	
<u></u>	102	Original Cast, Capitol WAO 1717
90	MATERIAL SERVICE	ONLY THE LONELY
91	124	G. I. BLUES 97 Elvis Presley, RCA Victor LPM 2256
92	109	Frank Sinatra, Capitol W 581
93	103	TONIGHT
94)	54	TIME FURTHER OUT
95)	101	SONGS FOR SWINGIN' LOVERS 4° Frank Sinatra, Capitol W 653
•	_	THE BUTTON-DOWN MIND OR TV 1 Bob Newhart, Warner Bras. W 1467
-	64	WHAT'D I SAY 54
(07)		Ray Charles, Atlantic 8029
9)	62	
97	62	Earl Grant, Decca DL 4231

This Week	Last	k Title, Artist. Label Chart
<u>(10)</u>	98	SUMMER FESTIVAL 13 Various Artists, RCA Victor LM 6097
(102)	79	MOMS MABLEY AT GENEVA CONFERENCE 24 Chess LP 1463
(03)	110	CHAD MITCHELL TRIO AT THE BITTER END
曲	120	MOMS MABLEY BREAKS IT UP 2 Chess LP 1472
(05)	96	LIVE IT UP
106	18	NO ONE CARES
⑩	123	FREDDY CANNON AT PALISADES PARK. 2 Swan 507
108	130	THIS IS SINATRA
109	21	TWO OF US
逾	134	BEWITCHING LEE Peggy Lee, Capitol T 1743
(11)	106	COME DANCE WITH ME
112	115	I HAVE BUT ONE HEART
血	140	THE STRIPPER & OTHER BIG BAND HITS. 2 SI Zentner & His Ork., Liberty LRP 3247
(14)	117	A SWINGIN' AFFAIR
(iii)	129	GOLDEN HITS OF THE BOYS
116	114	PETE FOUNTAIN'S MUSIC FROM DIXIE 5 Coral CRL 57401
1	144	Bobby Bydell, Cames C 1019
<u>(II)</u>	127	SINATRA'S SWINGIN' SESSION 27 Frank Sinatra, Capitol W 1491 COME FLY WITH ME 39
<u></u>	149	COME FLY WITH ME
	132	Frank Sinatra, Capitol W 1432 WHERE ARE YOU
<u>w</u>	119	BUTTON-DOWN MIND OF BOB NEWHART. 107
\sim	137	SHELLEY
\sim	139	FILM ENCORES, VOL. 1
\sim	128	MURRAY THE "K'S" GASSERS FOR SUBMARINE RACE WATCHERS
100	142	THE PERSON NAMED OF THE PE
(27)	141	ANOTHER DAY, ANOTHER WORLD 2 Jonathan Winters, Verve V 15032
128	136	MASHED POTATOES AND GRAYY 2 Ventures, Dolton BLP 2016
<u></u>	138	COME SWING WITH ME
(30)	100	LET THERE BE DRUMS
<u>w</u>	108	MAD TWISTS ROCK 'N' ROLL 7 Various Artists, Big Top 1305 MIDNIGHT SPECIAL
(32)	126	JULIE & CAROL AT CARNEGIE HALL 2
(133)	neson!	Julie Andrews & Carol Burnett, Columbia OL 5840
(<u>34</u>)	83	Ferrante & Tolcher, United Artists UAL 3166
(35)	93	FAMILY SING ALONG WITH MITCH 14 Mitch Miller & the Gang, Columbia CL 1773 DANNY BOY AND OTHER SONGS I
(III)	27/52	LOVE TO SING 28 Andy Williams, Columbia CL 1751
(B)	143	HYMNS
(38)		SWING EASY
(139)	131	"TUFF" SAX
(140)	77	MIDNIGHT IN MOSCOW
(41) (42)	86	MIKE NICHOLS & ELAINE MAY
	572	EXAMINE DOCTORS
(143)	95	Peter Nero, RCA Victor LPM 2383
144	133	Sandy Nelson, Imperial LP 9168
(45)	84	CARNIVAL
(46)	87	DRUMMIN' UP & STORM
(H)	91	Harry Belafonte, RCA Victor LOC 6006
(148)		HILL SINGERS
149	122	Shirelles, Scepter SLP 504
2003511	150	'S CONTINENTAL

50 Best Selling

STEREO LP's

9		EREU	L	5
This Week	Last	k Title, Artist, Label		Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia	os 2070	43
2	2	MODERN SOUNDS IN CO WESTERN MUSIC Ray Charles, ABC-Paras		17
3	3	THE STRIPPER & OTHER		10
(4)	5	THE MUSIC MAN	AND DESCRIPTION	
<u>(5)</u>	7	PETER, PAUL & MARY		-
$\stackrel{\sim}{\sim}$	4	BREAKFAST AT TIFFAN	(Y'S	46
(a)	8	ROME ADVENTURE Sound Track, Warner Bo	ALL STATE OF THE S	
(1)	10	WEST SIDE STORY	ros. WS 1458	
<u>8</u>	11	Original Cast, Columbia	05 2001	
9	W.F.E	Henry Mancini, RCA VI	ctor LSP 255	,
(II)	,,	STRANGER ON THE SHI Mr. Acker Bilk, Atco St	129	
(11)	14	STEREO 35/MM Enoch Light & His Or Command RS 826 SD	•.	48
12	6	CAMELOT Original Cast, Columbia	KOS 2031	35
13	13	NO STRINGS Original Cast, Capitol	50 1695	21
山	34	WORRIED MIND Ray Anthony, Capital	ST 1752	7
由	29			
16	16	JUDY AT CARNEGIE HA	ш	
血	22	RAY CHARLES GREATE AUC-Paramount, AUCS	ST HITS	3
18	15	THE SOUND OF MUSIC Original Cast, Columbi	KOS 2020	130
19	20	THE MIDNIGHT SPECIA Harry Belafonte, RCA		_
20	12	BEST OF THE KINGSTO		2017 A
<u>a</u>	21	SINATRA SINGS OF Frank Sinatra, Capitol	LOVE AND TO	HINGS 4
22	30	STORES DE L'AND STORES		57
(23)	17	BEYOND THE REEF		8
24)	19	ROSES ARE RED		
(25)	25	BASHIN'-THE UNPRE		
<u></u>	26	Verve V6-8474	Catowittento	ALC: 122
26)	27	Frank Sinatra, Capitol	SW 1676	
(27)	24	COME FLY WITH ME .	or LSF 2426	
(28)	23	Frank Sinatra, Capitol :	SW 920	ENLINE.
(29)	337E	MOVIE THEMES	nia CS 8609	15
<u>30</u>	38	MUSIC MAN Original Cast, Capitol S		
<u>31</u>	32	Mantovani, London Pi		Mary Money
<u>32</u>	18	POT LUCK		
33	28	Ferrante & Teicher, Un UAS 6171	ited Artists	24
34)	37	ALL THE WAY Frank Sinatra, Capitol	SW 1538	29
愈	47	EL CID		2
36)	41	MOON RIVER Lawrence Welk, Det D		
<u>3</u>	39	SOUL OF SPAIN, YOL.		
38	33	VINCENT EDWARDS SI		
1	45	Elmer Bernstein, Chor	00 A5-4	-
@	40	Reprise R9-6030	THE SECOND - NAME	200 AV
(II)	42	Johnny Tilletson, Cader	nce CLP 2505	
<u>(42)</u>	22	SOUTH PACIFIC	er LSP 1032	7000
<u>(43)</u>	36	Dave Brubeck Quartet,	Columbia 65	8575
4	50	COME SWING WITH M Frank Sinatra, Capitol THE GARLAND TOUCH	SW 1594	19
	2.0	Judy Garland, Capitol	SW 1710	
46)	49	FOR THE NERO MINDS	LSP 2536	3
如	-	SIMATRA & SWINGIN Frank Sinatra, Reprise		1
48	-	POPS ROUNDUP Bastan Paps (Fiedler),	RCA Victor Li	ic 2595
49	46	SPAIN	ondon SP 44	016 4
50	-	NICE 'W' EASY Frank Sinetra, Capitol	SW 1417	49

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

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RAFAEL **PUYANA** The Golden Age of Harpsichord Music

FRANK D'RONE D'Rone

GRIFF WILLIAMS ORCHESTRA Won't You With Me

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DEL WOOD

Ragtime Goes

International

BILLY ECKSTINE Don't Worry Bout Me

CHARLES AZNAVOUR The Time Is Now

HENRYK SZERYNG Brahms **Violin Concerto** D Major, Opus 77

WALTER HAYNES Steel Guitar Sounds

CELEDONIO ROMERO & HIS SONS The Royal Family of the Spanish Guitar

BROOK BENTON Singing the Blues

CARL **STEVENS** African Sounds

THE MAGIC FINGERS OF CAESAR GIOVANNINI

DAVID CARROLL Let's Dance to America's Waltz **Favorites**

her, too!

JOE LIGGINS Honeydripper RICHARD HAYMAN Songs of Wonderful Girls

THE BEST OF **JAMES** O'GWYNN

> GINA BACHAUER Brahms Piano Concerto No. 2

JANOS STARKER Dvorak Violoncello Concerto; Bruch Kol Nidrei

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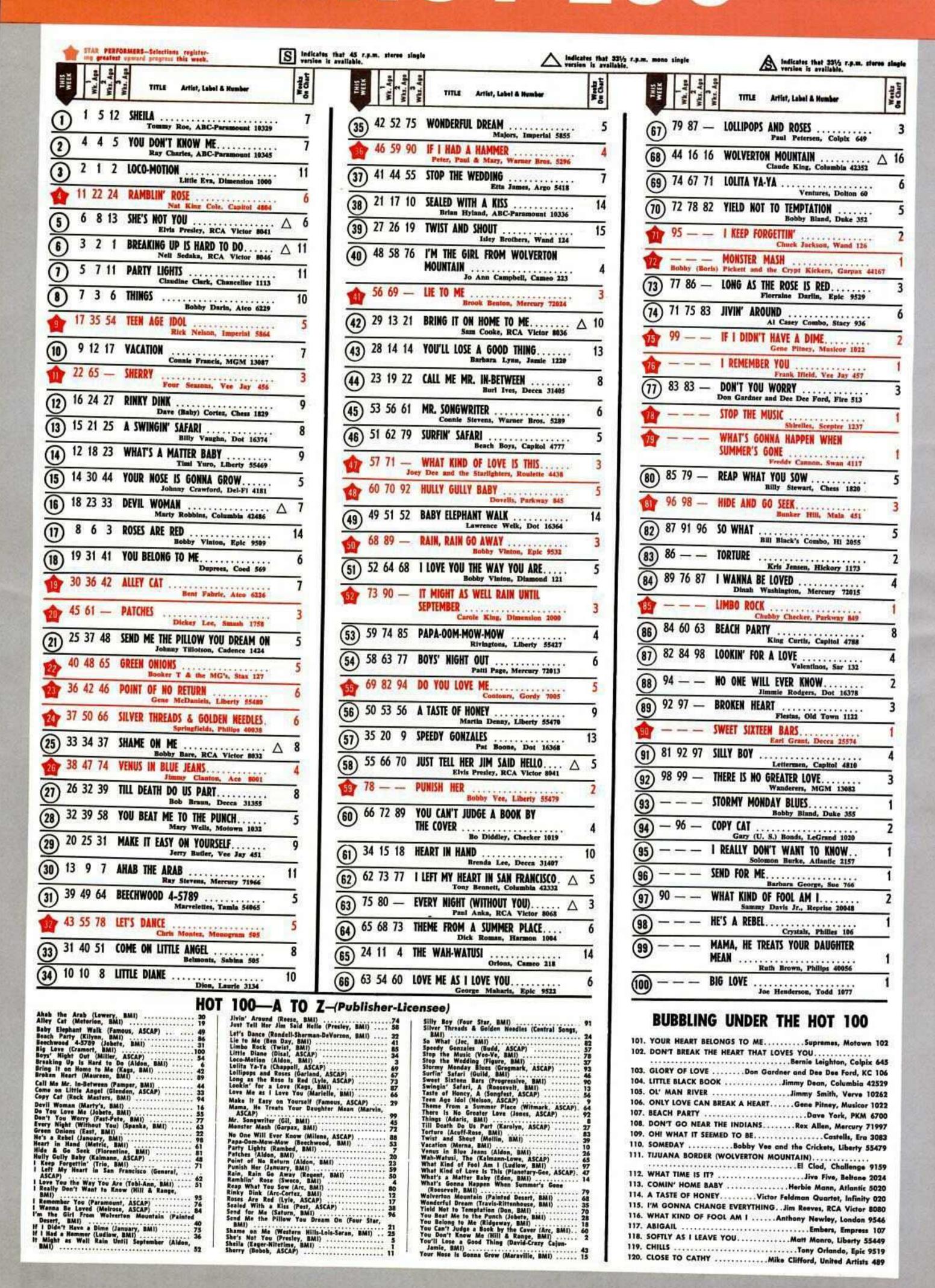


AMERICA'S FIRST FAMILY OF FINE RECORDINGS

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BILLBOARD 100

FOR WEEK ENDING SEPTEMBER 8



RECORDS PROUDLY PRESENTS ANOTHER

A GREAT NEW SONG

B/W

LOWER'S LA

RECORDS

#16391

"THE NATION'S BEST SELLING RECORDS"

RACKERS' WOES SAME AS INDUSTRY'S, SAYS BECKER

CHICAGO-"We don't expect the same price as distributors; we wouldn't unless we performed the same functions and at present this is something we're not capable of doing.

"What we do want is to be recognized as wholesalers, not retailers, and receive a lower price than other retailers."

The man talking is Glenn C. Becker, president of the National Association of Record Merchandisers, interviewed together with Jules Malamud, executive director of the association, at its midyear meeting at the Edgewater Beach Hotel here last

Talk at the sessions centered around such controversial topics as "direct sales," "credit" and "returns." Becker was more than willing to discuss all very frankly.

He feels the problems of the rack jobber are general industry problems-problems shared by all members of the record industry-not anything peculiar to the rack jobber.

"We're all after making profit," Becker noted.

"As far as selling direct, we've been buying many of the small budget lines direct for years; this is nothing new," he said. "The discussion is mostly about the higher priced lines, the \$3.98 and up items, and these we have no desire to buy direct."

Becker emphasized, however, that the rack jobber does seek recognition for the wholesaling functions he performs. He listed, among others, servicing, packaging, pricing, setting up fixtures, inventory control, advertising and in-store promotion.

The cost of operating racks, he noted, is very high, and the rack jobber feels these wholesaling functions should be worth something.

Discussing the functional discount that is given rack jobbers, Becker said the same price is usually available to large retail buyers, putting the rack jobber at a competitive disadvantage.

He noted the rack jobber is after a lower price than is available to retailers—all retailers, even large discount houses—so he can compete effectively.

He emphasized that the rack jobber had given the record industry valuable exposure, and perhaps more important, large sales. Rack jobbers have created an awareness for records abong countless persons who would never have entered a record store in the past, he said.

Commenting on the new Cameo-Parkway deal specifically aimed at the rack-jobbing industry, Becker said it was a "sign of recognition," and was "pretty sure that other companies will (Continued on page 62)

ABC-Para's 1st Gold Album to Ray (Who Else?)

NEW YORK-Ray Charles was It was the first gold record album Crowd Pleaser" campaign. in ABC history.

Muni of WABC and George Tucker policy annually, though later comof WINS during a concert by petitors have moved for a share of Charles at Convention Hall at As- the campus market. bury Park, nearby New Jersey shore resort.

America (RIAA), constituted the catalog, the single marked the la-Charles, meanwhile, will start re-York and California.

Capitol After College Crowd

HOLLYWOOD - Capitol Records is issuing an all-album special release aimed at the college market. In line with Capitol's annual presented with two gold records September marketing policies, the last week by ABC-Paramount, one firm is leveling its promotion guns for his top-selling album, "Modern on the college market, with a spe- America. Sounds in the Country and Western cial advertising program for college Music," and the other for his single newspapers. One part of the sales that will improve the record busimaterial aimed at the campus ness for everybody," said Malamud. which was taken from the album. crowd is a special DJ "Campus

Capitol was the first major label Presentation of the disks was to advertise in the nation's college made by New York deejays Scott press. The firm has continued this

Capitol last week issued a total of 23 new LP's-15 popular al-The album award, certified by bums, and 8 new classicals. Pop the Record Industry Association of product includes releases by the Four Freshmen, George Shearing, first album so recorgnized in ABC's the Lettermen, Fred Waring, and the Journeymen. The classical porbel's seventh million-selling single, tion of the release includes a new recording by Otto Klemperer of the cording his second country music Bach "Saint Mathew Passion" and album later this month in New an album of Brahms First Sym-

CBS Records Invades So. America

NEW YORK - Columbia Records has begun to introduce the tions will include locally produced CBS Records label in Argentina, Latin repretoire as well as material Brazil and Mexico, according to from the Columbia and Epic cata-Peter de Rougement, vice-president logs in the United States. Wholly of Latin American operations for owned Columbia subsidiaries in the Columbia.

Earlier this year, plans were announced for the introduction of the CBS label throughout the world in 1962. Last May the label was brought out in Great Britain and dustries.

Product in the three Latin nathree countries will handle the marketing in their territories.

De Rougement also announced that the first three-track stereo recordings have been completed in the newly constructed Buenos Eire, using repertoire from Ameri- Aires studios, third major stereo can Columbia and marketed disking center in Latin America opthrough Philips Phonographic In- erated by Columbia. Other are in Mexico City and Rio.

Vee Jay to Follow Cameo In Special Deals to Racks

By REN GREVATT

CHICAGO - Serious and occasionally heated discussion on a new rack jobber sales policy announced by Cameo-Parkway highlighted the mid-year meetings of the National Association of Record Merchandisers here last week.

The discussions widened when Vee Jay Records said it would institute a similar rack program and two other firms said they were also considering plans.

The Cameo-Parkway deal-features of which are an additional 7 per cent discount over the normal

NARM Accepts New Members

CHICAGO - Three new memof the National Association of Record Merchandisers at the association's opening private session of its

New members were Stanley E. and R. Glenn White, Oklahoma News Company, Oklahoma City and Tulsa; Barry Taran, Record Service Company, Miami, and S. A tle Rock, Ark.

Meetings of rack members of NARM, held both Sunday (26) and Wednesday (29), were private and featured reports by executive director Jules Malamud, as well as legal counsel from Washington.

Malamud remarked later, in reply to a specific query, that NARM as an organization, would be glad at any time to take part in an allindustry trade practice conference. This was a widely discussed topic, since it originally was proposed by the Society of Record Dealers of

"We'll be glad to do anything "This was one matter, in fact, which our counsel discussion in our closed meeting."

EDDIE FISHER IN FOR MONTH AT N. Y. THEATER

NEW YORK-Eddie Fisher is the latest personality to schedule an intimate-revuestyle Broadway show, opening October 1 for a month-long stand at the Winter Garden Theater. Reviving a tradition from the 1920's, Fisher's show will be presented seven nights a week, with a Saturday matinee.

Staged by John Fearnley with Fisher supported "by a number of other entertainers who will be announced later," the engagement is a presentation of Monte Proser in association with Ramrod Produc-

Fisher most recently has been playing to strong audiences at the Cocoanut Grove in Los Angeles, the Desert Inn in Las Vegas and at Frank Sinatra's Cal-Neva Lodge in Lake Tahoe. A live-performance album, taped at the Cocoanut Grove, is due for release soon.

functional to racks, plus direct drop | ent rack jobber tables, there were was hailed by rackers attending the their views. sessions. It represented a partial step in the direction of a plan said that virtually no pressure was NARM urged several manufactur- exerted to obtain distributor pricers to accept early this summer. ing terms and direct shipments, at Details of the plan were outlined least one other firm was "cracked." in BMW (June 16).

vanced by NARM, rack jobbers high officials of NARM and repwere to be serviced at distributor resentatives of Vee Jay Records, inprices, with an override to distributors on each rack sale of from 6 to 8 per cent. In this case, drop shipments were to be effected through distributors, with manufacturers assumming the burdens of freight, billing and credit.

Variations

The C-P plan is simply a variation of the earlier proposal, with the distributor continuing his control over payments, collections and exchanges. The manufacturers, on the other hand, would drop-ship bers were welcomed to the ranks program, thus eliminating the distributor's cost of warehousing disks earmarked for racks. Distributors, however, would retain the burden mid-year meetings here last week, of financing, under the C-P idea. Override for distribs was not revealed.

Though racks were virtually 100 per cent in favor of C-P's plan, which took effect Saturday (1), the Siebert, Siebert News Agency, Lit- reaction among manufacturers was far less clear-cut. As the diskers also giving serious consideration to strolled through the huge Edge- the adoption of some variations of water Room, keeping their 20- these plans for rack jobber dealminute appointments at 35 differ-

shipments from the manufacturer- numerous opportunities to express

Though many manufacturers During a private four-hour meet-Under the original plan ad- ing Monday evening (26) between cluding the label's chief, Ewart G. Abner Jr., and his right-hand West Coast man, Randy Wood, tentative agreement was reached on a plan similar to that announced by Cameo-Parkway.

Full details of the plan were not revealed, but it was understood the label would drop-ship direct to racks with an override of about 6 per cent to distributors on all disks purchased for rack sales.

Racks Are Here

Questioned later, Wood said that direct to the racker, under C-P's close to 40 per cent of the firm's Southern California business last year was done through racks.

> "We've got to recognize them," Wood remarked. "They're a mighty important factor. We have been assured by the rack people that we'll get a great deal more attention in the way of stocking and display, under these new terms. That can only help us."

Several other companies were

(Continued on page 62)

Plans for Air Changes Getting Pressured—Mac

Corporation, which has purchased music" approach. WGES Radio here in a \$2 million drop the 20 per cent of the sta-Polish, Italian and German listeners, and to aim all of the station's music programming at Chicago's Negro community under the call letters WYNR is running into strong opposition.

At a news conference, Gordon McLendon charged that the station was currently being pressured, with a "sort of Big Brother approach we won't have," by a member of Congress to retain the foreignlanguage segments.

"This is the first big effort to influence a radio owner where he is trying to program to fit the need of the community. If this is possible, I want out of radio," Mc-Lendon said angrily.

According to surveys made by McLendon, Chicago has the largest Negro population (1,250,000) of any city without a full-time Negroappeal station. On the other hand, he added, there are already 50 hours weekly of Polish programming in Chicago radio, 24 hours of Italian fare, and German segments on four stations - a total which McLendon feels amounts to adequate community service.

R.&B. Powerhouse

At the moment, WGES has involve a basic format change, how- California, Mexico.

CHICAGO — The McLendon, ever, to either a "Top 40" or "sweet

Apart from his desire to fill a deal, is finding that its plan to specific program need for Negro audiences, McLendon doesn't like tion's programming now slanted to the WGES foreign-language shows for another reason. Such shows are "brokered," i.e. independently produced and sold for what the traffic will bear. The practice is generally frowned on by FCC, and is taboo under NAB rules for Englishlanguage shows.

> Among other station changes, McLendon said he will bring in a five-man news staff that will actively gather news of specific interest to the Negro. The station has up to now been without a news staff as such, relying solely on wire

> Several key personnel changes have been made including the resignation of such local r.&b. deejay kingpins as Ric Ricardo, Al Benson and Norm Spalding.

> New names at the station include: J. G. Schatz, general manager; Jim Randolf, formerly with KSAN, San Francisco, program director and 4-7 p.m. deejay, and the following deejays: Rodney Jones (from St. Louis); Lucky Cordell (WGES); Big John Evans (from Memphis); Dick Kemp (from Dallas), and Evonne Daniels (from Jacksonville, Fla., and St. Louis).

In addition to its Dallas station, KLIF, McLendon owns and operates KILT, Houston; WYSL, Bufabout 80 per cent of its format falo; KTSA, San Antonio; KABL, devoted to so-called Negro music, San Francisco, and serves as exand the station is known as a big clusive U. S. sales representative r.&b. and rock powerhouse in the for X-TRA News, an all-news op-Midwest. McLendon's plans do not eration with transmitters in Baja,

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New 1-Stop Association Elects Philly Man

Irv Pearlman Heads Group Representing 19 Key Firms

CHICAGO-Irv Pearlman, Phil- lis; LeRoy Davidson, Kansas City, adelphia one-stop operator, was elected president of a new one-stop trade association formed here last week by representatives of 19 key firms around the country.

The group planned to hold meetings with record company representatives all day Friday (31) to discuss mutual industry problems.

Lou Boorstein, large New York one-stop operator, said the members would seek to find ways "to work together better in fields of merchandising, promotion, service, catalog and advertising." Boorstein said the one-stop owners would not be after a lower price.

To Thrash Out Problems

He said the aim of the associaoperators, some of whom have been in business some 20 years, to thrash out common problems of promotion, credit, advertising, public relations and relations with manufacturers, distributors and dealers."

Other officers elected were: Sam Ricklin, Los Angeles, vice-president; Jim O'Dwyer, Chicago, treasurer; Raoul Shapiro, Miami, secretary. A board of directors will be elected at a later date. The association will also settle on a name after corporate problems of organization have been settled.

Reps Present

Representatives at the meeting Philadelphia; Pat Cohen, Richmond; Fred Sipiora, Chicago; Stanley Stone, New York; Manny Wells, New York; Ed Ockel, St. Louis; Gordon Darish, Grand Rapids, Mich.; Dave Lieberman, Minneapo-

5 New LP's For Command

NEW YORK - Command Records will release five new LP productions this week under the joint descriptive tag "visual sound," according to Enoch Light, president of the firm. The product will be introduced at a cocktail party and press reception at the Fine Record-Hotel here, Thursday (6).

series, all of which were recorded on 35-mm. film, is a performance Practices Conference with the aim of Rodgers and Hammerstein's of achieving more equitable trade "Carousel," featuring Alfred Drake, practices. Roberta Peters, Claramae Turner, Lee Venora, Norman Treigle and John Crain. Jay Blackton, wellknown pit maestro, batoned this session.

Another set is devoted to the music of Irving Berlin, in what Light called a "super-duper trib-ute" to the famous Broadway cleffer. The disk was cut in Carnegie Hall by a complement of 60 men, with Light conducting. Urbie Green is also represented with "Percussive Trombone No. 3." In the classical field, William Steinberg directs the Pittsburgh Symphony in the "Fourth Symphony" and the "Leonore Overture No. 3," by Beethoven. The final package features duo-pianists Leonid Hambros and Jascha Zayde in classical piano works.

The reception this week, introducing the new product, will be enlivened by the presence of Roberta Peters, Tony Mottola, Ray Charles, head of the singing group which bears his name, and other Buyers and Sellers Classified Mart......... Command artists.

and Steve Brody, Buffalo.

The meeting brought to three the number of trade group gatherings in the Windy City last week, perhaps all eying, if not sharing, the same problems.

Members of the National Association of Record Merchandisers (NARM) met earlier in the week, as did directors of the newly revamped distributor group, ARMADA.

Hottest topics of discussion on all fronts were: Credit, price, and, in the case of the rack jobbers, returns.

Seek More Favorable Terms

Though perhaps not openly stating it, the one-stops will certaintion is to "bring together one-stop be after more favorable terms with manufacturers to enable them to continue to compete.

> Virtually all segments of the record marketing chain are finding themselves squeezed from all sides. The one-stops are no exception.

> Though qualifying for a so-called functional discount from distributors, the one-stop many times finds itself getting no better price than

'Bounty' Disks Get Big Push

NEW YORK-With its expensive production of "Mutiny on the Bounty" due to drop anchor in theatrical premieres in November, MGM Records is putting the finishing touches on a heavy exploitation salvo for a quartet of albums related to the blockbuster feature.

Lead-off album is a digest of Bronislau Kaper's sound-track music for the film, conducted by Robert Armbruster. Others are: "Tahiti —Island of Paradise,' a waxing of Polynesian music recorded during the filming; a choral album of native groups singing the film's theme melody plus Tahitian songs; and "Tempos of Tahiti," an album in the label's "21 Channel" series. Additionally, there will be singles by various artists of the film's title theme, love themes and other

MGM plans a group release prior to the premiere, backstopped by newspaper and magazine ads pany. tied to special window and store displays. KERRadio programming service has scheduled the soundtrack album as its "Album of the Month" on 150 stations, and it's due to be spotlighted on Jim (Continued on page 12) Ameche's syndicated radio series. communication media as the Tele-

Wholesalers Must Join Hands-Merc's Steinberg

By NICK BIRO

CHICAGO-The future in record merchandising lies in mergers between distributors, rack jobbers and one-stop operators, according to a highly placed official with the giant international Mercury-Philips-Smash record organization.

Irwin Steinberg, executive vicepresident of Mercury Record Corporation, told his distributors here last week that they should join hands with one-stops and rack jobchallenge of the future.

Steinberg spoke at the firm's fall sides. distributor meeting attended by some 70 distributors from all three labels. The meeting brought together one of the largest groups of distributors ever assembled under not merchandisers." one roof by a manufacuring com-

Mercury Record Corporation president, Irving B. Green, told distributors that the record industry is headed toward a "one-world" con-

He cited the importance of such

star satellite in removing international barriers. Foreign artists are becoming increasingly important to the entire industry, he said.

All three labels-Mercury, Philips and Smash-previewed their fall lines and held corporate discussions with distributors.

Steinberg's comments had electrifying results, touching as they did on the most critical merchandising problems faced by the record industry today. Distributors, onestops and rack jobbers, not to menbers to meet the merchandising tion retailers, have been feeling a strong economic squeeze from all

> Steinberg noted that retailing is going through "giantism," and that the retail store owners of the future will be "real estate operators,

> Merchandising will be done by "leased department operators," he said. He emphasized that the future of the one-stops, rack jobbers and distributors lay in being capable of operating such leased departments.

> He predicted that the retail store of the future would, in effect, be a

(Continued on page 12)

ARMADA Seeks Disk Industry Allies Harry Brockman, St. Louis; George Freeman, Cleveland; Herb Slotkin, Philodelphia, Par Calve Prince P

form was adopted here last week following planks: by the officers and executive board of the American Record Merchandisers and Distributors Association. At the same time, ARMADA Presdent Amos Heilicher announced strongly opposes direct shipping the board appointment of Paul Ackerman, former music editor of Billboard Music Week, to the post of executive secretary of ARMADA (see separate story).

In discussing the ARMADA platform of goals, Heilicher stressed that distributors, more than ever before, must present a united front in dealing with the problems of ever-changing disk marketing pat-

ARMADA intends to work closely with other elements of the ing Studios in the Great Northern record industry, Heilicher said, including other trade organizations, One of the highlights of the as well as with the Federal Trade Commission in the holding of a Fair

Planning Ahead

offices of James H. Martin of the campaign might be "Bring

1. Establish and maintain a the manufacturer. In connection with this, it was noted, ARMADA one-stops and dealers.

plan of discount between distributor and rack jobber and distributor and one-stop, whereby all can exist.

3. Encourage the creation of an educational and mutual assistance general business ideas through a program to maintain in business the existing retail catalog dealer. In line with this, the importance of teaching dealers how to merchandise was stressed. Manufacturer participation in this program will also be sought.

4. Work out realistic allocation quantities from manufacturer to distributor in order to minimize the possibility of over-supply and unrealistic sales practices. This, it is stressed, would discourage trans- tion to Heilicher, were John S. shipping, just as unreasonable allocations with extra discounts upon Harry Schwartz, treasurer; Irwin LeBow Named V.-P. The platform itself, adopted by reaching a quota, encourages the Fink, secretary; Harry Apostoleris, the full board, at its meeting at the practice. A slogan of this aspect of vice-president, Eastern division;

CHICAGO-A seven-point plat- | Music Distributors, includes the | competition back to where it belongs," it was noted.

5. Work closely with the FTC workable standard of practice with to bring about fair practices and legislation which will improve the distributors status.

6. Assist in ironing out comfrom manufacturer to rack jobbers, plaints and problems in local market area. This would be accom-2. Seek to establish a workable plished by a special committee of ARMADA leaders and members who would render a consultative and mediation function.

> 7. Establish a clearing house for bulletin to be distributed bimonthly to ARMADA members. Progress Sought

> In a concluding statement, the ARMADA board said the organization "will not become a crutch for bad distributors. All of its activities, while geared to the immediate task of improving the distributors' position, must, in the last analysis, spell total industry progress."

> Present at the meeting, in addi-Kaplan, executive vice-president;

(Continued on page 12)

Paul Ackerman Gets Post as ARMADA Exec

CHICAGO - Paul Ackerman, former music editor of Billboard Music Week, and a member of the paper's staff for many years, was named executive secretary of the American Record Merchandisers and Distributors Association here last week.

The appointment was announced by ARMADA President Amos Heilicher at a meeting of the officers and executive board of the association. Ackerman, who came here to accept the new appointment, will head up public and trade relations and will maintain liaison with the officers and members of ARMADA.

He will also work to establish links with various trade organizations in the record field, and will edit and publish a newsletter for ARMADA members. Ackerman plans to set up a New York office at an early date.

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For Gerald Sales

NEW YORK-Carl LeBow has been named vice - president in charge of sales of Gerald Records. Firm is part of Gerald Hille's Gerald Productions, which has been active in the promotional field as well as the disk business. Other labels belonging to Gerald are Toto, Alfa and Cut-Up.

LeBow comes to Gerald after a stint with Apollo Records, and as a manager of recording talent. In addition to his sales work he will coordinate all of the firm's other activities.

Hille's Gerald Productions handled the Thom McAn "Soft Walking" contest, which featured Freddie Houston's record of "Soft Walking" on Toto. In the Gerald Records stable are such artists as Houston, Tony Middleton, Jo Ellyn 60 and Pat Lundy. Distribution for the firm is now being set up by LeBow.

Joe Csida Quits Capitol; 'Policy Differences' Cited

signed last week as Capitol Eastern eration. operations vice-president, a position that included executive responsi- to take over the Broadway facet of bility for the firm's singles opera- the Capitol operations, negotiating tion, public relations, music publishing, Broadway shows and East- Csida's duties as administrative ern administrative duties.

Csida was elected a vice-president by Capitol's board January 27, 1960. At the time he resigned a tive assistant in New York. three-year contract. On February 1, tol board of directors.

Csida's resignation was "policy difthese were differences existing bedeparture hit many at the Capitol singles operation. Tower at week's end as a complete surprise.

The singles operation - under Csida it showed a 43 per cent sales gross increase for fiscal 1962 over Unsinkable Molly Brown," Richard the previous year - now will be handled by Voyle Gilmore, Capitol's executive producer, who headed singles production under Csida.

Meggs PR Chief

Public relations will revert to Brown Meggs, with Fred Martin continuing under him as head of the press department. Jack Levy, general manager of Capitol's music firms (Ardmore and Beechwood), who previously reported to Csida, will continue to head the publishing firms. He will report for an interim period to Livingston, the vice-president in charge of Capi-

Dick Pierce Quits Victor on Coast

HOLLYWOOD - Dick Pierce, RCA Victor Coast producer for the past five and a half years, resigned last week to go into independent record production and personal management. Pierce will team talents with the production and publishing duo of (Billy) Sherman-(Barry) DeVorzon.

During his time at RCA Victor, Pierce was responsible for bringing to the label such talent as the late Jesse Belvin, Ray Peterson, Ann-Margret, H. D. Barnum, Rosemary Clooney, Shorty Rogers and Herman Luboff. In his responsibility for acquiring sound-track properties, Pierce gave RCA Victor "Breakfast at Tiffany's," "Experi-ment in Terror," "Hatari!" "Adventures of a Young Man," "Summer and Smoke" and "My Geisha."

Pierce was hired originally by the then head of RCA Victor's a.&r. department, Joe Carlton, and reported as head of the Coast Victor operations in June, 1957.

In September of that year Bob Yorke, now vice-president in charge of Victor's creative operations, moved in as head of the Western office. Yorke was transferred to New York to his present position in January 1960. From that time until March, 1961, Pierce remained as Coast head.

In March, 1961, Steve Sholes, head of pop a.&r. for Victor, was moved to the West Coast to head up expanded operations.

Avakian, Hammond Named

NEW YORK-George Avakian, pop a.&r. chief of Victor, and John Hammond, frequent writer on jazz topics, have been elected to second terms as trustees of the National Academy of Recording Arts & Sciences. Also elected to serve a two-year term was Dom Cerulli. Remaining NARAS trustees are Joe Csida, Nesuhi Ertegun and Allan Kayes.

HOLLYWOOD - Joe Csida re- tol's records and phonograph op-

Livingston is expected personally directly for Rialto properties. head of Capitol's Eastern operations will be absorbed by Meggs who had served as Csida's execu-

Csida took on direct supervision 1961, he was elected to the Capi- of the company's single record operation in August 1960. In addition Reason given last week for to the increase in singles sales this year, Csida leaves the comferences." According to insiders, pany with the best chart showing for singles in almost four years. tween Vice-President Alan Living- Only a month ago Capitol signed ston and Csida. News of Csida's Bobby Darin to beef up its entire

> In the show album department, another of Csida's responsibilities, original cast album deals were completed for Meredith Willson's "The Rodgers' "No Strings," and with Harold Prince for "A Funny Thing Happened on the Way to the Forum," among others.

Capitol President Glenn Wallichs said: "Joe Csida has contributed a dynamic and knowledgeable force to our company. He leaves with our best wishes for continued success and happiness."

Joy Hires Larry Coleman

NEW YORK-Larry Coleman has been signed as general professional manager of Joy Music and man ("Changing Partners," etc.) Jacobs (Chappell) and Bob Mc- by being reported in BMW's Page will be in charge of new writing Cluskey (BMW). talent for the firm, and will feature in Joy's theatrical and TV ventures. Coleman was formerly with served the entire 110-room Indian E. B. Marks.

Cameo-Parkway **Net Sales Hit** All-Time High

NEW YORK - Net sales of Cameo-Parkway Records hit an alltime high in the six months ended June, 1962, according to Bernie Lowe, head of the label. Net sales for the first lix months of the year were \$3,896,341, up from \$1,055,-622 for the same period in 1961. Net income was up \$530,431, compared with \$118,418 for the comparable period of last year. Company earned 88 cents a share by the end of the first six months compared to 20 cents per share a year

Meanwhile, according to Lowe, Cameo-Parkway racked up \$500,-000 in orders at its distributor meeting in Chicago last week, when the firm showed its merchandise. Firm offered its distribs a 15 per cent discount on all new releases, plus other incentive programs for additional discount. At the meeting with Lowe were executives Al Kahn and Harry Chipetz. Strongest ordered album at the distrib meet was a new LP featuring Dee Dee Sharp and Chubby Checker called "Down to Earth."

Coast Music Industry Outing Set for Sept. 28 Weekend

HOLLYWOOD - The West Coast's third annual music industry golf tourament and outing will be cludes two other WB LP's, "The held at Desi Arnaz's Indian Wells Hotel, Palm Springs, September 28-30. The date was moved up from the following weekend because of a conflict with an ASCAP meeting.

Reservations are being taken by

As a result of the heavy turnout LP." last year, the tournament has re-Wells hotel for the weekend.



HOLLYWOOD-RCA Victor's new West Coast headquarters, a nine-story, \$2,000,000 building to be completed late in 1963. Present headquarters, formerly NBC studios, will be taken over for a multi-million-dollar hoteloffice building complex.

Maitland Steers WB To New Sales Record

land, after 10 months as president artist roster under Maitland); "Love of Warner Bros. Records, has Is the Sweetest Thing," by Saverio added many feathers to his already Saridis (first artist to be signed by well-plumed cap. Outstanding Maitland). among these is the fact that the label has hit an all-time high in sales volume during the fiscal year ending August 31. During the coming year, Maitland predicts "at least a 25 per cent increase" over the company's present climb.

This is particularly impressive in view of the fact that the previous ago, on 605,500 shares outstand- fiscal period had been the label's banner year. Thus, the label's growth under Maitland represented a rise from an already high point in the firm's development, as opposed to showing improvement over a slump year. The increase is estimated at around 15 per cent.

When Maitland became WB Records president, October 1, 1961, the record company was reaping top returns on LP sales by comic Bob Newhart and Dorothy Provine's "Roaring 20's" album. The label's growth since then is due to product and personnel.

This week, BMW's "Top LP's" list shows Warner Bros. with three of the top 10 albums, more than any other label. They are the "Peter, Paul & Mary" album, "The Music Man" sound-track package and the "Rome Adventure" soundtrack album. The album list also in-Golden Hits of the Everly Brothers" and Bob Newhart's "Button-Down Mind on TV." Both of the latter's sales climb has warranted BMW to list them as "star performers." In addition, Joanie Sommers' "Johnny Get Angry" album indi-Drury Lane Music. Cleffer Cole- Sid Goldstein (E. H. Morris), Dave cated its chart potential this week One Records list as an "Action

Strength in Singles

To its prowess in packages, WB added renewed strength to its position on the singles side of the business. During Maitlands term thus far with the label, Warner singles on BMW's Hot 100 included "Crying in the Rain," by the Everly Brothers; "Lemon Tree," with Peter,

HOLLYWOOD - Mike Mait- | Paul and Mary (new addition to

Others included "Al Di La'" by Emilio Pericoli. The master to this has been acquired several years before by Bobby Weiss, the label's international director, but when it was released earlier, it failed to show its sales potential. When motion picture producer Delmar Davies was making "Rome Adventure," the recording was played for him, and he decided to include the tune and Pericoli in the picture. As a result of the screen exposure, the disking's reissue proved to be a hit. Now, the strength of the single is helping move the "Rome Adventure" original sound-track LP into the Top 10 of BMW's "Top LP's"

Other Hot 100 singles during Maitland's administration include Connie Stevens' "Why'd Ya Wanna Make Me Cry," Joanie Sommers' "Johnny Get Angry" (now heading a strong-selling LP), the Everly Brothers' "That's Old Fashioned," Cathy Carroll's "Poor Little Puppet" and Connie Stevens' "Mr. Song-Writer," now climbing the hit list. Peter, Paul and Mary's "If I Had a Hammer" is a current "Star Performer" in the No. 36 position on the chart.

Shares the Credit

Maitland is quick to share the credit of his firm's growth with the men within his organization. On the production side, Maitland had brought in Jimmie Hilliard in charge of artist & repertoire with headquarters on the Coast. Hilliard, for the most part, has handled the firm's LP product. Maitland brought in Stan Applebaum in charge of a.&r. in New York, handling mostly the firm's singles.

In addition, Maitland made a concerted effort to get the label into the singles field. As a result, according to Maitland, WB label sold more singles during the first eight months of this year than in

(Continued on page 57)

Colpix Holds Distrib Huddles To Push 'Big 15' Autumn Plan

time Colpix has rounded up all vember promotion. of its distributors for a fall sales meeting, a series of distributor huddles were scheduled by Colpix to be held September 5-7 in New York, Chicago and Los Angeles. Highlight of the sessions: the label's "Big 15-1962 Fall Plan," under which distributors are offered 15 free albums for every 100 pur-

NEW YORK-Marking the first chased during a September-No-

The full roster of Colpix brass have been slated to address the sessions - Jerry Raker, general manager; Joe Snyder, sales manager; Bruno Sardi, promotion manager, and Jonas Rosenfeld, advertising-publicity vice-president, of Columbia Pictures.

Now entering its fourth year, Colpix reportedly has reached a sales level "highest since the company was formed." In the singles market, Colpix has had 12 waxings in the past year which have reached high chart levels, with Jimmy Darren ("Goodbye Cruel World," etc.) accounting for four of them.

This month Colpix expects to launch 15 new LP packages and will concentrate on sound-track albums of "Damn the Defiant" and "Barabbas."

KFWB Gets Bernard

HOLLYWOOD-Joseph J. Bernard, former vice-president and general manager of St. Louis' KTVI, last week became general manager of Station KFWB, Crowell-Collier's top 40 station here. Bernard is a broadcasting veteran of 25 years' experience, including service as executive vice-president and general manager of Buffalo's WGR and WGR-TV.



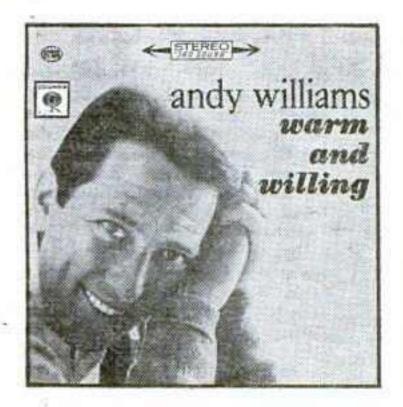
A special 81/2 x 11 section of the September 22nd issue of Billboard Music Week. Featuring:

- ARTIST BIOGRAPHIES
- SPECIAL DISK JOCKEY PROGRAMMING INFORMATION

Bonus Feature: BILLBOARD MUSIC WEEK'S 15th ANNUAL DISK JOCKEY POLL

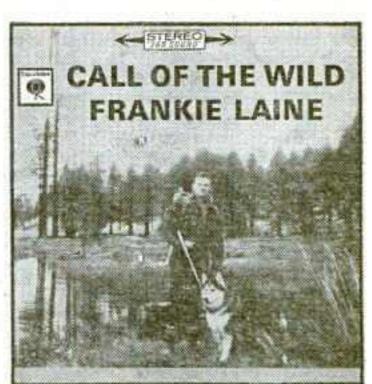
Programming and Profit Information for Disk Jockeys, Dealers, Operators I

More New Album Releases





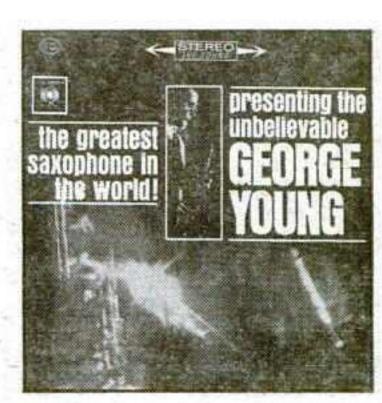


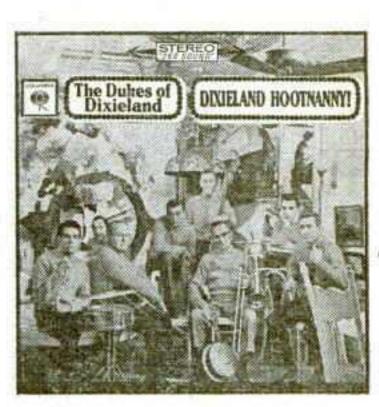


Featuring the Greatest Artists



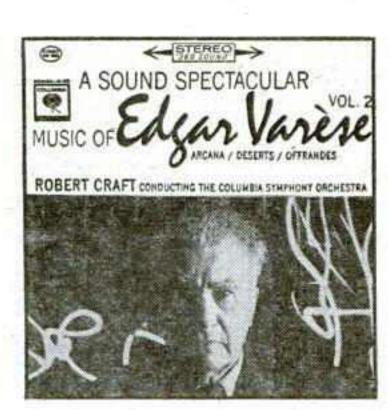




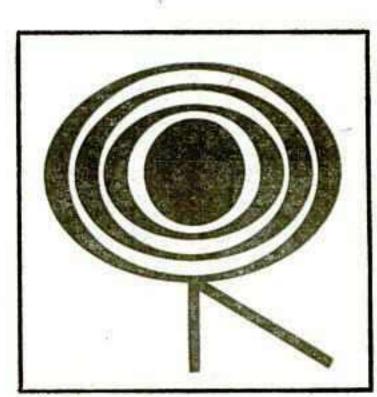


Of the World of Entertainment









On Golumbia Records ?



DISK SALES EXCISE SHOWS SLIGHT LAG THRU MARCH

July, 1961, through June, 1962, were also up for the final fiscal Internal Revenue Service reports quarter, to \$8,272,000 in 1962, June, 1962, to be \$6,629,000, 000. somewhat below 1961 last-quarter excise of \$6,763,000.

manufacturer excise lag three 1962, down from \$5,535,000 in fismonths behind actual sales period cal 1961, and also sagged in Aprilon which they are based. This June quarter to \$1,639,000 in means that IRS fiscal 1962 tax 1962, as against \$1,938,000 the of \$24,299,000 covers actual sales previous year. Coin-operated gamperiod of April, 1961 through ing devices also showed a drop March, 1962.

1962. Final fiscal quarter tax was ter. \$4,692,000 for April-June, 1962, as against \$3,804,000 for the same 3 New Pickwick Distribs quarter of the previous year.

Manufacturers' excise on home entertainment in radio and TV sets, phonographs and componets soared Pickwick International, Inc., acto \$171,718,000 in fiscal 1962 over cording to Ralph Berson, national \$148,989,000 in 1961, indicating manufacturer sales of nearly \$2 Appliances, Cincinnati; Todd Disbillion in the home look-and-listen tributing Company, Miami; Conrad, for performers and teach them new product.

was up for the total fiscal year, a five-week sales swing through \$38,382,000 up over fiscal 1961 the Midwest, South and Puerto songs. He and Johnny Nester, antake of \$36,679,000, but April- Rico.

Continued from page 1

manufacturer fall programs.

were June, July and August.

WEEKLY MARKET ANALYSIS

the Ray Charles records, and the recent Bobby Vinton record,

made it with both the young and the older age groups. He

added that jazz singles also appear to have this double appeal.

Feeling was that if a.&r. men keep aiming disks at the double

market, the teens and the adults, the singles business could

Sweeney's "She Wears My Ring" on Buckley. Owner of the label is Louis Buckley of Buckley's, large discount record shop.

Chi Finds Transship 2-Sided Coin

One of the disks getting a smattering of action was Jimmy

CHICAGO—Distributors here are hustling for sales to keep

But while Chi distribs are trying to keep transshippers out,

out-of-town distribs from transshipping into this market. Local

jobbers are offering their better accounts and other home town

dealers extended dating deals that are over and above the

a lot of rack jobbers who were in town last week for the

mid-year meeting of the National Association of Record Mer-

chandisers (NARM) were calling distribs here to see if Chicago

merchandise could be shipped to the rackers' home towns. It is

reported that price was not discussed in these calls. Reason for

this, claim tradesters, is that some of the slow-paying rack

both the singles and album level. Dealers and distribs going

into May as much as 20 per cent behind last year, are now

reporting their sales 20 per cent ahead of 1961. Big months

Business this summer in Chicago has been booming on

remain as healthy as it has been all summer.

Buckley also runs Harvey's disk department.

jobbers are now seeking out-of-town supply.

WASHINGTON — Excise on June period of 1962 was down to manufacturer sales of records, ex- \$7,936,000 from \$8,616,000 excise clusive of promotional and free in same quarter of 1961, Cabarets product, showed a substantial lift and roof garden taxes were \$35,to \$24,299,000 in fiscal 1962, over 039,000 in fiscal 1962, up from tax of \$22,823,000 in fiscal 1961, \$33,603,000 in fiscal 1961, and quarterly tax collection for April- over 1961 quarter tax of \$7,861,-

Tax on coin-operated amusement devices, including juke boxes, IRS reports of the 10 per cent dropped to \$4,794,000 in fiscal from tax of \$18,375,000 in 1961 Excise on musical instruments to \$14,824,000 in fiscal 1962. at manufacturer level also showed April-June tax dropped to \$3,920,a healthy lift, from \$18,113,000 in 000 in 1962 from \$5,448,000 in fiscal 1961 to \$19,036,000 in fiscal the previous year's final fiscal quar-

NEW YORK-Three new distributors have been chosen by Tax on admissions to theaters Cy Leslie has just returned from

Dies at 76

NEW YORK — Joe (Banjo) Santly, veteran publisher with long and colorful music business career, died of a heart attack last week (28) at the age of 76. Santly started in the music business as a boy soprano when he was 13 plugging songs for M. Witmark & Company. A little later he toured the old Orpheum vaude circuit, but when his voice changed he left that end of the business.

He returned to plugging songs sales manager. The trio: Ohio for Helf and Hager, the music publishers. He would play piano Ltd., St. Croix. Pickwick President songs. It was at this time that he got his nickname of "Banjo Eyes" for rolling his eyes while plugging other plugger - called in those "Gentleman Songsters" would tour the nickelodeons where Nester would sing and Santly play piano. The duo also visited cafes tions here are still in the red. on 125th Street to perform.

Hot Salesmen to **Get Green Stamps**

NEW YORK-Elektra Records has inaugurated a special incentive plan for distributor salesmen, incorporating the use of S. and H Green Stamps. Over-all, the program is called "Elektra's Fall Festival of Free Gifts."

All salesmen are being given 100 bonus stamps in advance. Thereafter, they will earn 20 stamps for each monaural LP and 25 for each Line-Up to Perk stereo album sold. Five stamps will be given for each in-store display comprising a group of five or more covers, and each window display will bring 100 green stamps. The stamp incentive program runs from now until October 15.

50. NICE 'N' EASY . . . Frank Sinatra, Capitol SW 1417 **Vet Songman Banjo Santly**

· Continued from page 1

42. SOUTH PACIFIC . . .
Sound Track, RCA Victor LSO 1032
45. THE GARLAND TOUCH . . .
Judy Garland, Capitol SW 1710
47. SINATRA & SWINGIN'

BRASS . . . Frank Sinatra, Reprise R9-1005

48. POPS ROUNDUP ...

Boston Pops (Fiedler), RCA Victor
LSC 2595

STEREO

mings." Years later he worked as a tion. It was wholly owned by Ray Snyder. He also worked for Jerome holds 50 per cent of its interest.

(Continued on page 57,

NEW YORK - A series of changes "to achieve a more effective over-all performance" are being made within Victor's advertising-promotion department, according to Bill Alexander, its director.

In the new line-up, George L. Parkhill has been named ad-promo manager for pop and Red Seal lines. He was hitherto in charge of such acitivity for pop product only. Paul Ribinstein, former adpromo copywriter, has been named manager, Red Seal advertising and point of sale, reporting to Parkhill.

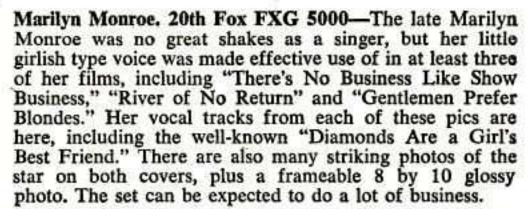
Hank Greer, manager of pop advertising and p.o.s. activities, and Mort Barnett, manager of pop and Red Seal promotion, also report to Parkhill. Don Burkhimer remains as manager of ad-promo Rates in other foreign countries on request.

mains as manager of ad-promo activities for Camden and RCA Victor Tapes and Services, and Marie Kuhn as manager, cataloging and proofreading.

In the publicity area, Herb Helman has been promoted to the new post of manager, public affairs, reporting to Alexander. Helman remains in charge of the label's press and information department, aided by Elliot Horne, Stan Walker and Faith Crumpacker.

Rates in other foreign countries on request. Subscribers when requesting 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 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, 0. and Faith Crumpacker.

MARILYN



Los Angeles FM Jazz Pays Off Two Ways

HOLLYWOOD—Station KNOB-FM, the nation's first all-jazz operation, has marked its fifth anniversary, proving jazz programming can pay off in revenue as well as audience. As for listeners, KNOB's Sleepy Stein told BMW that Pulse ratings have placed KNOB in No. 1 position among FM stations here in the 6 p.m. to midnight time slot. From a business standpoint, Stein said the station has been operating in the black for the past two years, and will show its biggest gains this year.

Stein said also that for the first time, the station is bringing impressive national billings, including cigaret and beer sponsors. Current on-the-air national spot buyers include Philip Morris, Alpine, Marlboro and Hamm's Beer. By contrast, according to Stein, approximately 50 per cent of the FM sta-

The station switched to the all-At the height of vaudeville, he jazz format in 1957 when Stein and Jack Norton performed in an joined KNOB as general manager. act called "Singers With Trim- (Stein owns 25 per cent of the staplugger for Watterson, Berlin & Torian, its chief engineer, who still H. Remick Music. Santly started The remaining 25 per cent is held by Frank James, owner of Station KSPA, Santa Paula, Calif.). The station started as a two-man operation (Stein and Torian), and today has a nine-man, full-time staff plus four part-timers.

To mark the fifth anniversary as a jazz station, KNOB rebroadcast tapes of its first day's programming. The day's programs also featured a five-year music review handled by disk jockey Bob Shayne with Marty Paich.

Victor Revamps Up Performance

Ascot Stress To Be R.&.B

NEW YORK - UA's recently created offshoot, Ascot Records, will concentrate from now on in the r.&b. release area, according to UA Records President Art Talmadge. Joe Medlin, who's been doubling as promotion and a.&r. man for UA, will concentrate on

Kicking off releases from Ascot is a single by Paul Williams and Ethel Drew, "I Don't Want to Set the World on Fire" b/w "I Can't Stand It." Ascot plans call for a regular release schedule of both singles and album product. Among new artists signed for Ascot: Alice McClarity, a spiritual singer, the Birmingham Blind Boys, the Universals and the Velvetones.

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THE FLEETWOODS

AND THEIR NEW HIT ALBUM



THE FLEETWOOD'S GREATEST HITS
BLP-2018/BST-8018

Available at Liberty's Fall Program Terms



OP IP'S BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the chart nine weeks or less.

VOCAL LP's	Top LP Rank	CLASSICAL & SEMI-CLASSICAL LP's	
litle (Label)	(Stereo) Mone	Top U	
Male Vocalists		Title (Label) (Steree)	
All the Way (Cap)	Text 1 (1) (1) (1) (1) (1) (1) (1) (1) (1) (Summer Festival (RCA)	10
Paul Anka Sings His Big 15 (ABC) Belafante at Carnegie Hall (RCA) FREDDY CANNON AT PALISADES		INSTRUMENTAL LP's	
(SWAN)	107	Mood and Dance	m
GEORGE CHAKIRIS (CAP) RAY CHARLES GREATEST HITS (AI		ABOVE THE STARS (ATCO)	. 1:
RAY CHARLES STORY (ATL)		American Waltzes (Lon)(3	
Come Dance With Me (Cap) COME FLY WITH ME (CAP)		BEYOND THE REEF (DEC)(2)	
Come Swing With Me (Cap)		Chapel by the Sea (Dot)	
Danny Boy & Other Songs I Love to Sing	(Col)136	Drums Are My Beat (Imp)	
Do the Twist (Atl)	e (Rou) 75	FOR THE NERO MINDED (RCA)(4	6) 4
Don't Knock the Twist (Park) VINCENT EDWARDS SINGS (DEC).	83	Let There Be Drums (Imp)	
or Teen Twisters Only (Park)	82	Maria (Kapp)	
Heavenly (Col)		New Piano in Town	
Buddy Holly Story (Cor)	41	POPS ROUNDUP (RCA)(4	100
ymns (Cap)	112	'S Continental (Col)	
Left My Heart in San Francisco (Col) n the Wee Small Hours (Cap)	28	• SPAIN (LON)(4	9)
IT KEEPS RIGHT ON A-HURTIN'	(CAD)(41) 8	Stereo 35/MM (Com)(0.60
t's My Funny Way of Laughin' (Dec) ohnny's Greatest Hits (Col)	24	Stranger on the Shore (Atco)(The Stripper (MGM)	
ump Up Calypso (RCA)	56	THE STRIPPER (LIB)	
LOVERS WHO WANDER (LAURIE).	12	Tonight (UA)(
Deorge Maharis Sings! (Epic) MEET CLAUDE KING (COL)	57	"Tuff" Sax (Hi)	
he Midnight Special (RCA) Modern Sounds in Country & Western Mo	(19) 81	Young World (Dot)	
Aoon River & Other Great Movie Theme	s (Col)(29) 13	Jazz	5
lice 'n' Easy (Cap)	(50) 34	BASHIN'-THE UNPREDICTABLE	
Only the Lonely (Cap)	90	JIMMY SMITH (VERVE)(2	
oint of No Return (Cap)	(26) 22	Countdown Time in Outer Space (Col)	
POT LUCK (RCA)		PETE FOUNTAIN'S MUSIC FROM DIXIE	101
ROSES ARE RED (EPIC)	(24) 5	(CORAL)	2/2/12
Runaround Sue (Laurie)	60	 HERBIE MANN AT THE VILLAGE GATE (ATL) Midnight in Moscow (Kapp)	
SINATRA & SWINGIN' BRASS (RE SINATRA SINGS OF LOVE A	P)(47) 67	Midnight Special (B-N)	
THINGS (CAP)	(21) 26	Time Further Out (Col)	
Sinatra's Swingin' Session (Cap) Songs for Swingin' Lovers (Cap)	95	Time Out (Col)(What'd I Say (Atl)	
ongs for Young Lovers (Cap)	120	Nancy Wilson/Cannonball Adderley (Cap)	
A Swingin' Affair (Cap)		- SHOW MUSIC	
his Is Sinatra (Cap)	108	Original Cost	
Mere Are You (Cap)	(LIB) 68	Original Cast	
A YOUNG MAN'S FANCY (DEL-	FI) 65	Camelot (Cal)((2)
our Twist Party (Park)	30	A Funny Thing Happened on the Way to the	
emale Vocalists		Forum (Cap)	••
oan Baez, Vol. I (Van)	25	How to Succeed in Business Without Really Trying (RCA)	
P BEWITCHING-LEE (CAP)	110	Music Man (Cap)(30)
CONNIE FRANCIS SINGS (MGM)	140	My Fair Lady (Col)	
THE GARLAND TOUCH (CAP) GOLDEN HITS OF THE BOYS (MER	(45) 39 C)115	Sound of Music (Col)(
's Mashed Potato Time (Cameo) udy at Carnegie Hall (Cap)	76	West Side Story (Col)	
JULIE & CAROL AT CARNEGIE HA	ALL (COL)133	Sound Track	
SHELLEY (COLP)	123	Blue Hawaii (RCA)(27)
Duos and Groups		● EL CID (MGM)(3 G.I Blues (RCA)(3	5)
aby, It's You (Scep)est of the Kingston Trio (Cap)	(20) 20	MUSIC MAN (WB)	4)
ollege Concert (Cap) ncore of Golden Hits (Merc)	40	Rome Adventure (WB)	(7) (2)
THE GOLDEN HITS OF THE		State Fair (Dot)	
ave Guard & the Whiskey Hill Singers	(Cap)148	West Side Story (Col)	(1)
MASHED POTATOES & GRAVY (D	OLT)128	Music From Musicals, Films and TV	
(KAPP)	103	Breakfast at Tiffany's (RCA)	(6)
PETER, PAUL AND MARY (WB)		Film Encores, Vol. I (Lon)	9)
SOMETHING SPECIAL (CAP)	(15) 21	Walk ON THE WILD SIDE (CHOREO)(3	9)
Song for Young Love (Cap) hrough Children's Eyes (RCA)	31		
onight in Person (RCA) THE WAH-WATUSI (CAMEO)	86	COMEDY LP's	
Choruses	99	ANOTHER DAY, ANOTHER WORLD (VERVE)	
amily Sing Along With Mitch (Col)	198	Button-Down Mind of Bob Newhart (WB)	1
Aixed Voices		BUTTON-DOWN MIND ON TV (WB)	1
MURRAY THE "K'S" GASSERS FOR	E	Knockers Up (Jub)	
SUBMARINE RACE WATCHERS (CH Oldies But Goodies, Vol. 1 (OS)	IESS)125	MOMS MABLEY BREAKS IT UP (CHESS)	1
Dol Goodles, Vol. 1 (OS)	85	MAD TWISTS ROCK 'N' ROLL (BIG TOP)	

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

LEGIT REVIEW

'Mr. President' Opens in Boston

BILLBOARD MUSIC WEEK

It is perhaps necessary to look with a little mercy on "Mr. President," the new Irving Berlin musical that opened at Boston's Colonial Theater (27). There is no question that after four weeks here and more in Washington that it will be a vastly improved show on Broadway. It had better be. Berlin's first musical in 12 years turns out to be a rather old-fashioned, sometimes dull and always implausible effort that requires a mountain of work if the vote is not to be "No." The book by sometime crack writers Lindsay and Crouse concerns a family man who happens to be President of the United States. Robert Ryan in the title role plays with quiet dignity as though he were in an O'Neill opus, in contrast to Nanette Fabray who is a real cut-up, a life-of-theparty girl with broad innuendoes toward Jackie Kennedy. But Miss Fabray has been out of musicals for quite some time and her style shows it in a brash and brassy reading that at times lacks dignity

Most of the others in the cast are fairly new to the theater, but only Anita Gillette, as the daughter, shows that she can handle a song such as "The Secret Service," which almost stopped the show. While the Berlin songs are mostly of the sweet and sentimental or cute type, there are perhaps a half dozen that have a chance when other artists take them over. There is a curious lack of good voices in this cast, particularly Robert Ryan, who speaks most of his songs. But "Is He the Only Man in the World," a moony type; "Pigtails and Freckles," the cute kind; "The Washington Twist," and the bouncy "Secret Service" are the best of the 18 numbers. The others are flag-wavers or dated. Peter Gennaro's dances are good, but they are few; Jo Mielziner's settings are handsome and tasteful and the steel curtain with magnets to shift scenes is a clever innovation. There appears to be some confusion as to just what sort of musical "Mr. President" is supposed to be. One minute it's folksy and corny, the next it's embroiled in international politics and shady politics. The old Berlin "God Bless America" is rampant, and there is a suggestion that if you don't like this show you're ob-CAMERON DEWAR viously un-American.

CONCERT

Belafonte Breaks Pitt Records

The Harry Belafonte show, which closed the Pittsburgh Civic Light Opera season at its \$22 million Civic Auditorium, established a record which might never be equaled in Pittsburgh's amusement history. The take was an astounding \$140,000.

Show opened to an amazing advance of \$100,000 attesting to the popularity of the RCA Victor star who hasn't appeared locally in several years.

If there ever were any doubt as to Belafonte's consumate artistry as a singer, dancer, comedian and emsee, his current revue dispels it. From the moment he walks on to the huge Arena stage until he leaves several hours later, there isn't a dull moment.

Quibblers might find fault with the first half, in which Belafonte sings a dozen numbers-mostly folk tunes unfamiliar to his audiences — followed by his female vocalist, Miriam Makeba, who wallops across at least six arias. A dance routine or two would have helped break up all the vocalizing, regardless of its potency.

However, the second half is absolutely irresistible as Belafonte dips into his vast catalog of record hits, ranging from "Hava Negilah" and "Erev Shel Shoshanim" (both Israeli tunes) to "Man Smart" and the infectious "Matilda," complete with audience participation. Miss Makeba clicks, too, in the "Man Smart" duet and an African "Boot Dance."

The Phil Stein production with lighting by Ralph Alswang goes into New York's Americana Hotel. It's a natural and a prestige show for any room. LEONARD MENDLOWITZ

NEWS REVIEW

Disney Disks Kid-Pleasers

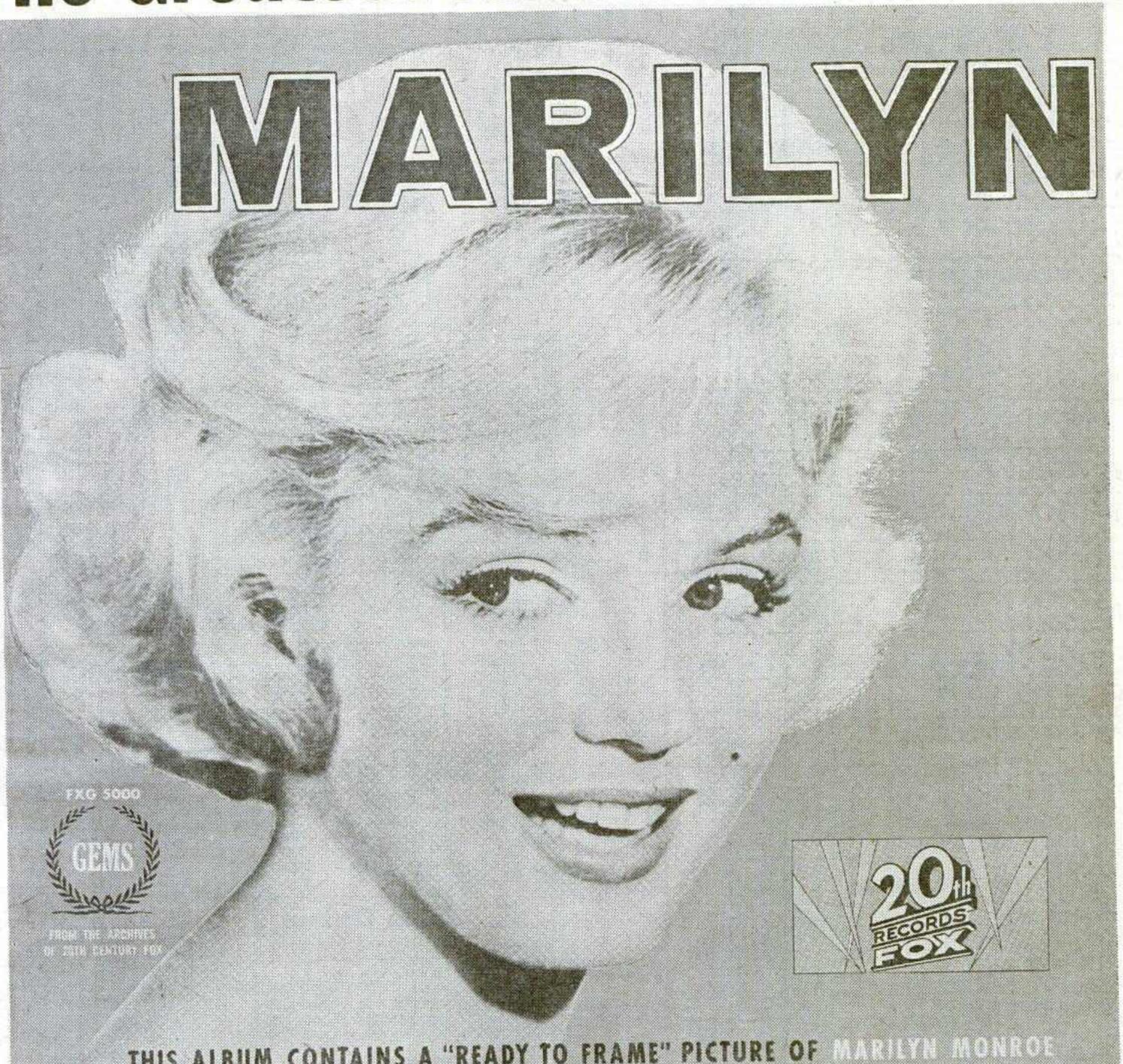
Few production firms are more adept than Walt Disney's organization in getting maximum mileage from any movie or TV venture, and this group of six additions to the Disneyland line is likely to continue the sales-success tradition. Two of the albums are closely linked to the "Mickey Mouse Club" TV series, returning this fall with reruns of the daily half hour show on a syndicated basis in more than 70 cities.

A new crop of moppets have come along since the show's first run on ABC-TV several seasons ago, and are likely customers (through their patient parents) for the \$1.98 "Musical Highlights From the Mickey Mouse Club" (which contains most of the show's stock music intros and be-a-good-child-andeat-your-spinach songs) and "Songs From the Mickey Mouse Club Serials" (various "theme" songs from multi-part juvenile cliff-hangers seen on the show). These albums are numbered DQ 1227 and 1229 respectively.

Among the others in the current release, "Adventures of Little Hiawatha" (ST 1917) is fairly typical one-actor narration of four Disney-filmed stories, each containing a special song; "Best Loved Fairy Tales" (ST 1918) is an off-beat surprise, since it is a collection of six Grimm Brothers stories narrated by Rica Moore (who sounds like June Allyson) against a quite-adult jazz background of vibes, bass and bongos which hipper moppets will dig; "Songs for Bedtime" (DQ 1224) is a collection of lullaby-style songs from Disney films ("La La Lu," "Goodnight Little Wrangler," etc.) plus a few traditional go-tosleep numbers in melodic style; "More Mother Goose" (DQ 1225) has a good built-in gimmick in that kids are urged to round up pots, pans, kazoos and such like and join in the nursery-rhyme songs in play-along fashion. Liner notes of the last-named album portray how youngsters can belt Mommy's best saucepan with a wooden spoon, in case there's any doubt.

CHARLES SINCLAIR

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FOX 311

THE NATION'S TOP TUNES HOROR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPTEMBER

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.

	ast cek Tune Composer-Publisher Chart
① 2	SHEILA
2 1	LOCO-MOTION
3 4	YOU DON'T KNOW ME
4 3	BREAKING UP IS HARD TO DO
<u>(5) 13</u>	RAMBLIN' ROSE By Joe Sherman-Noel Sherman—Published by Comet (ASCAP)
6 ¹	SHE'S NOT YOU
① ⁵	PARTY LIGHTS
8	THINGS 7 By Darin—Published by Adaris (BMI)
9 6	ROSES ARE RED
10 9	VACATION
11) 20	TEEN AGE IDOL
17	RINKY DINK
13 12	WHAT'S A MATTER BABY
14 14	A SWINGIN' SAFARI
(15) 25	SHERRY 2 By B. Gaudio—Published by Bobob (ASCAP)
(B) 15	YOUR NOSE IS GONNA GROW
17 19	DEVIL WOMAN
18) 30	By Bjorn—Published by Metorion (BMI)
(19) 11	AHAB THE ARAB
20 21	YOU BELONG TO ME
21) 28	SEND ME THE PILLOW YOU DREAM ON
<u> </u>	PATCHES
23 -	POINT OF NO RETURN
<u> 24</u> –	GREEN ONIONS By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)
<u> 25</u> –	SILVER THREADS AND GOLDEN NEEDLES By Dick Reynolds-Jack Rhodes—Published by Central Song (BMI)
26 10	
<u> </u>	SHAME ON ME
28 22	MAKE IT EASY ON YOURSELF
29 29	TILL DEATH DO US PART

VENUS IN BLUE JEANS

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. SHEILA-Tommy Roe, ABC-Paramount 10329.
- 2. LOCO-MOTION-Little Eva, Dimension 1000.
- 3. YOU DON'T KNOW ME Ray Charles, ABC-Paramount 10345.
- 4. BREAKING UP IS HARD TO DO -Nell Sedaka, RCA Victor 8046; Shelley Fabares, Colpix 645.
- 5. RAMBLIN' ROSE-Nat King Cole, Capitol 4804; Ray Garnett, Twin Hits 2021.
- 6. SHE'S NOT YOU Elvis Presley, RCA Victor 8041.
- 7. PARTY LIGHTS Claudine Clark, Chancellor 1113.
- 8. THINGS—Bobby Darin, Atco 6229.
- 9. ROSES ARE RED-Bobby Vinton, Epic 9509; Ella and Fella, Zenith
- 10. VACATION-Connie Francis, MGM
- 11. TEEN AGE IDOL-Rick Nelson, Imperial 5864.
- 12. RINKY DINK-Dave (Baby) Cortez, Chess 1829.
- 13. WHAT'S A MATTER BABY—Timi Yuro, Liberty 55469.
- 14. A SWINGIN' SAFARI BIIIy Vaughn, Dot 16374.
- 15. SHERRY-The Four Seasons, Vee Jay 2570; Janie Ross, Twin Hits 2022.
- 16. YOUR NOSE IS GONNA GROW-Johnny Crawford, Del Fi 4181; Debbie Peters, Twin Hits 2022.
- 17. DEVIL WOMAN-Marty Robbins, Columbia 42486; Shep Howard, Twin Hits 2024.
- 18. ALLEY CAT-Bent Fabric, Atco
- 19. AHAB THE ARAB-Ray Stevens, Mercury 71966.
- 20. YOU BELONG TO ME-The Duprees, Coed 569.
- 21. SEND ME THE PILLOW YOU DREAM ON-Johnny Tillotson, Cadence 1424.
- 22. PATCHES Dickey Lee, Smash 1758; Tony De Cio, Twin Hits 2021.
- 23. POINT OF NO RETURN Gene McDaniels, Liberty 55480.
- 24. GREEN ONIONS Booker T. & The MG's, Stax 127; The Downbeats, Twin Hits 2024.
- 25. SILVER THREADS AND GOLDEN NEEDLES — Springfields, Phillips
- 26. LITTLE DIANE Dion, Laurie 3134; Timmy Reynolds, Twin Hits 2020.
- 27. SHAME ON ME-Bobby Bare, RCA Victor 8032.
- 28. MAKE IT EASY ON YOURSELF-Jerry Butler, Vee Jay 451.
- 29. TILL DEATH DO US PART-Bob Braun, Decea 31355; Billy Fox,
- 30. VENUS IN BLUE JEANS-Jimmy Clanton, Ace 8001; Kit Fleming,

www.americanradiohistory.com

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By Greenfield-Sedaka-Published by Aldon (BMI)

Mercury Fall Line-Up Fattest in 5 Years

tana; a new classical line on the Brook Benton, Richard Hayman, low-price Wing label to sell at James O'Gwynn and other pop \$2.98; a new classical series on Mercury called "Curtain Up," and the largest array of product issued by the parent company in the past five years, were all elements of the annual Mercury distributor meeting held here last week.

Attending the fall program meeting were distributors for the Mercury, Philips and Smash lines, top executives from the company, and top artists such as Brook Benton, Ray Stevens, Clyde McPhatter, Joe Dowell, Dickey Lee and others. Speakers included Mercury President Irving Green, Vice-President Irwin Steinberg and sales executive Kenny Myers.

Mercury is going on an intensive campaign to publicize its new product on all its labels. This drive will include a big-scale national advertiing program, in both magazines an newspapers. It also includes merchandising material, including a special tumbler program for an October giveaway of glassware. Also set for the big Mercury fall push are a flock of dealer aids album cover displays, in-store streamers and counter cards, and a gold-colored rack for the Wing classical recordings. There is also a special pre-pack for the Mercury "Curtain Up" classical line.

30 Albums

ing out 30 new albums, including Justis and Si Zentner.

CHICAGO—A new label: Fon- | LP's with Dinah Washington. names. Classical releases feature the London Symphony, Gina Bachauer, Antal Dorati, Paul Paray and Frederick Fennell.

The Wing \$2.98 classical series of eight releases features such orchestras as the Detroit Symphony, under Paul Paray, and the Minneapolis Symphony under Antal Dorati.

The Fontana label, which was started in 1958 by Philips, will bow with five albums. Artists featured include Nana Mouskouri and Tova-Ben-Tavi.

Radio Spots

Charlie Fach, vice-president of the firm's special products division, said that the firm would back its seven new LP's on the Smash label with an intensive radio spot announcement campaign. He claimed that the campaign will be the biggest saturation radio campaign ever held in the disk business. Smash distribs will buy air time and provide scripts for local jockeys to use leading in and out of the various selections.

New Smash and Fontana product is being offered to distribs at a 10 per cent discount from September 1 through October 31. Deferred payment is offered, and all merchandise bought during September and October will be 100 per cent exchangable. New Smash The Mercury label itself is bring- LP's spotlight Dickey Lee, Bill

Wholesalers Must Join Hands

Continued from page 5

one-stop outlet for all types of mer-

chandise. He cited as an example the big A. & P. grocery chain which has been merging with non-food organizations to enable it to offer a va-

riety of merchandise and meet the competitive threat of the future. He predicted that drugstores will soon lose their identity and be re-

placed by the one-stop retail con-

Irv Pearlman

Continued from page 5

is made available to large discount users. This, in effect, has cut a segment of its customers. The above problem has been voiced openly by rack jobbers, who frankly say they need a lower price than is available to large retail users.

An interesting sidelight to the meetings here last week was the appearance of a representative from a New York firm calling itself a "one-stop for one-stops."

The firm was reportedly contacting local one-stops, and in some cases rack jobbers, seeking to sell singles at a price ranging from 42 to 46 cents each.

The firm is already said to be moving some 30,000 single records per week. In the words of one of its customers, "Their price is lower than I can get from my distributor; of course, I've tried buying from them."

Distributors, on the other hand, claim they've cut price to the bone, are forced to give outrageous credit terms to prevent transshipping into their territory, and are still being hit with gigantic returns.

ARMADA Seeks

Continued from page 5

Bob Chatton, vice-president, Western division; James H. Martin, vicepresident, Midwest division, and board members Jake Friedman, Atlanta; Carl Glaser, Buffalo, and Al Sherman, Los Angeles.

Distributors, he urged, should join hands with one-stops and rack jobbers now to be prepared to keep pace with these changes.

Steinberg's comments were reinforced by several independent marketing experts attending the meeting. Charles Allison, vice-president of Booze, Allen & Hamilton, said that the trend toward "leased department retailing" is supported by research conducted by his firm.

Leighton Smith, automation expert in the retailing field with Arthur Anderson & Company, urged distributors to examine punched card accounting as a means of keeping track of the large inventories that would have to be maintained by operating leased departments. Donald Miller, vice-president of Continental Illinois Bank of Chicago, spoke on the expanding economy of 1962-1963.

Steinberg's comments were especially timely, coming as they did on the heels of three trade association meetings here last week.

The competitive squeeze was the big topic at meetings held by the National Association of Record Merchandisers (NARM), the rack jobber group; ARMADA, the distributor group, and a newly formed one-stop organization (see separate stories).

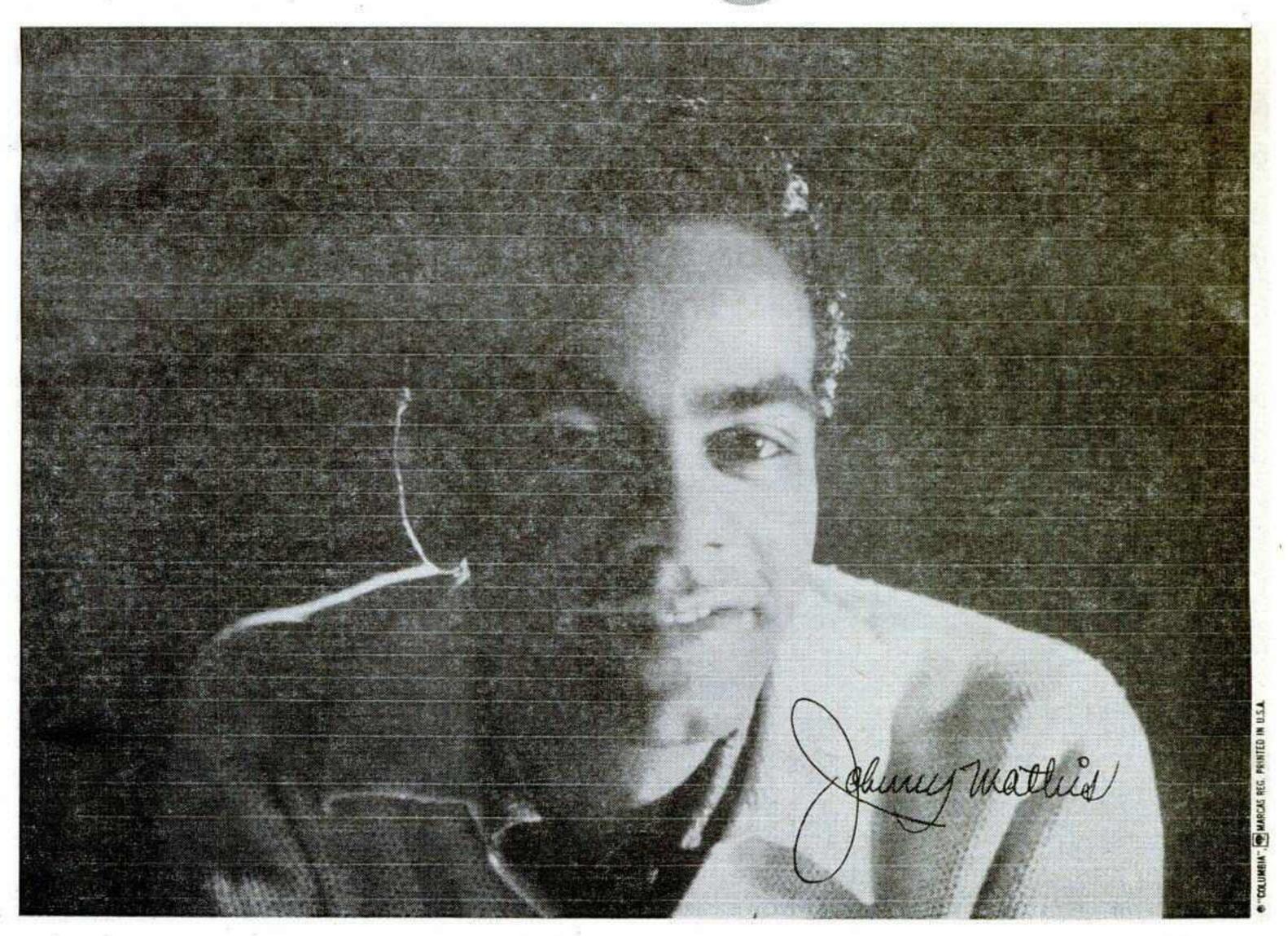
Big subjects were: Price, credit and returns. Steinberg noted there no longer is enough margin for secondary distributors such as onestops and rack jobbers. Mergers, he felt, were the solution.

WRONG MANN

NEW YORK - In a story in BMW last week (September 1) it was incorrectly stated that Barry Mann and N. Appell wrote "Wah-Watusi," "Dancing Party," and "Gravy." Writers of the current Ray Charles' hit, "You Don't Know Me" are Eddy Arnold and Cindy Walker.

Copyrighted material

"It's Not for Me to Say"
"Wonderful, Wonderful"
...AND NOW "Gina"
Columbia Singles Sell



MUSIC AS WRITTEN

HONOR AL BENNETT...

Al Bennett, president of Liberty Records, was honored Friday (24) at a benefit dinner dinner sponsored by the Blytheville Rotary Club. Proceeds went to the Blytheville Rotary Foundation for student loans. Bennett, from Joiner, Ark., was joined by Liberty recording artists Bobby Vee, Vicki Carr and Henry Gibson, at the dinner.

KELLER HITS FIRST TIME UP . . .

Jack Keller, the Aldon Music cleffer, has come through with a hit disk on his first production, the Jimmy Clanton record of "Venus in Blue Jeans," now in the No. 38 slot on BMW's "Hot 100." Keller also wrote the tune with Howard Greenfield. Keller has produced another disk, "Everybody Loves a Guy Named Johnny," by the Cardigan Brothers on the Nevins-Kirshner label, Motion Records. He is the writer of "Everybody's Somebody's Fool," "My Heart Has a Mind of Its Own" and "Run to Him."

SELVIN FINISHES CANADIAN PROJECT . . .

Ben Selvin, a.&r. manager of RCA Custom Records, returned to New York after a four-week stint in Montreal recording 120 tunes for the Canadian Talent Library. CTL is a joint undertaking of stations CFRB in Toronto and CJAD in Montreal. to provide broadcasting material that is basically Canadian in character. The 10 recording sessions directed by Selvin featured Canadian arrangers, musicians, conductors, and some Canadian songs. The CTL sessions featured Conductor Johnny Burt, Howard Cable, Vic Centro, Paul Grisney, Morris Davis, Roger Pilon, Bill Butler and Alexander Read. CTL library will be available on 12-inch transcription disks, both mono and stereo, for Canadian stations. Sessions were held at the Victor studios in Montreal.

BOSTIC'S BIGGEST YET . . .

Joe Bostic will hold a three-day Gospel Music Festival at Randall's Island Stadium, New York, on September 7, 8 and 9. It is to be the biggest festival ever staged by Bostic, who has been putting on gospel shows at Carnegie Hall for many years. Close to 50 acts will appear at the stadium the three nights, with most of them top record performers from cities all over the country. On opening night, September 7, topper will be Mahalia Jackson. On Saturday, September 8, top acts will be the Soul Stirrers, the Clouds of Joy, and Sister Rosetta Tharpe. And on Sunday, September 9, the big names will be the Voices of Tabernacle and James Cleveland

Billy Vaughn left for a European trip last week that will take him to Paris, Amsterdam, Copenhagen, Rome, Hamburg and West Berlin. James Bailey, head of the international department of Dot Records, will meet the orkster in Paris and accompany him the rest of the way. . . . Ocar Peterson opened at Basin Street East September 2. . . . Professor Irving Fine, of Bandeis University, died last week. The composer was 47. His most recent work, "Symphony 1962," was presented by the Boston Symphony Orchestra in March. . . . David Strome's son, Marshall, will marry Deena Lazarov September 23. Strome is an executive of the Handleman Drug Company of Detroit. . . . Chubby Checker left for England last week for a three-week tour of major cities there. On September 27 he leaves for a tour of South America.

Bob Crabb, of Disc Magazine of England, is in the U. S. to present silver disks to Johnny Tillotson, Roy Orbison and the Everly Brothers. Silver disks are presented to artists whose records have sold over 250,000 copies in Great Britain. Crabb is assistant to W. W. Townsley, commercial manager and a director of the Decca Record Company of England. Crabb will also visit Nashville, Memphis, Los Angeles and San Francisco on his trip here. . . . Sun Plastics chief Moe Silvers told BMW that his son, Dr. Kenneth Silvers, will wed Jessica Perrin on October 14. Bride-to-be is the daughter of TV producer Nat Perrin. . . . RCA Victor has commissioned Darius Milhaud to compose an original work for full orchestra depicting the sights and sounds of Manhattan as a Frenchman might experience them on his first visit. The work will be given a world premiere in the U. S. prior to recording.

Paris Music, French firm run by Duke Niles here, has acquired the American rights to the Brazilian tune, "Recado." Tune is on the Bossa Nova kick, and has been waxed by Zoot Sims for Colpix. . . . Rusty Warren, who will soon have a new album out on Jubilee, is breaking house records at the Anaheim Bowl in Anaheim, Calif., where she is now performing. . . . The Tommy Dorsey ork, featuring Sam Donahue, has been signed by RCA Victor. Tino Barzie is managing the ork. . . . ABC-Paramount bought the master "Never Love Again," featuring Little Tommy and the Elgins on the Elmar label. . . . Lee Magid recorded singer-pianist Maurice Allen overseas. Magid has also signed a management pact with Janice Harper. . . . Elmore White has left Columbia Pictures music publishing firms to join BMI in the publisher-writer relations department. . . . Johnny Angel's Felsted record of "One More Tomorrow" is getting some new action and air play in the Midwest, according to co-producer Angelo Spezze. Other producer of the disk was Gary Paxton. . . . Caedmon Records has appointed Associated of East Hartford its new distributor in Connecticut. . . . Don Gant, now with Colpix, was discovered by pubber Wesley Rose. . Conquest Records has signed Joan Merrill, Vince Calvo, Don Vitale, Buddy Scott, and the Gene Cipriano Trio. Recording man for the label is Gil Perlroth. JACK MAHER

Alan Freed **Back on Air** In Miami

MIAMI-Alan Freed, long-time personality jock on the New York scene, and one who has been closely identified with rock and roll for more than 10 years, has joined WQAM, well-known Storz outlet here. The station, devoted almost exclusively to hard-hitting top-40 style programming, has been locked in a running battle for local rating honors with WFUN.

Freed had his heyday in the New York scene in the mid-1950's and later. He was on WINS and later with WABC and on television with the then WABD (now WNEW-TV). He is widely credited with having been a prime mover, at the time, of popularizing rhythm and blues into the broader pop context of rock and roll.

Freed often has claimed credit, in fact, for originating the term, "rock and roll." Before his arrival in New York, he had been an active jock both on the air and in the staging of shows in Akron and Cleve-

Freed was discharged from WABC at the time of the FTC payola explosion for refusing to sign an affidavit to the effect that he had never taken payola. His refusal to sign, said Freed, was on the basis of principals.

Later, a New York County grand jury rendered an information against Freed, charging him with accepting commercial bribery. Freed's trial, which has been postponed a number of times, is now set for late September in New York City.

Meanwhile, Freed began his new Miami assignment Saturday (1). He'll be on the air six nights a week from 7 to 10 p.m.; Saturday morning from 9 a.m. to noon and (Continued on page 54) | Sundays from 7 p.m. to midnight.



DON'T CRY, MR. BEETHOVEN ...

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

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

It's New! It's Available Now!

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



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

List \$4.95

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

> For trade prices contact: Miss Caroline Collett, General Manager

RECORD SOURCE INTERNATIONAL

1564 Broadway, New York 36, N. Y.



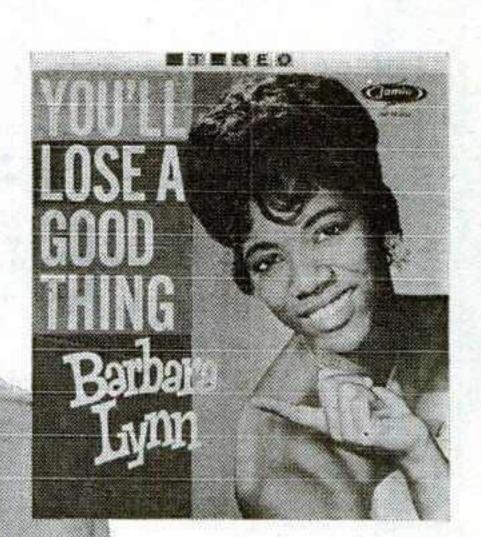
YOU'LL FIND A GOOD THING!

BARBARA

Smash Follow-up to "You'll Lose a Good Thing"

SECOND FIDDLE LOVE

b/w LETTER TO MOMMY AND DADDY Jamie #1233



Destined To Be One of the Top 25 Best Selling Albums

YOU'LL LOSE A GOOD THING

Barbara's Versatility is Beautifully Demonstrated by Her Unique & Soulful Performance In This Album.

Produced by Huey Meaux

Picked by All Trades!

LONELY THIS SUMMER b/w Your Faithful Anna AL JONES

Jamie #1223

POP POP POP-PIE THE SHERRYS

Guyden #2068

THE DANCE IS OVER LITTLE BILLY AND THE ESSENTIALS

Landa #691

OH MY

MAUREEN GRAY

Landa #692

COME BACK TO WICHITA

BILLY JEAN HORTON

Jamie #1231

JAMIE/GUYDEN RECORDS PHILADELPHIA, PA.

RCA VICTOR RECORDS



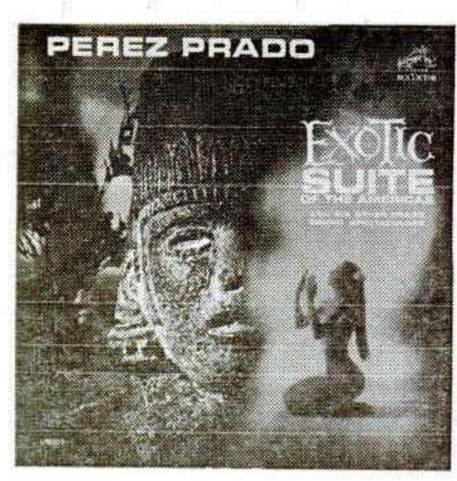
His latest single

LA RAGAZZA and VIA VENETO

47-8077

His latest album EXOTIC SUITE

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a salute to

THE WORLD'S FAIR OF MUSIC AND SOUND

featuring 1962-'63 PHONOGRAPH DIRECTORY

World's Fair of Music and Sound

EXHIBITOR DIRECTORY

Products and services of the companies listed below will be on view in the exhibit hall space of McCormick Place, Chicago, until September 9.

September 9. ABC-Paramount Records, Inc. New York, N. Y. Acoustic Research, Inc. Cambridge, Mass. Alfonsas Leparskas Oak Park, Ill. Allied Radio Chicago, III. Amberg File & Index Co. Kankakee, III. American Concertone, Inc. Culver City, Calif. Ampex Audio Sunnyvale, Calif. Audiotex Rockford, III. Barzilay Furniture Mfg. Co. Gardena, Calif. Bell Sound Division Columbus, Ohio Billboard Music Week Chicago, III. Bogen-Presto Paramus, N. J. Montreal, Canada P. F. Collier New York, N. Y. Columbia Records, Inc. New York, N. Y. DYNA Empire, Inc. Garden City, Long Island, N. Y. Danish Modern Imports Chicago, III. Dorsett Electronics, Inc. Norman, Okla. Echolette Corporation Lansing, Mich. Long Island City, N. Y. Electric Supply Corp. Chicago, Ill. Electro-Voice, Inc. Buchanan, Mich. Elpa Marketing Industries, Inc. New Hyde Park, N. Y. Encyclopaedia Britannica Fairchild Recording Equipment Long Island City, N. Y. Fender Sales, Inc. Santa Ana, Calif. Fisher Radio Long Island City, N. Y. FM Guide Chicago, III. Gamber Johnson Stevens Point, Mich. Port Washington, N. Y. Goodmans (Rockbar Corp.) Mamaroneck, N. Y. Grommes & Phillips Chicago, III. Hallicrafters Hammarlund Manufacturing Co., New York, N. Y. Harman Kardon Plainview, Long Island, N. Y. Heath Co. Benton Harbor, Mich. Institute of High-Fidelity Port Washington, N. Y. Jay-Jay Records Chicago, III.

G. C. Jenkins Co.

Cambridge, Mass.

Evansville, Ind.

Kinematix, Inc.

Milwaukee, Wis.

Chicago, III.

Koss, Inc.

W. W. Kimball Co.

Jensen Manufacturing Co.

KLH Research & Development Corp.

Decatur, III.

Chicago, III.

Lone Pine Electronic Products Leblanc Corp. Kenosha, Wis. Corp. Camden, N. J. Ludwig Drum Co. Chicago, III. McIntosh Binghamton, N. Y. MGM Verve Records New York, N. Y. Majestic International Corp. Chicago, III. Mosley Electronics, Inc. Bridgeton, Mo. Motorola Consumer Products Franklin Park, III. Musi-Craft Chicago, III. Marantz Co. Long Island City, N. Y. Music Journal Evanston, III. Musser Marimbas, Inc Brookfield, III. Packard Bell Electronics Sales Los Angeles, Calif. Petely Sales Corp. New York, N. Y. RCA' Sales Corp. and RCA Victor Record Division Indianapolis, Ind. Record Industry Assoc. of America New York, N. Y. Rek-O-Kut Co. Corona, N. Y. Reeves Soundcraft New York, N. Y. Revere Camera Co. Chicago, III. Roberts Electronics, Inc. Los Angeles, Calif. Robins Industries Flushing, N. Y. Rockford Furniture Co. Rockford, III. RH Scott, Inc. Maynard, Mass. The Sampson Co. Chicago, 111. Scope Electronics Corp. New York, N. Y. Shawnee Press, Inc. Delaware Water Gap, Pa. Sherwood Electronics Labs, Inc. Society of Record Dealers of America Roseland Music Shop Chicago, III. Sony Corp. of America New York, N. Y. Sony Superscope Sun Valley, Calif. Sorkin Music Co., Inc. New York, N. Y. **Tandberg of America, Inc.** Pelham, N. Y. Thomas Organ Co. Sepulveda, Calif. University Loudspeakers White Plains, N. Y. Viking of Minneapolis Minneapolis, Minn. WEBH Chicago, III. WEFM Chicago, Ill. WGN-TV Chicago, III. WKFM Chicago, III. Wharfdale Port Washington, N. Y. World Wide Electronics Cleveland, Ohio

Zenith Radio Corp.

Chicago, III.

Mayor, Bill Veeck Lead March Heralding World Music Fair

CHICAGO—Mayor Richard Daley and sportsman Bill Veeck were set to act as co-grand marshals of a 15-block-long parade here last Friday (31) heralding the opening of the first World's Fair of Music and Sound. The 10-day affair is being held at McCormick Place here.

Virtually no expense has been spared in the drive to make this all-encompassing trade and consumer musical exposition and extravaganza a success. Aaron D. Cushman, whose firm is sponsoring the event, estimated that close to \$400,000 has been expended to date in publicizing the Fair.

More than 300 local retail outlets are being used as ticket sales headquarters, including 200 National Food markets, Sears, Allied Radio, Goodman Mages and CMA Department stores as well as 11 of the Little Al's record stores. Industrial sales include block ticket purchases by such firms as Zenith Radio and Illinois Bell Telephone Company.

Some local travel bureaus and hotels have promoted show attendance through package tour deals advertised in some out-of-State locations. Price of the packages has included hotel bills, meals, travel expenses and attendance at the Fair and its many shows. Early reaction at this level was described as good.

An impressive talent roster, a number of unusual exhibits, calculated to appeal to many interest levels and a series of both consumer and trade musical symposiums were all on the Fair agenda. All-star musical shows are being presented three times daily in the Aerie Crown Theater, a part of the McCormick Place complex. During the course of the 10 days, viewers at one time or another will be able to see Eddie Fisher, Rosemary Clooney, Jimmy Dean, Rick Nelson, the Brothers Four, Peter Nero, Eleanor Steber, Jonah Jones and Dick Schory. In addition, guest conductors for the 30-piece show band include Henry Mancini, Stan Kenton, Jule Styne, David Rose and Percy Faith. Schory, who is music director for the Fair, has written a series of "honorary" medleys for each of the batoneers.

Shows will go on at three other locations in addition to the Aerie Crown Theater. In one case, a location known as Tin Pan Alley will have a Gay '90's look. In a 100-foot-long area there will be antique cars, an old-fashioned saloon, a honkytonk pianist, a barbershop with an opera-singing barber plus a quartet. A girl hawking sheet music through the area will complete this picture.

In what is normally the skating rink section of the hall, Fair managers have created a complete bandstand-in-the-park setting, with park benches ringing the stand, which is large enough to accommodate a 100-piece band for a concert. A number of the large out-of-town marching bands to be seen in the opening day parade will also perform here. In yet another spot, known as the special events stage, there will be small combo concerts, twist demonstrations, etc.

In addition to the numerous displays of TV, tape recorders, phonos and radios (see exhibitor list elsewhere in this section), two other exhibits



Five-year-old Melody Ferrille of Chicago has been chosen as Miss Music Fair. The youngster will reign over the 10-day World's Fair of Music and Sound, currently being held at McCormick Place, Chicago. Miss Ferrille won her title in a city-wide search by Fair directors for the prettiest young girl with a musical name.

are expected to create great interest. One of these, with considerable nostalgia value, features a series of antique autos, each of which will be filled with antique musical instruments. The exhibit will include ancient juke boxes and music machines, and at least a half dozen priceless Stradivarius violins.

In another section of the hall, a priceless collection of musical instruments, some of them going back to biblical times, will be on display. The collection is owned by Mrs. Elizabeth Kidd of Chicago. Forums and panel meetings for all elements of the music trade, as well as the public, were also expected to generate much interest. (See separate lists elsewhere in this section.)

At press time, phone calls were coming into McCormick Place Fair headquarters at a rate of better than 100 an hour, seeking all types of information about the Fair and shows. Spokesmen saw this as a good omen for the success of the affair.

Symposiums Tackle Variety of Subjects

CHICAGO—Symposiums for the general public on many questions of interest in the music field are being held daily here as a part of the World's Fair of Music and Sound at McCormick Place. The meeting, featuring experts in many areas of music, began Saturday (1) and will run through Sunday (9).

Of special interest to the disk industry were panels on jazz, folk music, opera and on such topics as "Music in the Electronic Age" and "Contributions of the Recording Industry to Sound."

The jazz meeting, which was scheduled to take place Sunday (2), was to feature such panelists as George Avakian, Stan Kenton and others. Folk singers Theodore Bikel and Winn Straacke will take part in a panel on the "Renaissance of Folk Music" Monday (3).

"Music in the Electronic Age," a topic set for discussion Thursday (6), will feature Buzz Durant, research chief of RCA Victor, Indianapolis; Ted Leitzell, Zenith public relations head, and Karl Kramer, technical services manager of Jensen Manufacturing Company. No panelists were announced for the discussion on the contribution of the disk industry to sound.

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World's Fair of Music and Sound

BUSINESS SEMINAR AGENDA

McCormick Place, Chicago September 5-6-7

OPENING CONFERENCE SESSION Wednesday, Sept. 5, 1962 9:30 a.m. to 12:00 noon

Session 1
OPPORTUNITIES AND CHALLENGES FOR THE
RECORD & SOUND INDUSTRY

Chairman—Aaron D. Cushman, President World's Fair of Music & Sound

What changes are coming in electronics and what implications do they carry in terms of new products and new markets for the record and sound industry?

> Speakers RADIO-TV-PHONO

Armin Allen, Member of Executive Committee, Consumer Products Division of Electronics Industry Assoc. Product Planning Manager, Philo Corporation, Philadelphia, Pa.

William Gallagher, Pres., Magnetic Record-Ing Industry Assoc. V.-P. Marketing, Columbia Records, New York, N. Y.

RECORDS

David Kapp, Senior V.-P. Record Industry
Assoc. of America
Pres. Kapp Records, Inc., New York, N. Y.

William F. Ludwig, Pres., National Assoc. of Band Institute Manufacturers V.-P. & Gen. Mgr. Ludwig Drum Company Chicago, III.

HI-FI COMPONENTS

Ray Pepe, Pres., Institute of Hi-Fidelity
Manufacturers

V.-P. James B. Lansing Sound, Inc., Los
Angeles, Calif.

MORNING CONFERENCE SESSIONS
RETAILERS
Thursday, September 6
9:30 a.m. to 12:00 noon

Session 14
WHAT THE SUCCESSFUL RETAILER MUST
KNOW ABOUT FINANCES

Chairman-James D. Tippett, Co-Owner-Mgr. The Platter, Galesburg, III. a. Using Modern Budgeting Procedures to

Plan Profits

Speaker-K. Nashner, Partner, Price Water-house & Co., New York, N. Y.

b. Establishing Sound Credit for Yourself and Your Customers

Speaker-George M. Meisenhelder, Manager of Finance, Audio Products Department, General Electric Co., Decatur, III.

e. How to Stay Solvent by Avoiding Com-

Speaker-David Rachman, Director of Research, Journal of Retailing, Research Division, New York University, New York N. Y.

Friday, September 7 9:30 a.m. to 12:00 noon

TAP THESE SELLING APPROACHES FOR INCREASED PROFITS

Chairman—Howard Judkins, Owner, Judkins Music Co., Garden Grove, Calif.

a. How Retailers Are Successfully Using Telephone Selling

Speaker-Jack L. O'Rourke, Staff Representative, Marketing Dept., American Telephone & Telegraph, New York, N. Y.

b. Direct Mail and How It Can Work for You

Speaker-Robert A. Enlow, Pres., Chicago Federated Ad Clubs; Director, Circulation and Records Dept., American Medical Assoc., Chicago, III.

e. Home Selling: A Bell Ringer for Retailers Speaker-John S. Phalen, Pres., J. S. Phalen Mercantile Co., Joliet, III.

NEW INCOME SOURCES FOR THE RECORD
AND SOUND RETAILER

Chairman—Mr. Jules Steinberg, Exec. V.-P.
National Appliance & Radio-TV Dealers
Assoc., Chicago, III.

a. Opportunities in Leased Departments in Other Stores

Speaker-Bernard Kritzer, Exec. V.-P., Gem International, St. Louis, Mo.

Diversification—A Key to Greater Profits
 Speaker—Stuart L. Glassman, Manager-Buyer, Radio Doctors, Milwaukee, Wis.

e. How a Rental Program Can Build Profits

Speakers—Carroll Bratman, Pres., Carroll

Musical Instrument Service, New York,

N. Y.

N. Y. Sam Gesser, Pres., The Record Center, Inc., Montreal, Quebec, Canada RADIO PROGRAM DIRECTORS Thursday, September 6 9:30 a.m. to 12:00 noon

Session 15
BUILDING AND PROJECTING A STRONG
STATION IMAGE

Chairman-Howard Bell, V.-P. & Asst. to the Pres., National Assoc. of Broadcasters, Washington, D. C.

a. The Station Image: Its Competitive Importance and How It Is Developed Speaker-Gordon B. McLendon, Pres., The McLendon Corporation, Dallas, Tex.

b. How to Measure the Effectiveness of Your Station in the Community Speaker—Edward Hynes, Pres., Trendex, Inc., New York, N. Y.

c. Sharponing the Appeal of Your Station for the Advertiser (1) The National Advertiser Speaker—Thomas A. Wright Jr., V.-P., Media,

Leo Burnett Co., Inc., Chicago, III.

(2) The Local Advertiser

Speaker-James E. Schwenck, Senior V.-P.,
Roche, Rickert & Cleary, Inc., Chicago,

Friday, September 7 9:30 a.m. to 12:00 noon

Session 31
WHEN TO CHANGE YOUR STATION FORMAT
Chairman—Leon Schlosser, Director of Programs, Station WBBM, Chicago, III.

a. How to Know When Your Programming

Needs Overhauling
Speaker-George Skinner, Director of Radio
Programming Services, The Katz Agency,
Inc., New York, N. Y.
b. Case Studies of Why Two Stations

Changed Format

(1) Story on Change From Top 40 to
Soft Music

Speaker-William McCormick, Pres. & Gen.
Mgr., Yankee Network Division PKO

Mgr., Yankee Network Division, RKO General Radio Station WNAC, Boston, Mass. (2) Story on Change From Music to Per-

Speaker—Representative of Radio Station KMOX, St. Louis, Mo.

AFTERNOON PERSON-TO-PERSON
CLINICS
RECORD RETAILERS

In these clinics, registrants will select one subject of greatest interest to them and go to the room where that one subject will be discussed. The entire room will be set up with tables. In groups of 10 at every table, the registrants will compare experience on various aspects of their subject, following an outline of specific questions.

Wednesday, September 5 2 p.m. to 4:30 p.m.

Session 2
HOW TO BUY RECORDS AND SET UP A
SIMPLE INVENTORY PROGRAM
Chairman—L. Danziger, Pres., The Disc Shop,

Inc., Washington, D. C.
Session 3
HOW CAN THE RECORD STORE PROFITABLY

Chairman—Marty Ostrow, Editor in Chief,

Cash Box Magazine, New York, N. Y.
Session 4
HOW THE RECORD STORE CAN COMPETE

HOW THE RECORD STORE CAN COMPETE SUCCESSFULLY AGAINST DISCOUNTING Chairman—Andrew J. Collins, Manager, Record Departments, Grinnell Brothers, Detroit, Mich.

Thursday, September 6, 2 p.m. to 4:30 p.m.

Session 16
HOW TO SELL SPECIALTY LINES: CLASSICAL,
JAZZ, FOLK, SPOKEN WORD
Chairman—Martin W. Spector, Owner, Spec's,
Coral Gables, Fla.

Session 17
HOW TO TAKE ADVANTAGE OF PROFIT
OPPORTUNITIES IN TAPE
Chairman—Arnold Farber, Editor & Assoc.
Pub., Home Entertainment Retailing, New
York, N. Y.

Speaker—S. L. Almas, Hi-Hi Studios, Inc., Dearborn, Mich. Session 18 METHODS OF SELECTING, TRAINING AND

METHODS OF SELECTING, TRAINING AND COMPENSATING SALES PERSONNEL Chairman—Sam Chase, Editor, Billboard Music Week, New York, N. Y. Speaker—Len Shenafelt, Buyer of Records, Lyon & Healy, Inc., Chicago, III.

HI-FI COMPONENT RETAILERS Wednesday, September 5 2 p.m. to 4:30 p.m.

ORGANIZING A PROFITABLE TRADE-IN PROGRAM

Chairman-Richard E. Ekstract, Publisher, Audio Times, New York, N. Y. Speaker-William Colbert, Pres., Audio Exchange, Jamaica, N. Y.

Session 6
WAYS TO ECONOMICALLY ORGANIZE AND
EFFICIENTLY RUN A SERVICE DEPARTMENT
Chairman—Milton J. Blumberg, Asst. Stores
Div. Mgr., Allied Radio, Chicago, III.

Thursday, September 6 2 p.m. to 4:30 p.m.

Session 19
HOW TO REACH AND SELL MORE HI-FI
PROSPECTS
Chairman—Ron Bliffert, Pres., Hi-Fi Fo Fum,

Inc., Milwaukee, Wis.
Session 20
IMPROVING YOUR METHODS OF DISPLAY-

ING AND DEMONSTRATING YOUR HI-FI
EQUIPMENT
Chairman-Jack O'Conner, The Radio Shack,

Boston, Mass.

Session 21
THE BUYING, DISPLAYING AND SELLING
OF KITS

Chairman-Ron Pepin, Pres., Hi-Fidelity Workshop, Detroit, Mich.

RADIO-TV PHONOGRAPH RETAILERS Wednesday, September 5 2 p.m. to 4:30 p.m.

Session 7
HOW TO DISPLAY, DEMONSTRATE AND
SELL PHONO—RADIO—TV

Chairman—Norman M. Rozak, Pres., Columbia Hi-Fi and TV, Highland Park, III. Session 8

Chairman—Jack Pierfalice, Owner, Modern Television and Appliance, Detroit, Mich.

Thursday, September 6 2 p.m. to 4:30 p.m.

Session 22
HOW AN EFFECTIVE SERVICE DEPARTMENT
CAN ELIMINATE CUSTOMER HEADACHES
Chairman—David Bach, Pres., Bach Music
Co., Rochester, Minn.
Session 23

GETTING MORE MILEAGE FROM YOUR PROMOTIONAL AND ADVERTISING PROGRAMS

Chairman-Julius A. Ventura, Pres., Joerndt & Ventura, Kenosha, Wis.

MUSICAL INSTRUMENT RETAILERS Wednesday, September 5 2 p.m. to 4:30 p.m.

Session 9
IMPROVING THE HIGH CONVERSION RATE
ON RENTALS
Chairman W P Nappa Sr Nappa Music

Chairman—W R. Nappe Sr., Nappe Music House, Evanston, III. Session 10

PLANNING EFFECTIVE SPECIAL PROMO-TIONS FOR PIANOS AND ORGANS Chairman—Martin Johnson, Publisher & Editor, PTM Magazine, Chicago, III.

Thursday, September 6 2 p.m. to 4:30 p.m.

Session 24
ESTABLISHING AN EFFICIENT STUDIO
OPERATION

Chairman-Jerome R. Peterson, V.-P.-Editorial Director, Select Publications, Inc., Minneapolis, Minn.

Session 25
INVENTORY CONTROL AND EFFECTIVE
DISPLAY OF MUSICAL INSTRUMENT
ACCESSORIES

Chairman—Miss Patricia Hays, Controller, Streep Music Co., Orlando, Fla.

RADIO PROGRAM DIRECTORS Wednesday, September 5 2 p.m. to 4:30 p.m.

PROGRAMMING THE AUTOMATED STATION
—ITS PROBLEMS AND PROSPECTS
Speaker—Jack S. Sampson, V.-P. & Gen.
Mgr., KOMA Radio Station, Storz Broadcasting Co., Oklahoma City, Okla.

Session 12
SUCCESSFUL SELECTION, DEVELOPMENT AND
USE OF PERSONALITIES
Chairman—Larry Haeg, Gen. Mgr., WCCO
Radio, Minneapolis, Minn.

Session 13
HOW TO HANDLE THE SPECIAL PROBLEMS
RELATED TO FM STEREO PROGRAMMING
Speaker-Marshall M. Carpenter Jr., Pres.
& Gen. Mgr., WDTM, Inc., Detroit, Mich.

Thursday, September 6 2 p.m. to 4:30 p.m.

Session 26
MAKING NEWS A VITAL PART OF YOUR
PROGRAMMING
Chairman—Thad M. Sandstrom, Gen. Mgr.,

WIBW-TV*AM-FM, Topeka, Kan.

Speaker—Lee Hanna, News Director, Radio
Station WNEW, New York, N. Y.

Session 27

HOW THE PROGRAMMER AND SALES CAN

Chairman—Lawrence C. Christopher, Senior Editor, Broadcasting Magazine, Chicago, III. Session 28 HOW TO CHOOSE A MUSIC PATTERN FOR YOUR STATION

Chairman-William A. Gavin, San Francisco,

CO-OPERATE TO BUILD STATION BILLINGS

3 8 1 1 6

NEW DEALER PRODUCTS

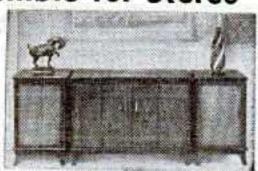
Automatic Amplifier Shut-Off



Robins Industries has produced this new Stop-O-Matic device which automatically turns off amplifiers when the automatic record changer stops. A special by-pass switch also permits use of amplifier with tuner or tape recorder, without turning the changer on. Model HFS-1 is designed for European changers, while HFS-2 is used with domestic equipment. List price for each is \$10.

Modern Cabinet Ensemble for Stereo

Rockford Special Furniture Company, Rockford, Ill., has made available this new authentic Danish modern cabinet ensemble for housing of stereo components. The versatile unit has been acoustically designed and has compartments built to accommodate record changer or transcription turntable, amplifier and tuner, and storage space for 100 LP's. Matched



speaker enclosures are freestanding for positioning with the master unit or in separate areas of the room.

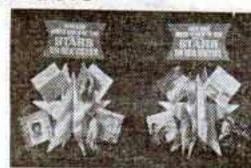
Radio Features Built-In Stereo



Emerson Radio has introduced Model S2102 stereo FM/AM table radio with built-in stereo FM. Housed in twin cabinets of selected hardwoods, the units contain dual-channel amplifier, two identical speaker systems and jacks for connecting outside sound sources, such as a stereo phono. Each cabinet runs 15 inches wide, 10 inches high and 7 inches deep. Suggested list is \$149.95.

3-D Mobile Record Holders

RCA Victor's 32 recent new album releases are being displayed on these threedimensional mobiles which hold 16 album covers each. The message area states Victor's current "Best Buy" theme, "Hear, Hear! Biggest news of the year from the stars on RCA Victor." When the message area is removed



the mobiles become floor displays.

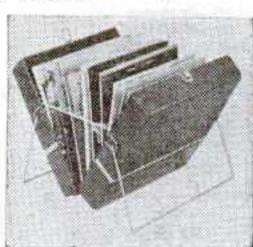
Counter Display Free to Dealers



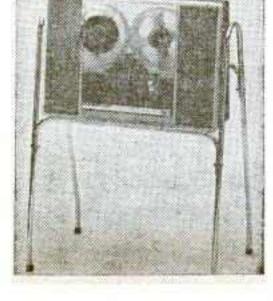
This unique counter display has been designed to show the portability, small size and ease of handling of Norelco's Continental 100 transistorized tape recorder. Composed of heavyweight board lithoed and silkscreened in three colors, the unit is compact for use of minimum counter space. It's being offered hi-fi and camera dealers free.

New Record Carrying Case Replogle Globes, Inc., Chi-

cago, maker of the Lyric line of accessories, has produced a new carrying case for disks to be known as Scan-a-Case. The unit looks like luggage and opens like an accordion to provide full-view, instant selection of records. It's finished in brown, leather-textured plastic, with chrome-plated handles and clear plastic dividers. Retail price is \$10.98.



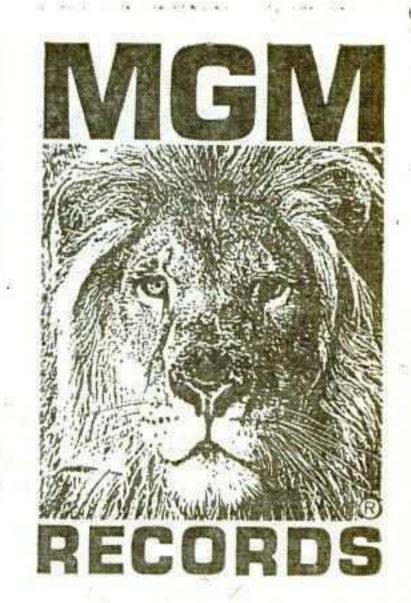
Tape Recorder Stand



Emerson Radio's Telectro Division has introduced this custom-designed stand as an accessory unit to its 1963 line of tape recorders. The stand, Model 200, is made of brass plate and will accommodate the firm's recently announced line of up-right tape machines, as well as it conventional horizontal models.

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NOW! THE COUNTRY'S GREATEST HIT-MAKER SINGS THE GREATEST COUNTRY HITS!



CONTRY MUSIC CONNIE STYLE FRANCIS

ARRANGEMENTS BY BILL McELHINEY VOCAL ACCOMPANIMENT BY THE JORDANAIRES

I Really Don't Want To Know
I Fall To Pieces • Oh, Lonesome Me
I'm Movin' On • I Can't Stop Loving You
I Don't Hurt Anymore • She'll Have To Go
Heartaches By The Number
I Walk The Line
Someday (You'll Want Me To Want You)
He Thinks I Still Care • I'm A Fool To Care





Billboard Music Week's 1963 Phono Directory

A complete listing of new phonograph product lines by price category, including detailed descriptions of each unit, for all major manufacturers.

Details of New Phono Products Are Included in These Pages for the Following Firms:

Admiral Corp. 3800 Cortland St. Chicago 47, III.

Arvin Industries, Inc. 13th St. & Big Four R.R. Columbus, Ind.

Boetsch Bros. (Birch) 115 Cedar St. New Rochelle, N. Y.

Bulova Watch Co. Radio-Phono Division New York, N. Y.

Capehart Corp. 87-46 123d St. Richmond Hill 18, N. Y.

Capitol Records Distributing Corp. 1750 N. Vine St. Hollywood 28, Calif. Clairtone Sound Corp., Ltd. Suite 1007 200 W. 57th St. New York 19, N. Y.

Columbia Records Phonograph Division 799 Seventh Ave. New York, N. Y.

Curtis Mathes Mfg. Co. 2220 Young St. Dallas, Tex.

Decca Records, Inc. 445 Park Ave. New York 22, N. Y.

Delmonico International 120-20 Roosevelt Ave. Corona 68, N. Y. De Wald Radio
Div. of United Scientific
Laboratories, Inc.
35-17 37th Ave.
Long Island City, N. Y.

Du Mont Div. Emerson Radio, Inc. 14th and Coles Sts. Jersey City, N. J.

Electrohome Kitchener Ontario, Canada

Fisher Radio Corp.
21-21 44th Dr.
Long Island City, N. Y.
General Electric Co.
Radio TV Division
2200 N. 22d St.
Syracuse, N. Y.

Gotham Electronics
Vanity Fair Electronics Corp.
50 S. 4th St.
Brooklyn 11, N. Y.

Grundig-Majestic 201 E. Erie St. Chicago 11, III.

KLH Research & Development Corp. 30 Cross St. Cambridge 39, Mass.

Lang & Faylor, Inc. Kelton Division 62 Clematis Ave. Waltham, Mass.

Magnavox Co. 2131 Beuter Rd. Ft. Wayne, Ind.

Majestic International Sales Grundig-Majestic Div. 743 North LaSalle Chicago 10, III. Major Electronics Corp. 762 Wythe Ave. Brooklyn 11, N. Y.

Motorola, Inc. 4545 Augusta Blvd. Chicago 51, III.

Olympic Radio & Television, Inc. 3409-19 38th Ave. Long Island City, N. Y.

Packard Bell Electronics Corp. 12333 W. Olympic Blvd. Los Angeles 64, Calif.

Philco Corp. Tioga & C Sts. Philadelphia 34, Pa.

Pilot Radio Corp. 37-06 36th St. Long Island City, N. Y. RCA Sales Corporation 600 N. Sherman Dr. Indianapolis 1, Ind.

Rheem Califone Corp. 5922 Bowcroft St. Los Angeles 16, Calif.

Setchell-Carlson, Inc. c/o Fischbein Advertising, Inc. 510 South 7th St. Minneapolis 15, Minn.

Sonic Industries 19 Wilbur St. Lynbrook, N. Y.

Sterling Hi Fidelity 33 West 57th St. New York, N. Y.

Sylvania Home Electronics Corp. 700 Ellicott St. Batavia, N. Y.

Symphonic Electronic Corp. 10 Columbus Circle New York, N. Y. Teppaz-Benman 337 Payne Ave. North Tonawanda, N. Y.

Videola Erie Co. 75 Front St. Brooklyn, N. Y.

V-M Corp. 280 Park St. Benton Harbor, Mich.

Waters Conley Co., Inc. Phonola Division 501 First Ave., N.W. Rochester, Minn.

Webcor, Inc. 5610 Bloomingdale Ave. Chicago 39, III.

Westinghouse Electric Metuchen, N. J.

Zenith Radio Corp. 6001 Dickens Ave. Chicago 39, III.

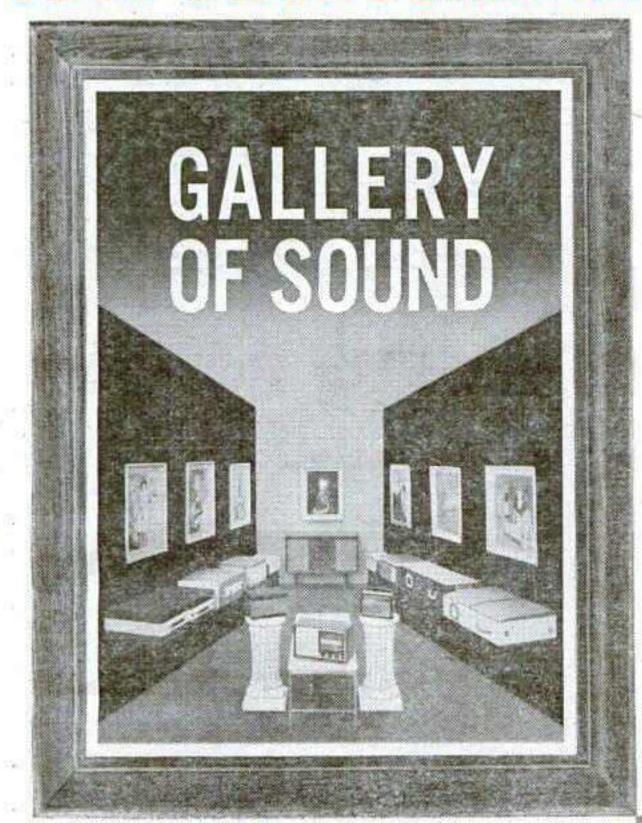
Under \$30

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	(Woods, Veneers, Plastics, etc.) Give colors	Dimensions & Weight (If Portable)	Suggested List Price
Arvin	82P15	Portable Mono Manual	-	1	Dual Sapphire	575	775	Pyroxylin on wood: Turquoise & White	12"x191/2"x53/6" (8 lbs.)	\$19.95
Arvin	82P31	Portable Mono Manual		2	Dual Sapphire			Pyroxylin on wood: White & Gold	131/2"x14"x53/4" (9 lbs.)	\$24.95
Arvin	72P33	Portable Mono Manual		1	Dual Sapphire	AM		Pyroxylin on wood: Red & Silver	131/2"x14"x53/4" (9 lbs.)	\$29.95
Birch	42	Portable Mono Manual	-	1	Single		-	Covered wood: Assorted Colors	12%"x10%"x4%"	\$19.95
Birch	75 D	Portable Mono Manual	-	1	Single	119		Covered wood: Cornflower Blue & Tangerine & Charcoal	534"x121/4"x101/2"	\$21.95
Birch	205	Portable Mono Manual		1 5	Dual	200		Covered wood: Two-Tone Blue/White	141/2"x131/4"x51/4"	\$24.95
Capehart	PIMM34	Portable Mono Manual		1	245	2008		Washable Blue & White		\$19.95
Capehart	P1MM35	Portable Mono Manual		2				Washable Gold & White		\$29.95
Capitol	- MM301	Portable Mono Manual	500	ı	Dual Sapphire			Pyroxlin on wood: Red/White & Blue/ White	6¾"x12¼"x10¼ (9 lbs)	\$9.95 to \$24.95
Capitol	MM302	Portable Mono Manual	* 1888 8	2	Dual Sapphire	-	me q	Pyroxlin on wood: Blue or Gold & White	61/2"x123/5"x101/2" (10 lbs.)	\$24.95 to \$29.95
Columbia	M-1601	Portable Mono Manual		1	Dual Sapphire	and it		Pyroxylin-coated Gold & White	121/2"x103/4"x63/4" (11 lbs.)	\$19.95
Columbia	M-1602	Portable Mono Manual		1	Dual Sapphire	AM		Pyroxylin-coated Brown/White	131/6"x141/4"x6" (15 lbs.)	\$29.95
Decca	DPS-15	Portable Mono Manual) Edward St.	1	Dual Sapphire	25%	7)	Leatherette Gold/Black, Blue/Silver, & Black/White	634"x13"x101/4"	\$19.95
Decca	DP-592	Portable Mono Manual		1	Dual Sapphire			Leatherette Blue/Gold, Green/White & Bronze/Gray	13½"x7¼"x12¼"	\$24.95
Emerson	P1911	Portable Mono Manual	-	1	Single Sapphire	10-25	10/4	Luggage-type Decorator Colors	131/4"x5"x101/2"	\$19.95
Emerson	P1912	Portable Mono Manual		1	Single Sapphire			Luggage-type Decorator Colors	131/4"x5"x101/2"	- \$22.95
Emerson	P1908	Portable Mono Manual		1	Single Sapphire	775TA		Luggage-type Decorator Colors	12 15/16"x5¼"x11¾"	\$29.95
General Electric	E RP 2000	Portable Mono Manual	8-17-	1	Dual Sapphire	=128	200	Ivory, Turquoise, Tan- Vinyl-clad steel	14"x12"x5" (11 lbs.)	\$29.95
Gotham	1100	Portable Mono Manual	11/2	1	Single Sapphire	-	-			\$19.95
Gotham	1904	Portable Mono Manual	11/2	1	Dual Sapphire		X -14	The same of the sa		\$19.95
Gotham	152	Portable Mono Manual -	11/2	1 1	Dual Sapphire		2000		Naiss	\$24.95
Majorette	450	Portable Mono Manual	Marriage Marriage	1 .	Single Sapphire		100	- Assorted	(7 lbs.)	\$18.95
Majorette	450T	Portable Mono Manual	-	1	Single Sapphire			Assorted	(7 lbs.)	\$19.95
Majorette	320	Portable Mono Manual		1	Dual Sapphire	-		Blue/White, Red/White	(9 lbs.)	\$26.95
Olympic	MM200	Portable Mono Manual		11	Dual Sapphire		244	Assorted Vinly covered, 2-tone	51/2"x101/2"x12" (8 lbs.)	Under \$30
Phonola	162 The Skymate	Portable Mono Manual	21.70	1	_	200	200	Luggage-type Pyroxylin-coated Paris Blue & White	200	\$19.95
Phonola	SM 57 The Surrey	Portable Mono Manual	-	1_	11935	EES.	(31)	Brown Leatherette	<u> </u>	\$24.95
Phonola	562 Town & Country	Portable Mono	2121	2	Dual Sapphire		S	Mandarin Orange & Jade White with Silver	9 <u>000</u>	\$29.95
RCA Victor	3V81	Portable Mono Manual	1000	1	Dual Sapphire		-	Plastic—Storm Gray with Aqua; Storm Gray with Persimmon	534"x13%"x11 1/16" (8 lbs.)	\$19.95
RCA Victor	3VB2	Portable Mono Manual		1	Dual Sapphire			Wood-Charcoal with White; Red with White; Tan with White	7"x123/s"x10%" (10 lbs.)	\$24.95
Sonic	412	Portable Mono Manual		1		200	Total	Red & Black or Blue		\$19.95
Sonic	414	Portable Mono	100	1	ATTAILS.		1.27.5	Black, Blue or Beige with White		\$22.95
Symphonic	1PN01	Portable Mono Manual	(800)	1	Dual Sapphire		1	Red, Gray, Blue with White	7"x121/2"x10" (91/2 lbs.)	\$19.95
Symphonic	1PN03	Portable		2	Dual Sapphire		700	Blue, Green or Tan with White	634"x151/2"x11" (12 lbs.)	\$29.95
V-M	211	Portable Mono	2	1	Sapphire	graves.		Blue or Red Plastic		\$29.95
Webcor	1312	Portable Mono Manual		1	Dual Sapphire			Wood-Leatherette	6"x1234"x101/2" (11 lbs.)	\$29.95
Westinghouse	73 MP 1, 2	Portable Mono Manual	-	1	Single Sapphire	-	120	Blue & White or Bronze & White	61/2"x123/6"x101/6" (10 lbs.)	Under \$30
Westinghouse	85 MP 1, 2, 3	Portable Mono Manual	(8)45	1	Dual Sapphire	2.5		· Charcoal, Honey Beige, Mist Blue	5¾"x13%"x16¾" (12 lbs.)	Under \$30
Zenith	KP6	Portable Mono Manual		1	Dual Sapphire	<u> </u>		Wood: Blue and White	12%"x10%"x7¾" (8½ lbs.)	\$29.95
Zenith	The Teenager KP6	Portable Mono Manual	1000	1	Sapphire	Total E	-	Scarlet/White, Blue/White	7%"x12%"x10%" (81/2 lbs.)	\$29.95

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your newest line... MASTERWORK

1963 PHONOGRAPHS · RADIOS · TAPE RECORDER



Here's the profit line you've been waiting for!

It's a short line — it's a compact line!

Every model has features galore and is built to fill the price brackets where, statistics show, you do the most volume.

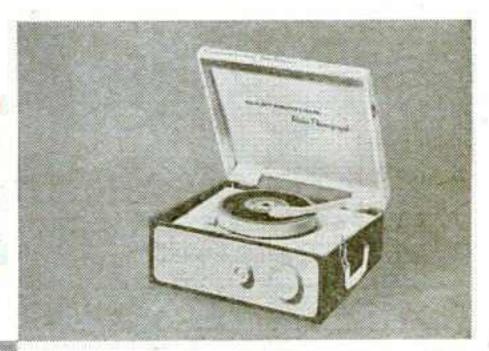
Beautifully designed and brilliantly engineered, Masterwork products are supported by service, promotion and advertising.

Model Number 1602
A FANTASTIC BUY!

RADIO-PHONOGRAPH COMBINATION

Full AM Broadcast Band • 5 Tube U.S. Built Radio Chassis • 5" Speaker • 4 Speed Phonograph • Turnover Cartridge — Two Sapphire Needles • Phono and Radio Play with Lid Down

Recommended \$29



Here are just a few of the many profit-packed models available. For complete sales and merchandising information on the money making line of the year contact your local COLUMBIA RECORD DISTRIBUTOR.



Model Number 1604
FOUR SPEED FULLY AUTOMATIC
MONAURAL PORTABLE

Custom VM Changer • Interior Console Control Panel • Turnover Cartridge — 2 Jeweled Styli • Scuff-Resistant Washable Pyroxylin Coated Fabric • Sturdy, Lock-Cornered Cabinet

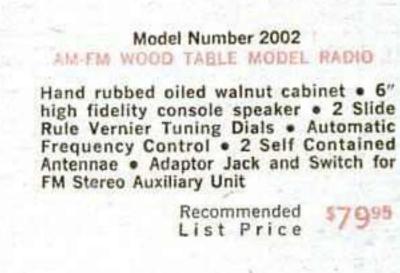
Recommended List Price

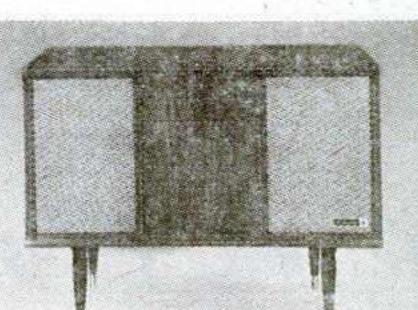


Model Number 1610 STEREO TWIN UNIT PORTABLE

Four Speakers — 2-8" — 2-4" • Custom VM Changer • High Compliance Cartridge with Diamond and Sapphire Needles • 4 Controls

Recommended \$9995





Model Number 1850W STEREO CONSOLE FM/FM-STEREO-AM

42" Oiled Walnut Hardwood Cabinet • 6
Speakers — 6 Controls • Deluxe VM
Changer with 11" Turntable • Automatic
Frequency Control • Ceramic Cartridge
with Diamond and Sapphire Needles

Recommended \$24995

\$31 to \$60

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	(Woods, Vencers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	List Price · Suggested
Admiral	Y4600	Portable Mono Auto.	1.5	7 1	Dual Sapphire		9110	Pyroxylin coated	81/6"x14%"x17"	\$49.95
Admiral	Y4518	Portable Mono	1.5	2	Dual Sapphire		-	Pyroxylin coated	81/4"x147/4"x17"	\$59.95
Arvin	72P03	Portable Mono Manual		1	Dual Sapphire	AM		Pyroxylin on wood: Red & Silver	141/2"x131/2"x61/2" (9 lbs.)	\$32.95
Arvin	81P23	Portable Mono Auto.		2	Dual Sapphire			Pyroxylin on wood: Red & Gray	16"x151/4"x93/6" (20 lbs.)	\$49.95
Arvin	81P25	Portable Mono Auto.	-	2	Dual Sapphire			Pyroxylin on wood: Blue & Gray	16"x15¼"x9%"	\$49.95
Arvin	71919	Portable Mono Auto.	9,5100	1	Dual Sapphire	MA		Pyroxylin on wood: Charcoal/Lt. Gray	16"x151/4"x9%" (19 lbs.)	\$59.95
Arvin	81P68	Portable		2	Dual Sapphire			Pyroxylin on wood: Sandalwood/Beige	16"x151/4"x9%" (19 lbs.)	\$59.95
Boetsch	109	Portable Mono Auto.	-	1	Dual			Wood covered: 2-tone Mint/White	14%"x8½"x13"	\$45.95
Boetsch	620	Portable Mono Auto.	122	- 2	Dual		9-14	Wood covered: 2-tone Teal Blue & White	16"x14½"x8½"	\$54.95
Boetsch	803	Portable Stereo	-	2	Dual	STIES.		Wood covered: 2-tone Blue & White	17%"x12%"x8%"	\$59.95
Bulova	910	Portable	2	1	Dual Sapphire			Two-tone Gray, pyroxylin-coated fabric	8"x15"x19"	\$59.95
Capehart	P1AM36	Portable Mono		2			0	Washable Brown & White	-	\$59.95
Capitol	\$M303	Portable	0.777	2	Dual Sapphire	77.0	(5115)	Pyroxlin on wood: Blue or Gold & White	6½"x13"x10¼" (11 lbs.)	\$29.95 to \$34.95
Capitol	MA304	Portable Mono Auto		3	Dual Sapphire	-		Pyroxlin on wood: Pink/Charcoal & Charcoal/Silver	8%"x14%"x14%" (20 lbs.)	\$44.95 to \$54.95
Celumbia	M-1604	Portable Mono		1	Dual Sapphire			Pyroxylin-coated Copper Bronze	181/6"x145/6"x91/4" (20 lbs.)	\$49.95
Columbia	M-1606	Portable Mono	N===	1 .	Dual Sapphire	AM	-	Pyroxylin-coated Blue/White	1534"x1434"x956" (22 lbs.)	\$59.95
Decca	DP-593	Portable Mono Manual		2	Dual Sapphire		7	Leatherette: Brown/White, Charcoal/Silver	17½"x7¼"x12½"	\$34.95
Decca	DP-642	Portable Mono Manual	E-MA	1	Dual Sapphire		-	Leatherette: Black/Silver, Gold/Brown	171/2"x71/4"x121/2"	\$44.95
Decca	DP-653	Portable		2	Dual Sapphire		W 127	Leatherette: Blue or Rust & White	9"x15"x151/2"	\$54.95
Dynavox	620	Portable	(<u></u> 5	2		Tues	(Gray & Silver, Brown & Beige		\$59.95
Emerson	P1907	Portable Mono Auto.	(-	1	Dual Sapphire	State		Luggage-type 2-tone	14¼"x8¼"x15¾"	\$39.95
Emerson	P1910	Portable		2	Dual Sapphire		- 150 565	Luggage-type 2-tone	201/4"x81/2"x15 15/16"	\$59.95
General Electric	RP 2020	Portable Mono Auto.	202	1	Dual Sapphire	\ <u>-</u> _		Ivory/Charcoal, Vinyl-clad steel	15"x16"x81/2" (23 lbs.)	\$59.95
Gotham	1200	Portable Mono Auto.	21,42	1	Dual Sapphire	-	EM-2	-		\$39.95
Gotham	1201	Portable Auto, Stereo	4	2 .	Dual Sapphire		200		463	\$49.95
Gotham	1300	Portable Auto. Mono	21/2	2	Dual Sapphire				-	\$49.95
Gotham	1301	Portable Auto. Stereo	4	4	Dual Sapphire				-	\$59.95
Majoretto	185	Portable Mono Manual	4	1	Dual Sapphire	-		Black/White, Blue/White	14 lbs.	\$42.95
Majorette	180	Portable Mono Manual	4	,	Dual Sapphire			Blue/White, Red/White	15 lbs.	\$44.95
Majorette	88	Portable Mono Manual	5	1	Dual Sapphire			Charcoal/Ivory, Brown/Ivory	_ 16 lbs.	\$46.95
Majorette	732	Portable	8	2	Dual Sapphire	N -0	m=	Gold/Ivory, Blue/Ivory & Charcoal/Ivory	17 lbs.	\$49.95
Majorette	735	10	2		Dual Sapphire	-		Black Gold & Ivory, Blue & Ivory, Charcoal & Ivory	18 lbs.	\$59.95
Motorola	SP41	Portable Mono		1	Sapphire	-		Gray, Blue		\$59.95
Olympic	MA210	Portable Mono Auto.		1	Dual Sapphire			Vinyl covered: Gray/Blue &	14"x131/2"x8" (21 lbs.)	\$49.95
Olympic	SA 220	Portable		2	Dual Exemples	25.5		Frame or Brown Vinyl covered: Charcoal/White or	016"-1416"-1535"	650 Q5
CHANGE.	VANOUNE:	rolladie		:**) ===================================	Dual Sapphire	1	27.	Maroon/Gray	8½"x14½"x15¾"	\$59.95
Phileo	1414 BK	Portable Mono Auto.	-	1	Dual S/S			Luggage type: Dark Brown & Ivory	9"x15"x18" (18 lbs.)	\$49.95
Philco	1415 BR	Portable Mono Auto.	-		Dual S/S			Luggage type: Light Brown & Ivory	9"x15"x18" (18 lbs.)	\$49.95
Phonola	762 The Nimbus	Portable Mono Auto,	===	2	Dual Sapphire	201	To the same of	Arctic Gray & Polaris White, pyroxylin coated		\$49.95
Phonola	1362 The Astronaut	Portable Stereo Auto.	5 50()	2	Dual Sapphire	Total Control	Marie Paris	Bahama Brown and Turf, Tan nubbed with Mandarin Orange		\$59.95
RCA Victor	3VA 1	Portable Mono		1	Dual Sapphire	-		Wood: Charcoal with White	8%"x15%"x1734" (22 lbs.)	\$49.95
Rheem Califone	31	Portable Mono Manual	4	1 -	Dual Sapphire		V.0020	Wood: Gray Leatherette Cover	11 lbs.	\$49.95
Rheem Califone	4J-8	Portable Mono Manual	5	1	Dual Sapphire			Wood: Gray Leatherette Cover	12 lbs.	\$54.95
Sonic	449	Portable Mono		1	10.20		-100	Blue or Brown	1911	\$39.95
Sonic	450	Portable Mono	7.7	1				Pyroxylin: Blue & White, Tan & White		\$44.95
Sonic	455	Portable		2				Brown & White		\$49.95
Sonic	460 -	Portable		4				Blue & White or Black & White	- Un	\$59.95
Sylvania	45P20	Portable Manual Mono	1000	1	. Dual Sapphire			Luggage type: Brown/White		\$49.95
Symphonic	3PN12	Portable		1	Dual Sapphire	-		Green, Tan or Gray with White	834"x14%"x14%" (171/2 lbs.)	\$31.00 to \$60.00
Symphonic	3PN14	Portable		2	Dual Sapphire			Gray, Gold or Blue	91/4"x183/4"x151/2" (231/2 lbs.)	\$49.95
Symphonic	3PA30	Portable	in di	-1	Dual Sapphire	AM	70000	Gold, Blue or Gray	91/4"x183/4"x151/2" (26 lbs.)	\$59.95
Symphonic	4PN20	Portable	_	2	Dual Sapphire		-	Tan or Blue .	91/4"x201/2"x141/4" (241/2 lbs.)	\$59.95
Teppaz-Benman	Oscar	Portable Mono Manual	3		Sapphire	-		Gray, Beige Leatheratte	13½"x11"x6¼" (10 lbs.)	\$49.95
V-M	317	Portable Mono		1	Sapphire	-		Gold or Blue on Off-White Pyroxylin	A STATE OF THE PARTY OF THE PAR	\$49.95
Webcor	1313	Portable Manual Stereo		2	Dual Sapphire			Wood-Leatherette	6"x151/2"x101/2" (13 lbs.)	\$39.95
Webcor	1351	Portable Mono Auto.	1		Dual Sapphire			Wood-Leatherette	9"x15"x161/4" (21 lbs.)	\$54.95
Westinghouse	62 MPS, 1, 2, 3	Portable Manual		2	Dual Sapphire	= ==//	asia.	Charcoal, Red & Turquoise, each with Starwhite	6"x193/16"x12%" (18 lbs.)	\$30-\$60
Westinghouse	75 AC 1, 2	Portable Mono								

\$61 to \$80

Y4621	Portable Mono Auto.	1.5	1	Dual Sapphire	AM	-	Pyroxylin coated	834"x151/2"x1734"	\$69.95
Y4631	Portable	4	2	Dual Sapphire			Pyroxylin coated	- 8%"x20%"x14%"	\$69.95
28W	Portable Stereo	-	2	Dual	(ma	**** **	Wood covered: 2-tone Black with Silver Overlay	22"x16"x81/2"	\$69.95
905	Portable	5	2	Dual Sapphire			Red & White pyroxylin-coated fabric	8"x16"x20" (30 lbs.)	\$79.95
9056	Portable	5	2	Dual Sapphire	T 192		Blue & Silver pyroxylin-coated fabric	8"x16"x20" (30 lbs.)	\$79.95
P2SA39	Portable		2	_		-	Washable Gold & White		\$69.95
P2SA37	Portable	(A)	2				Washable Brown & Beige	44	\$79.95
SA 306	Portable		2	Dual Sapphire			Pyroxlin on wood: Gold/Tweed	91/4"x18"x13" (22 lbs.)	\$64.95 to \$79.95
M-1608	Portable	200	2	Dual Sapphire	1		Pyroxylin coated: Gray/White	241/2"x16%"x934" (32 lbs.)	\$79.95
	905 9056 925A39 P25A37 5A 306	Y4631 Portable 28W Portable Stereo 905 Portable 9056 Portable P2SA39 Portable P2SA37 Portable SA 306 Portable	Y4631 Portable 4 28W Portable Stereo — 905 Portable 5 9056 Portable 5 P2SA39 Portable — P2SA37 Portable — SA 306 Portable —	Y4631 Portable 4 2 28W Portable Stereo — 2 905 Portable 5 2 9056 Portable 5 2 P2SA39 Portable — 2 P2SA37 Portable — 2 SA 306 Portable — 2	Y4631 Portable 4 2 Dual Sapphire 28W Portable Stereo — 2 Dual Sapphire 905 Portable 5 2 Dual Sapphire 9056 Portable 5 2 Dual Sapphire P2SA39 Portable — 2 — P2SA37 Portable — 2 — SA 306 Portable — 2 Dual Sapphire	Y4631 Portable 4 2 Dual Sapphire — 28W Portable Stereo — 2 Dual Sapphire — 905 Portable 5 2 Dual Sapphire — 9056 Portable 5 2 Dual Sapphire — P2SA39 Portable — 2 — — P2SA37 Portable — 2 Dual Sapphire — SA 306 Portable — 2 Dual Sapphire —	Y4631 Portable 4 2 Dual Sapphire — — 28W Portable Stereo — 2 Dual Sapphire — — 905 Portable 5 2 Dual Sapphire — — 9056 Portable 5 2 Dual Sapphire — — P2SA39 Portable — 2 — — — P2SA37 Portable — 2 Dual Sapphire — — SA 306 Portable — 2 Dual Sapphire — —	Y4631 Portable 4 2 Dual Sapphire — Pyroxylin coated 28W Portable Stereo — 2 Dual — — Wood covered: 2-tone Black with Silver Overlay 905 Portable 5 2 Dual Sapphire — Red & White pyroxylin-coated fabric 9056 Portable 5 2 Dual Sapphire — Blue & Silver pyroxylin-coated fabric P2SA39 Portable — 2 — — Washable Gold & White P2SA37 Portable — 2 — — Washable Brown & Beige SA 306 Portable — 2 Dual Sapphire — Pyroxlin on wood: Gold/Tweed	Y4631 Portable 4 2 Dual Sapphire — Pyroxylin coated 83/6"x20%"x143/4" 28W Portable Stereo — 2 Dual — Wood covered: 2-fone Black with Silver Overlay 22"x16"x81/2" 905 Portable 5 2 Dual Sapphire — Red & White pyroxylin-coated fabric 8"x16"x20" (30 lbs.) 9056 Portable 5 2 Dual Sapphire — Blue & Silver pyroxylin-coated fabric 8"x16"x20" (30 lbs.) P2SA39 Portable — 2 — — Washable Gold & White — P2SA37 Portable — 2 — — Washable Brown & Beige — SA 306 Portable — 2 Dual Sapphire — Pyroxlin on wood: Gold/Tweed 91/4"x18"x13" (22 lbs.)

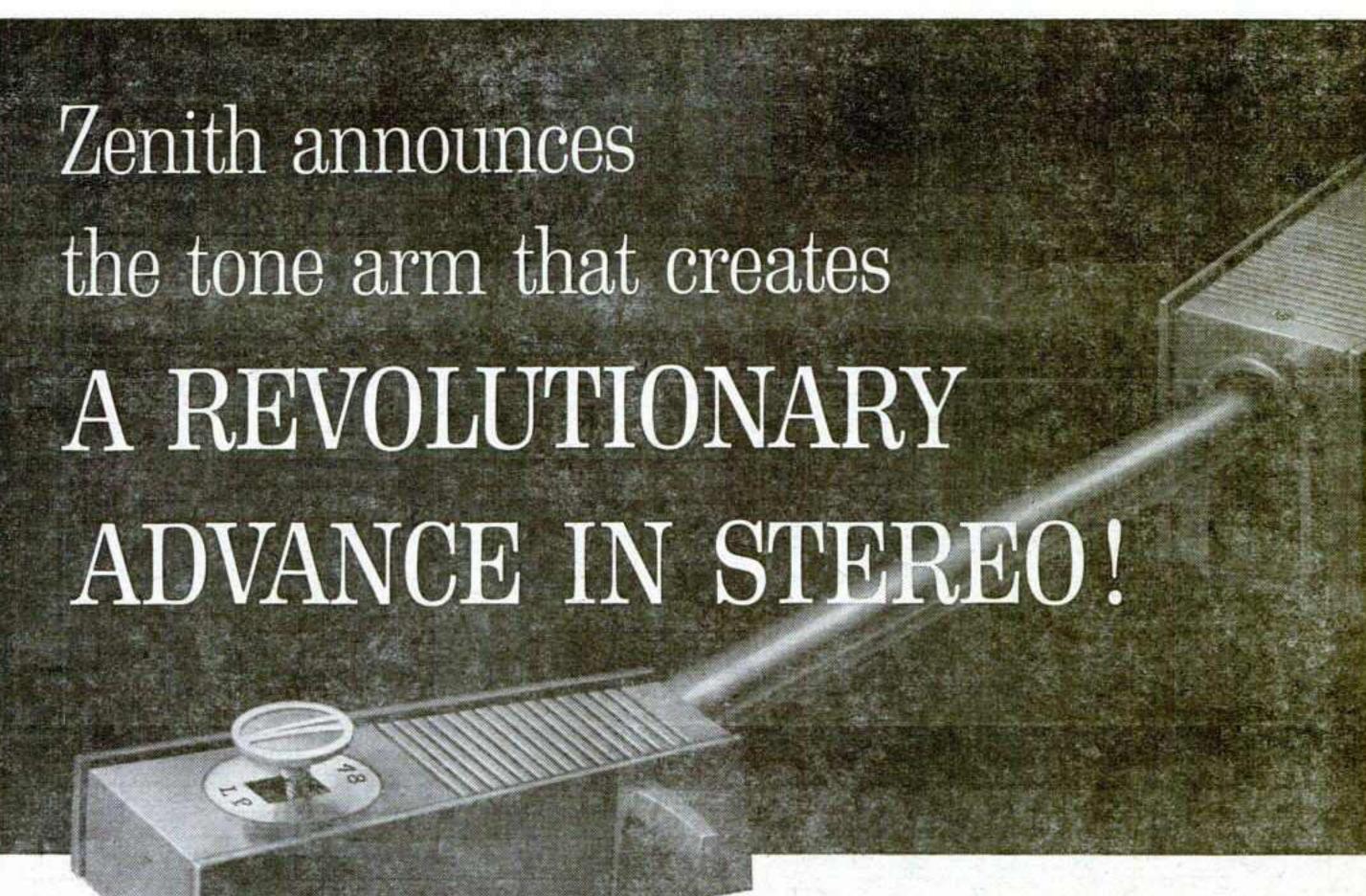
Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	(Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Decca	DP-654	Portable	510	2	Dual Sapphire	(1)	8 811 11	Leatherette Black & Turquoise with White contrast	9"x21½"x15½"	\$64.95
Decca	DP-490	Portable Mono Auto.		1	Dual Sapphire			Leatherette Olive/Beige	1534"x9"x1734"	\$69.95
Decca	DP-661	Portable	5	2	Dual Sapphire	12-2		Pigskin: Silver Gray/Black, Tan/Black	934"x23"x161/2"	\$79.95
Delmonico	6464	Consolette	251102	4	Dual Sapphire	AM	Tests.	Wood	23"x28%"x14½"	\$79.95
Emerson	Wondergram	Transistor Port., Mono; Man.	700	1	Single Sapphire	(SH4)	(d=3)	Black Plastic, Gold Metal Trim	43/4"x8 11/16"x2 11/16"	\$68.00
General Electric	RP 1550	Portable		2	Dual Sapphire			Dark Green-Black, pyroxylin covered wood	17"x19"x9" (23 lbs.)	\$69.95
Magnavox	Saratoga 2-SC238	Portable		2	Dual Diamond		ZEZA.	Luggage type: choice colors	9"x15½"x18¼"	\$79.90
Mercury	AG 4026	Portable mono manual (battery operated)	4 to 5	1	Dual D/S			Plastic: brown and beige	12¼"x4½"x9½" (8 lbs.)	\$59.95
Motorola	\$P42	Portable	·	2	Dual Sapphire	-	No	Red & Silver, Green & Silver	-	\$79.95
Olympic	SA221	Portable		2	Dual Sapphire		-	Vinyl covered: Flame/Gray or Blue/White	81/2"x141/2"x153/4" (23 lbs.)	\$64.95
Olympic	5A223	Portable	lares	2	Dual Sapphire	U-	-	Vinyl covered: 3 two-tones	9"x15"x21" (26 lbs.)	\$69.95
Philco	1424 CG	Portable Stereo	-	2	Dual S/S		75518	Luggage type Green & Gray	9"x20"x2034" (26 lbs.)	\$79.95
Philco	1427 BU	Portable Stereo		2	Dual S/S	5.50	See N	Luggage type Metallic Blue	9"x20"x2034" (26 lbs.)	\$79.95
Phonola	1462 The Triumph	Portable Automatic	e 5 <u>245</u>	3	Dual Sapphire	17 <u>20-</u>		4-tone cover of Iridescent Blue and French Gray, banded in Mandarin Orange and white		\$79.95
Phonola	4560 Audio-Visual	Portable	10 000	2	Dual Sapphire	3==	. 	Leatherette: Smoked Gray & Charcoal	456 h	\$79.95
RCA Victor	3VC1	Portable Stereo	-	2	Dual Sapphire	2575	-	Wood: Cocoa Brown with Ivory	9"x15%"x20%" (27 lbs.)	\$79.95
Rheem Califone	5J-7C	Portable Mono Manual	12	1	Dual Sapphire	980E		Wood: Gray leatherette cover	9"x13%"x1734" (20 lbs.)	\$69.95
Rheem Califone	6V-7C	Portable Mono Manual	10	1	Dual Sapphire			Wood: Gray leatherette cover	11%"x1134"x1534" (12 lbs.)	\$78.50
Sonic	461	Portable		4	-		1-	Brown & White or Gray & White		\$69.95
Symphonic	4PN21	- Portable		2	Dual Sapphire	-		Gray or Brown	934"x2334"x18" (32 lbs.)	\$79.95
Teppaz-Benman	Oscar Sr.	Portable Stereo Manual	3	2	Sapphire	3800	-	Blue/Gray or Leather	13"x10"x61/4" (14 lbs.)	\$69.95
Teppar-Benman	Transit	Portable Mono Manual		1	Sapphire	57052	<u> 2002</u> 9	Pigskin, Parchment, Checked or Tartan Plaid	81/2 lbs.	\$69.95
V-M	305	Portable	G erral	2	Sapphire		<u></u> :		, -	\$69.95
V-M	334	Portable	1077	o⁴ 3	Sapphire	8500	NAME OF THE PARTY	1 -1-1	5 5	\$79.97
Webcor	1352	Portable	-	2	Dual Sapphire	Sur-	25	Wood-Leatherette	9"x15"x19¾" (32 lbs.)	\$79.95
Westinghouse	84 ACR 1	Portable Mono		1	Dual Sapphire	AM	-	Grecian Gray	834"x1534"x17 1/16" (24 lbs.)	\$60-\$80
Westinghouse	86 AC\$ 1, 2	Portable		2	Dual Sapphire	200		Metallic Gray or Tan	8%"x24%"x13%" (60 lbs.)	\$60-\$80
Zenith	KP\$45	Portable Stereo		2	Dual Sapphire			Wood: Gold & White	201/4"x18 9/16"x91/4" (251/2 lbs.)	app. \$79.95
Zenith	The Bolero KP\$451	Portable	N ewso	2	Sapphire	-	-	Antique Gold & White	91/4"x201/6"x18 9/16" (25 lbs.)	\$79.95

\$81 to \$100

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Admiral	Y4614	Portable	4	2	Dual Sapphire	-	-	Pyroxylin coated	8%"x23½"x16½"	\$99.95
Arvin	72P25	Portable	_ <u>2</u> _6	2	Dual Sapphire	AM		Pyroxylin on wood: Blue/White	161/2"x191/2"x93/4" (23 lbs.)	\$89.95
Arvin	91P38	Portable	2	3	Dual Sapphire	-1177	Name de	Pyroxylin on wood: Cordovan/Beige	20"x22"x10 (30 lbs.)	\$99.95
Boetsch	SD55	Portable Stereo	-	3	Dual	-33		Wood covered: 2-tone Brown	22"x16"x18½"	\$89.95
Bulova	906	Portable Stereo	8	3	Dual Sapphire		(enc)	Blue & Antique White pyroxylin-coated fabric	834"x151/2"x2234" (30 lbs.)	\$99.95
Bulova	9067	Portable	8	2	Dual Sapphire	55753	i e me:	Beige, Brown & White pyroxylin-coated fabric	8%"x151/2"x2234" (30 lbs.)	\$99.95
Capitol	\$A308	Portable	10	2	Dual Sapphire		(to 1/)	Pyroxlin on wood: Silver Gray/Off White	91/2"x27%"x131/2" (25 lbs.)	\$84.95 to \$99.95
Columbia	M-1610	Portable		4	Diamond/Sapphire	-		Pyroxylin coated: Black/Silver-Gray	181/2"x133/4"x93/4" (37 lbs.)	\$99.95
Decca	DP-492	Portable Mono Auto.	HINE:	1	Dual Sapphire	AM/FM	2000	Leatherette: Black/White	16"x9"x19½"	\$89.95
Decca	DP-670	Portable		4	Dual Sapphire	-	**************************************	Leatherette: Wine/Silver Gray	93/6"x15"x161/2"	\$99.95
Delmonico	10334	Consolette	24	4	Dual Sapphire	AM/FM		Wood	23"x25%"x14½"	\$99.95
Dynavox	622	Portable		2	-			Gray & Silver, Brown & Belge		\$84.50
Dynavox	623	Portable		2	_	estance and the second		Charcoal Gray & Silver, Autumn Brown & Belge		\$99.50
General Electric	RP 2040	Portable	마루프립	2	Dual Sapphire		-	Ivory-Tan vinyl-clad steel	23"x9"x14" (23 lbs.)	\$99.95
Gotham	1303	Portable	4	4	Dual Sapphire					\$99.95
Gotham	1306	Portable	25	6	Dual Sapphire		_			\$99.95
Magnevox	Stereorama 1-SC229	Portable Stereo	10	2	Dual Sapphire	-	Hill s	Luggage type: Choice of colors	9"x16"x18"	\$99.90
Magnavox	Stereograph 2-SC235	Portable Stereo		2	Dual Diamond	me.	1205 8	Luggage type: Various	9"x26"x14"	\$99.90
Magnavox	Holiday 4-5C242	Portable Stereo	-	. 2	Dual Diamond	77	4000	Luggage type: Various	9½"x16¾"x23¼"	-\$99.90
Majorette	754	- Portable	12	4	Dual Diamond		-	Black, Blue or Brown & Ivory	25 lbs.	\$89.95
Motorela	5P44	Portable		3	Dual Sapphire	12	12:11:0	Bison Brown, Parchment White	The state of the s	\$99.95
Olympie	728	Console	5	3	Dual Sapphire	AM		Hardboard, Mahogony, Oak	28"x22"x16\/2"	\$81.00 to \$100.00
Olympic	1700	Console	10	2	Dual Sapphire		0.55	Herdboard, Mahogony, Oak or Walnut	271/4"x30"x161/2"	\$81.00 to \$100.00
Olympic	SA225	Portable	-	- 2	Dual Sapphire	/ 		Vinyl covered: White/Charcoal or Brown/Blue	9"x17"x22" (30 lbs.)	\$99.95
Phileo	1426 BW	Portable Stereo		3	Dual 5/5	-		Wood/Luggage finish	9"x221/2"x18" (30 lbs.)	\$99.95
Philco	1429 GR	Portable Stereo		3	Dual 5/S			Wood: Vinyl clad	9"x221/2"x18" (30 lbs.)	\$99.95
Phonola	1762 The Zephyr	Portable	7	3	Dual DiamondSapphire			Simulated Alligator Grain via Appla Brown with Roman White frim		\$99.95
RCA Victor	3VC3	Portable Stereo	<u></u>	2	Dual Sapphire			Wood: Green with Gray	101/4"x261/6"x13%" (31 lbs.)	\$99.95
Rheem Califone	7V-7C	Portable Mono Manual	12	1	Dual Sapphire			Wood: Gray Leatherette cover	9"x131/4"x173/4" (20 lbs.)	\$86.50
Sonic	470	Portable	10	8	Diamond	200		Black & Tan		\$99.95
Sonic	480	Console	10	4	-		-	Mahogany, Walnut or American Walnut	36"	\$99.95
Sylvania	45P25	Portable	4	2 .	Dual Sapphire	2399	261125	Luggage style-Brown/White, Gray/White	8%"x16¼"x12%"	\$79.95 to \$89.95
Sylvania	45P26	Portable	4	2	Dual Sapphire			2-tone Gray, 2-tone Brown	93/6"x20"x161/2"	\$99.95
Symphonic	4PN22	Portable	10	4	Dual Sapphire	445		Black or Tan	1434"x271/4"x10" (321/2 lbs.)	\$89.95
Symphonic	4CN19	Console	10	2	Dual Sapphire	(***	-	Mahogany, Light & Dark Walnut Resist-A-Mar finish	291/4"x323/4"x151/2"	\$99.95

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Steree Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Symphonic	4PN49	Portable	10	5 T 4	Dual D/S	-	7	Blue or Brown	9"x15"x161/2" (38 lbs.)	\$99.95
Teppaz-Benman	Oscar Stereo	Portable	6	2	Sapphire			Vinyl	16"x12"x6" (17 lbs.)	\$99.95
Teppaz-Benman	Stereolux	Portable Stereo Manual	6	2	Sapphire		-	Blue/Gray or Leather	16"x12"x8" (20 lbs.)	\$99.95
V-M	341	Portable		2	Dual Sapphire	10.0	1000			\$99.95
Webcor	1353	Portable		2	Sapphire			Wood-Leatherette	9"x15"x1934" (32 lbs.)	\$89.95
Webcor	1356	Portable	STILL STEEL	3	Dual D/S			Wood-Leatherette	16"x25"x9" (34 lbs.)	\$99.95
Westinghouse	88 ACS 1	Portable		1	Dual Sapphire			Charcoal	8%"x2034"x16%" (34 lbs.)	\$80-\$100
Zenith	KPS50	Portable Stereo		2	Dual Sapphire	-		Wood: Black & Gold color Durastron	9"x1734"x2336" (27 lbs.)	\$99.95
Zenith	Stereo-Teen KPS50L	Portable	·• • • •	2	Sapphire		1	Black & Gold	9"x1734"x456" (271/2 lbs.)	\$99.95
\$101	to \$15	0	0 5 ± 8		8	**		NEW HER		1
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Admiral Admiral Admiral Arvin Arvin Bulova	Y4691 Y4659 Y4701 72P59	Console Portable Console	3 12 4	4	Dual Sapphire Dual Sapphire		==	Wood Grain on Hardboard Pyroxylin coated	27¼"x31%"x16¼" 8%"x14%"x17	\$139.95 \$139.95
Admiral Admiral Arvin Arvin	Y4659 Y4701			4	Dual Sapphire	-		Pyroxylin coated	8%"x14%"x17	\$139.95
Arvin Arvin Arvin	12000-315	Console		10.40						
Arvin Arvin	72959		-	4	Dual Sapphire	Optional	Optional	Wood Grain on Hardboard	281/4"x40"x151/2"	\$149.95-\$169.95
Arvin		Portable		2	Dual Sapphire	AM/FM	100	Pyroxylin on wood: Charcoal/Gray	18¼"x20"x9¼" (28 lbs.)	\$119.95
TATACOTA	92P48	Console	2	3	Dual Sapphire			Walnut	40"x15½"x27½"	\$129.95
Bulova	92P48	Portable	5	5	Dual Sapphire	31 111111		Pyroxylin on wood: 2-tone Tan	191/2"x141/2"x351/2" (50 lbs.)	\$139.95
	907	Portable Stereo	8	3	Dual Sapphire	AM	-	Blue & Silver, pyroxylin coated	81/2"x17"x213/4" (35 lbs.)	\$139.95
Capehart	P4A538	Portable		4	- <u> </u>	0.50	25-20	Black & Silver Trim, washable		\$129.95
Capitol	CS 321	Console		2	Dual Sapphire			American Walnut-Resist-A-Mar on wood	291/4"x323/4"x151/2"	\$109.95 to \$124.9
Capitol	7241	Portable	10	4	Dual Diamond	- I (#30F)	8	Pyroxlin on wood: Mandan Black	9"x231/2"x18" (36 lbs.)	\$119.95 to \$129.9
Capitol	7281	Portable	20	6	Dual Diamond		119915	Pyroxlin on wood: Black	9"x151/2"x191/4" (50 lbs.)	\$139.95 to \$149.9
Columbia	M-1612	Portable	- K	6	Diamond/Sapphire			Pyroxylin coated: Ivory/Copper/Bronze	151/2"x201/6"x9" (50 lbs.)	\$149.95
Decca	DP-286	Portable	10	2	Dual Sapphire	-	27	Leatherette Black/Silver	9"x161/2"x181/2"	\$109.95
Decca	DP-116, 117	Console		2	Dual Sapphire	BIN/AE	V - 22 - 2	Mahogany, Walnut	28¼"x28¼"x15½"	\$109.95-\$114.95
Decca	DP-298	Portable	15	-4	Dual Sapphire			Leatherette: Dark Brown	91/4"x163/4"x201/2"	\$129.95
Decca	DP-636	Portable	10	4	Dual Sapphire	Sansy.	Wasan	Fabric: Silver/Gray	15"x17"x1034"	\$139.95
Decca	DP-614	Portable	20	4	Dual Sapphire		25-31	Leatherette: Black/Gray	6"x16"x181/2"	\$149.95
Decca	DP-316, 317, 318	Console	15	4	Dual Sapphire	(101	100	Mahogany, Walnut, Fruitwood	281/4"'x36"'x161/4"	\$149.95-\$159.95
Delmonico	12254	Consolette		4	Dual Sapphire	FM/AM	Optional	Wood	23"x25%"x141/2"	from \$119.95
Delmonico	12284	Console	- CT	4	Dual Sapphire	FM/AM	Optional	Wood	30"x28"x14"	\$139.95
Dynavox	624	Portable		4	12-12-			Brown & Beige, Gray & Silver	-	\$129.50
Emerson	P1914	Console		2	Dual Sapphire			Mahogany, Blond Mahogany or Walnut	35"x29%"x17 15/16"	\$149.95-\$159.95
General Electric	RP 2050	Portable	23	4	Diamond/Sapphire	25.97	277.74	Charcoal-Metallic, Beige-Vinyl Clad Steel	24"x9"x14" (33 lbs.)	\$129.95
General Electric	RC 3100	Console		2	Dual D/S			Veneered Mahogany, Walnut and Maple	38"x16"x27"	\$149.95 and up
Magnavox	Duette 1-SC239	Portable	10	2	Dual Diamond		tott a	Luggage-type, various colors	9"x26"x14"	\$125.00
Magnavox	Duette 1-SC236	Portable Stereo	10	2	Dual Diamond	0		Luggage type, choice of colors	11"x28"x15"	\$139.90
Magnavox	Quartette 1-SC246	Portable Stereo	10	4	Dual Diamond	-		Luggage type, choice of colors	9"x18"x24"	\$139.90
Magnavox	1-SC265	Console	15	4	Dual Diamond			Mahogany, Dark Walnut	26"x36"x16"	\$149.50
Magnavox	Quintette 1-ST270	Portable	10	4	Dual Diamond	FM	- 111 2	Luggage type, choice of colors	9"x18"x15"	\$149.90
Majorette	862	Portable	14	8	Dual Sapphire	8 8271		Black or Brown & Ivory	30 lbs.	\$109.95
Majorette	162	Console	16	4	Dual Sapphire	-		Walnut	60 lbs.	\$129.95
Mercury	AG 9115	Portable	10	2	Dual D/S		-	Solid wood covered in two-tone gray simulated leather	161/4"x9"x161/2" 24 lbs.)	\$139.50
Motorola	SK100 -	Console Stereo		3	Dual Sapphire	-	1111	Contemporary Mahogany, Walnut, Oak		\$129.95
Motorola	SK101	Console Stereo	-	3	Dual Sapphire	FM/AM Optional		Contemporary, Mahogany, Walnut, Blond	A TOTAL INC.	\$149.95
Motorola	SP43	Portable		2	Dual Sapphire			Gold & Brown		\$149.95
Motorola	SP45	Portable	4	3	Dual Sapphire			Egyptian Gold		\$149.95
Olympic	SA227	_ Portable		4	Dual Sapphire			Vinyl covered White & Charcoal, Brown	11"x17"x22" (31 lbs.)	\$129.95
Olympic	1705	Console	10	6	Dual Sapphire	-		Hardboard, Mahogany, Oak, Walnut, Ebony	2636"x38%"x161/2"	\$129.95-\$139.95
Phileo	1526 BL	- Portable Stereo	12	5	Dual D/S	172		Wood: Luggage finish Dark Brown	9½"x24½"x21 (35 lbs.)	\$139.95
Philco	1528 GY	Portable Stereo	12	5	Dual D/S			Wood: Luggage finish Gray	9½"x24½"x21 (35 lbs.)	\$139.95
Philco	1650 MB	Console		5	Dual Sapphire			Contemporary Brown, Mahogany	2794"x38"x15%"	\$149.95
Phonola	1862	Console	12		Dual Sapphire			Walnut		\$139.95
Phonola	The Cosmic	Console	12	4	Dual Sapphire) North	K.	Mahogany		\$139.95
Phonola	The Cosmic	Portable	Ti Yan	4	Dual D/S	Copt	PERMIT	Gray Leatherette trimmed with Silver Tic.		\$149.95
Phonola	The Urbanite	Consolette	7.5	4	Dual D/S	FM/AM		Covering of Black Diamond with accent	<u> </u>	- \$149.95
RCA Victor	The Equinox 3VC6	Postable Cterra	78/18n		Burt Burt	70.55		of Jet White & French Gray	14 5 (0011-05 11-0 00 (001) 440 11-1	4100.00
RCA Victor	3VC8	Portable Stereo		2	Dual Sapphire		_=_	Metal: Beige	16 5/32"x25½"x8 29/32" (48 lbs.)	\$129.95
RCA Victor	3VE07	Cont. Console	20	4	Dual D/S			Metal: Charcoal	16 5/32"x25¾"x8 29/32" (48 lbs.)	\$149.95
Rheem Califone	12 MV	Portable Mono Manual	20	44	Dual Sapphire	2 10 1	J 	Autumn Mahogany	291/4"x32"x163/4"	\$149.95
Rheem Califone	15 V	Portable Mono Manual	18		Dual Sapphire	7.77	-	Wood: Gray leatherette cover	21"x18"x15" (20 lbs.)	\$109.95
Sonic	466	Console			Dual Sapphire			Wood: Gray leatherette cover	16"x13½"x11¾" (22 lbs.)	\$146.50
Sonic	- 481	12/00/02/02/03	10	- 1			1 ===	Mahogany or Walnut	36"	\$109.95
Sonic	467	Console	10	- 1		AM		Mahogany, Walnut or American Walnut	36"	\$119.95
65/0007	482	Console	10	4		AM		Mahogany or Walnut	36"	\$129.95
Sonic		Console	10	4			TOTAL CO.	Mahogany or Walnut	48"	\$129.95
Sonic	ALC: NO	Console	- 60	4	-	FM/AM	-	Mahogany or Walnut	36"	\$149.95
Sonic	468							20.15.025.00 Little 0.2010.00		
	483 45P27	Console Portable	10	4	Dual Sapphire	AM		Mahogany or Walnut Gray composition	48" 834"x15%"x14%"	\$149.95 \$129.95



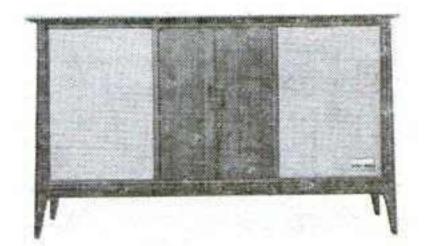
Only 2 grams (1/14 oz.) the lightest needle pressure of any home console changer!

The Zenith Micro-Touch 2G Tone Arm gives you the greatest stereo separation—the finest sound reproduction ever achieved in a home console! Plays your records a lifetime with virtually no record wear! It is exclusive in Zenith stereo instruments!

SEE THE WIDE SELECTION OF FINE FURNITURE STYLING AT YOUR ZENITH DISTRIBUTOR'S NOW!

Now Zenith brings you the most demonstrable sales and performance features ever built into high fidelity stereo instruments!

For now all-new 1963 Zenith stereo features the amazing Micro-Touch 2G Tone Arm with a revolutionary new "free-floating" cartridge. It gives the lightest needle pressure ever achieved in a home

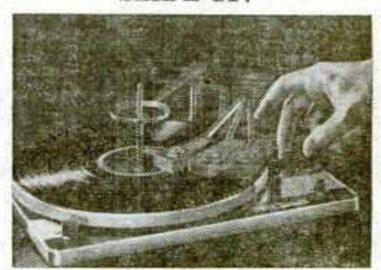


console changer. The needle literally "floats" in the groove—allowing your customers to play their favorite records a lifetime with virtually no wear!

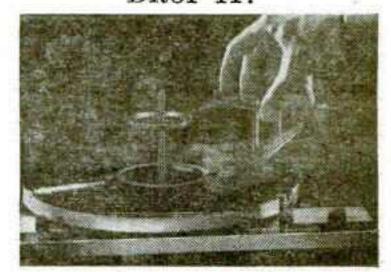
It's impossible to accidentally ruin valuable stereo records—even if the tone arm is dropped, bounced or slid across the record. There's even an automatic brush that cleans the needle twice—before and after each play!

The new Micro-Touch 2G Tone Arm comes in a complete selection of 23 Zenith Quality fine furniture stereo consoles and portable table models starting at \$149.95*.

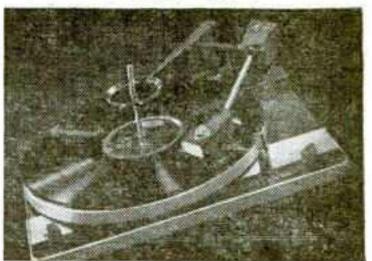
SLIDE IT!



DROP IT!



TILT IT!



IT'S IMPOSSIBLE TO ACCIDENTALLY RUIN STEREO RECORDS!

BUIN STEREO

The Micro-Touch 2G Tone Arm is a joint development of Zenith and CBS Laboratories.

ZENITH RADIO CORPORATION, CHICAGO 39,
ILLINOIS. IN CANADA:
ZENITH RADIO CORPORATION OF CANADA,
LTD., TORONTO, ONTARIO. The Royalty of
television; stereophonic high fidelity
instruments, phonographs, radios and
hearing aids. 44 years of leadership in
radionics exclusively. *Manufacturer's
suggested retail price. Slightly higher in
various Southern and Western areas. Specifications subject to change without notice.

ZENTTE

The quality goes in before the name goes on

Сомрану	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Sylvania	SC25	Console	. 5	4	Dual Sapphire	508/	-	Mahogany, Walnut & Maple veneers	28"x321/4"x16 1/6"	\$139.95
Symphonic	4PF59	Portable	8		Dual Sapphire	FM/AM		Black or Gray	9¼"x24½"x20½" (35 lbs.)	\$119.95
Symphonic	4PS33	Portable	12	4	Dual Sapphire	AM	Included	Mahogany, Light & Dark Walnut,	541/2 lbs. 291/4"x323/4"x151/2"	\$119.95
Symphonic	4CA70	Console	10	2	Dual Sapphire	- CM		Resist-A-Mar finish	27/4 X3244 X15/2	\$129.95
Symphonic	4CN52	Console	10	6 1	Dual Sapphire	7 <u>5031</u> V	Caure of Carrier	Mahogany, Walnut or Oak	29"x44½"x14"	\$139.95
Symphonic	4CN53	Console	10	6	Dual Sapphire			Mahogany, Walnut or Oak, Resist-A-Mar finish	291/4"x43"x181/4"	\$139.95
Symphonic	4PN27	Portable	20	4	Dual D/S			Gray	10"x261/4"x211/4" (49 lbs.)	\$139.95
V-M	249	Portable	Lumino.	2	Sapphire					\$119.95
V-M	357	Console		4	Dual D/S			-		\$129.95
V-M	825	Console	20	2	Dual Sapphire	-	190-1	71 (54)	- 10	\$129.95
V-M	316	Portable		4	Diamond/Sapphire	-	-	Brown Pyroxylin	V ES ME	\$149.95
V-M	837	Console	20	2	Dual Sapphire	-		Cherry	_	\$149.95
V-M	838	Console	20	2	Dual Sapphire		_7_	Walnut		\$149.95
Webcor	1357	Portable		4	Single Diamond			Wood: Leatherette	10"x20"x13" (29 lbs.)	\$129.95
Webcor	1354	Portable	100	5	Single Diamond	SEXER	11.00 P.1100	Wood: Leatherette Antique Charcoal or Brown	9¼"x15"x20½" (30 lbs.) . 9"x24¾"x18¼" (44 lbs.)	\$144.50
Westinghouse Westinghouse	79ASC 1, 2 90 ACS	Portable Portable		2 2	Dual Sapphire Dual Sapphire	-		Maple, Mahogany or Walnut Grain	28"x29"x16½" (75 lbs.)	\$100.00-\$150.00 \$100.00-\$150.00
westingnouse	70 ACS	Politable	(s 20,0		Door Sappinie	1800ms	DESCRIPTION OF THE PERSON OF T	finish on wood	/ / / / / / / / / / / / / / / / / / / /	\$100.00-\$150.00
Zenith	KPS80	Portable Stereo		5	Dual Sapphire			Wood: Tan & Black color Durastron	81/a"x231/2"x20%"	\$149.95
Zenith	The Metropolitan KPS80L	Portable		5	Sapphire			Metalic Golden Beige	8%"x231/2"x20%"	\$149.95 ·
\$151	to \$20	0		2	W.		(2).			
Admiral	Y4677	Portable	12	4	Dual D/S	9- 0	##J	Pyroxylin coated	10"x15¾"x20¾"	\$159.95
Admiral	Y4721	Console	5	4	Dual D/S	Optional	Optional	Wood grain on hardboard	281/4"x46"x16"	\$170 to \$200
Arvin	72P68	Console	2	3	Dual D/S	AM/FM	22.0	Walnut	40"x151/4"x271/2"	\$159.95
Arvin	72988	Console	5	5_	Dual D/S	AM/FM FM-MPX	Included	Walnut	44"x16"x28\/4"	\$199.95
Bulova	908	Portable Stereo	15	3	Dual Sapphire	AM		Black & Gray pyroxylin-coated fabric	91/2"x181/2"x221/2" (35 lbs.)	\$169.95
Bulova	909	Consolette	15	3	Dual Sapphire	FM/AM		Walnut wood/veneer	93/4"x241/2"x211/2"	\$199.95
enadian Marconl		Console	(1000);	-		2536-951-2	-	Veneers of Walnut & Oiled Walnut	36"x281/2"x1674"	\$160.00
Control	3502					***				
Capitol	CT322	Console	10	2	Dual Sapphire	FM-AM	The second second	American Walnut-Resist-A-Mar on wood	291/4"x323/4"x151/2"	From \$189.95
Delmonico	M-1614 21204	Portable Console		6	Diamond/Sapphire	FM/AM	Included	Pyroxylin coated Black/White Wood	15%"x19%"x9" (45 lbs.)	\$199.95 \$199.95
Delmonico	21504	Console		- 6	Dual Sapphire Dual Sapphire	FM/AM FM/AM	Optional Optional	Wood	38½"x27½"x15" 25"x32"x15"	\$179.95
Delmonico	JM 321	Console	25552	6	Dual Sapphire	FM/AM	Optional	Wood	50"x29%"x171/4"	\$199.95
Delmonico	Korting 931	Console			Sapphire	FM/AM	Optional	Wood	2434"x34"x16"	\$199.95
Dynavox	615	Portable	20	6	Dual Diamond			Ebony or Brown & Beige		\$189.50
Emerson	P1915	Console		2	Dual Sapphire	FM/AM	Optional	Mahogany, Walnut	35"x291/4"x17 15/16"	\$199.95 to \$209.9
eneral Electric	RP 2060	Portable	-	4	Dual D/S		(2.42)	Black-Executive Walnut, Vinyl-Clad Steel	241/2"x9"x14" (37 lbs.)	\$159.95
eneral Electric	RP 1590	Portable	1216	4	Dual D/S	12/12	200	Charcoal, pyroxylin-covered wood	28"x17"x91/2" (45 lbs.)	\$169.95
eneral Electric	RC 1641	Console	5	2	Dual D/S			Veneered Walnut & Maple	42"x9"x16"	\$179.95
eneral Electric	RC 3110	Console	24	2	Dual D/S	FM/AM	Optional	Veneered Mahogany, Walnut & Maple	38"x16"x27"	\$199.95 and up
ieneral Electric	RP 2080	Portable -		10.4	Dual D/S			Black-Antique, Leather-White, Vinyl-Clad Steel	50"x9"x16" (47 lbs.)	\$199.95
KLH	No. 11	Portable Stereo	15		Dual Diamond			Luggage-type Vinyl-Clad "Contourlite"	26 lbs.	\$199.00
Magnavox	1-SC271	Console	15	4	Dual Diamond			Mahogany, Cherry or Dark Walnut	26"x39"x17"	\$169.50
Magnavox	1-SC277	Console	15	4	Deal Diamond			Mahogany or Dark Walnut	27"x41"x18"	\$159.50
Magnavox	1-5T266	Console	15	- 4	Dual Diamond	FM/AM	Optional	Dark Walnut, Mahogany	26"x38"x16"	\$198.50
Motorola	SK102	Console Stereo	distinct a	3	Dual Sapphire	FM/AM	Optional	Contemporary Mahogany, Walnut, Blond	<u> 144</u> ((\$179.95
Motorola	SP29-1	Portable	12		Dual Sanahira	Optional	9000	& Maple		\$199.95
Motorola	5K103	Console Stereo	8	5	Dual Sapphire Dual Sapphire	FM/AM	Optional	Black/Gold Contemporary Mahogany, Walnut, Blond		\$179.00
2459.70534m	400000	Province Leave to				Optional	-haining:	(veneers & hardwood solids)		-, -
	1000	Console	10	6	Dual Sapphire	AM	100	Hardboard: Mahogany, Oak, Walnut	28"x41"x16%"	\$169.95 to \$179.9
Olympic	1900	ATTACAMES.						LOS MANAGES AND	Validation subsequently and the	and the second second
Olympic	1910	Console	16	6	Dual Sapphire	AM/FM		Hardboard: Mahogany, Oak, Walnut	28"x41"x16%"	
Olympic Packard-Bell	1910 RPC-18	Console Traditional Console	16 15	2	Dual Diamond	AM/FM AM/FM		Wood veneers: Mahogany, Walnut, Maple	44"x293/s"x16"	\$199.88
Olympic Packard-Bell Philco	1910 RPC-18 1650 WA	Console Traditional Console Console	16 15	2 5,	Dual Diamond Dual Sapphire	AM/FM AM/FM	=	Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut	44"x29%"x16" 27%"x38"x15%"	\$199.88 \$159.95
Olympic Packard-Bell	1910 RPC-18	Console Traditional Console	16 15	2	Dual Diamond	AM/FM AM/FM		Wood veneers: Mahogany, Walnut, Maple	44"x293/s"x16"	\$199.88
Olympic Packard-Bell Philco Philco	1910 RPC-18 1650 WA 1532 BE	Console Traditional Console Console Portable Stereo	16 15 —— 12	2 5, 6	Dual Diamond Dual Sapphire Dual D/S	AM/FM AM/FM ——		Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light	44"x29%"x16" 27%"x38"x15%" 19"x24%"x9%" (42 lbs.)	\$199.88 \$159.95 \$169.95
Olympic Packard-Bell Philco Philco Philco	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB	Console Traditional Console Console Portable Stereo Console	16 15 —— 12	5 6 5	Dual Sapphire Dual D/S Dual Sapphire	AM/FM	-	Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed	44"x29%"x16" 27%"x38"x15%" 19"x24%"x9%" (42 lbs.) 27%"x38"x15%"	\$199.88 \$159.95 \$169.95 \$169.95
Olympic Packard-Bell Philco Philco Philco Philco	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The	Console Traditional Console Console Portable Stereo Console Console	16 15 12 	5 6 5	Dual Sapphire Dual D/S Dual Sapphire Dual Sapphire	AM/FM AM/FM —— —— FM/AM	-	Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany	44"x29%"x16" 27%"x38"x15%" 19"x24%"x9%" (42 lbs.) 27%"x38"x15%" 27%"x38"x15%"	\$199.88 \$159.95 \$169.95 \$169.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight	Console Traditional Console Console Portable Stereo Console Console Console	16 15 12 20	5 6 5 5	Dual Diamond Dual Sapphire Dual D/S Dual Sapphire Dual Sapphire Dual D/S	AM/FM FM/AM		Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White	44"x29%"x16" 27%"x38"x15%" 19"x24%"x9%" (42 lbs.) 27%"x38"x15%" 27%"x38"x15%"	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962	Console Traditional Console	16 15 ——————————————————————————————————	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S	AM/FM AM/FM FM/AM FM/AM		Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut Mahogany	44"x29%"x16" 27%"x38"x15%" 19"x24%"x9%" (42 lbs.) 27%"x38"x15%" 27%"x38"x15%"	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95 \$199.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola Phonola	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962 Continental	Console Traditional Console Console Portable Stereo Console Console Console Console Console	16 15 12 20	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S Dual D/S Dual D/S	AM/FM AM/FM FM/AM FM/AM		Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut	44"x293%"x16" 2734"x38"x15%" 19"x243%"x9%" (42 lbs.) 2734"x38"x15%" 2734"x38"x15%"	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola Phonola Phonola	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962 Continental 3VE08	Console Traditional Console Console Portable Stereo Console Console Console Console Console Console Console	16 15 ——————————————————————————————————	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S	AM/FM AM/FM FM/AM FM/AM		Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut Mahogany Danish Walnut	44"x293%"x16" 2734"x38"x15%" 19"x243%"x9%" (42 lbs.) 2734"x38"x15%" 2734"x38"x15%"	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95 \$199.95 \$199.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola Phonola Phonola RCA Victor	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962 Continental 3VE08 3VE09	Console Traditional Console Console Portable Stereo Console	16 15 ——————————————————————————————————	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S Dual D/S Dual D/S Dual Sapphire Dual Sapphire	AM/FM AM/FM FM/AM FM/AM		Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut Mahogany Danish Walnut Colonial Maple	44"x293%"x15%" 2734"x38"x15%" 19"x243%"x9%" (42 lbs.) 2734"x38"x15%" 2734"x38"x15%" 2934"x38"x15%" 2934"x32"x1634" 2934"x32"x17½"	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95 \$199.95 \$159.95 \$159.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola Phonola Phonola RCA Victor RCA Victor RCA Victor	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962 Continental 3VE08 3VE09 3VE10	Console Traditional Console Console Portable Stereo Console	16 15 12 20 7 20 20 20	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S Dual D/S Dual D/S Dual Sapphire Dual Sapphire Dual Sapphire Dual Sapphire	AM/FM AM/FM FM/AM FM/AM FM/AM		Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut Mahogany Danish Walnut Colonial Maple Oak, Mahogany, Walnut	44"x293%"x15%" 2734"x38"x15%" 19"x243%"x9%" (42 lbs.) 2734"x38"x15%" 2734"x38"x15%" 2914"x32"x1634" 2914"x32"x17½" 29"x3934"x17½"	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95 \$199.95 \$159.95 \$159.95 \$159.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola Phonola Phonola RCA Victor RCA Victor RCA Victor	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962 Continental 3VE08 3VE09 3VE10 3VF04	Console Traditional Console Console Portable Stereo Console	16 15 12 20 7 7 20 20 20 20	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S Dual D/S Dual D/S Dual Sapphire Dual Sapphire Dual Sapphire Dual Sapphire Dual Sapphire	AM/FM AM/FM FM/AM FM/AM FM/AM	Optional	Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut Mahogany Danish Walnut Colonial Maple Oak, Mahogany, Walnut Hardboard: Mahogany, Walnut	44"x293%"x15%" 2734"x38"x15%" 19"x247%"x9%" (42 lbs.) 2734"x38"x15%" 2734"x38"x15%" 2914"x32"x1634" 2914"x32"x17½" 29"x3934"x17½" 27%"x3734"x17½"	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95 \$199.95 \$159.95 \$159.95 \$199.95
Olympic Packard-Bell Philco Philco Philco Philco Phonola Phonola Phonola RCA Victor RCA Victor	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962 Continental 3VE08 3VE09 3VE10 3VF04 15 VJ 8	Console Traditional Console Console Portable Stereo Console Cont. Console Cont. Console Cont. Console	16 15 12 20 7 20 20 20 20 18	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S Dual D/S Dual D/S Dual Sapphire Dual Sapphire Dual Sapphire Dual Sapphire Dual Sapphire Dual Sapphire	AM/FM AM/FM FM/AM FM/AM FM/AM FM/AM	Optional —	Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut Mahogany Danish Walnut Colonial Maple Oak, Mahogany, Walnut Hardboard: Mahogany, Walnut Wood: Leatherette Gray Leatherette Cover	44"x293%"x15%" 2734"x38"x15%" 19"x243%"x9%" (42 lbs.) 2734"x38"x15%" 2734"x38"x15%" 2734"x38"x15%" 2914"x32"x1634" 2914"x32"x17½" 29"x3934"x17½" 27%"x3734"x17½" 16"x13½"x11¾" (22 lbs.)	\$159.95 \$169.95 \$169.95 \$199.95 \$179.95 \$199.95 \$159.95 \$159.95 \$199.95 \$199.95 \$152.00
Olympic Packard-Bell Philco Philco Philco Philco Phonola Phonola Phonola RCA Victor RCA Victor RCA Victor RCA Victor	1910 RPC-18 1650 WA 1532 BE 1650 ML 1651 MB 2562 The Starlight 2762 The Continental 2962 Continental 3VE08 3VE09 3VE10 3VF04 15 VJ 8 26V	Console Traditional Console Console Portable Stereo Console Cont. Console Cont. Console Portable Mono Manual Portable Mono Manual	16 15 ——————————————————————————————————	5 6 5 5 3	Dual Diamond Dual Sapphire Dual Sapphire Dual Sapphire Dual D/S Dual D/S Dual D/S Dual D/S Dual D/S Dual Sapphire	AM/FM AM/FM FM/AM FM/AM FM/AM FM/AM	Optional —	Wood veneers: Mahogany, Walnut, Maple Danish Modern Walnut Wood Luggage Contemporary Heirloom-finished Light Mahogany Contemporary Brown Mahogany Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White Walnut Mahogany Danish Walnut Colonial Maple Oak, Mahogany, Walnut Hardboard: Mahogany, Walnut Wood: Leatherette Gray Leatherette Cover Wood: Gray Leatherette Cover	44"x293%"x15%" 2734"x38"x15%" 19"x24%"x9%" (42 lbs.) 2734"x38"x15%" 2734"x38"x15%" 2734"x38"x15%" 29'\4"x32"x1634" 29'\4"x32"x17\/2" 29"x3934"x17\/2" 27%"x3734"x17\/2" 16"x13\/2"x113\/4" (22 lbs.) 16\/4"x13\/4"x11\/2" (25 lbs.)	\$199.88 \$159.95 \$169.95 \$169.95 \$199.95 \$179.95 \$199.95 \$159.95 \$159.95 \$199.95 \$199.95 \$152.00 \$157.00

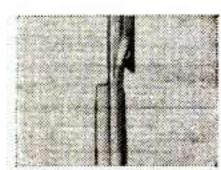
ARC-T

NOW, TWO-WAY PROTECTION with the new RCA VICTOR

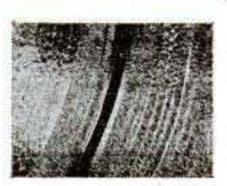


Get natural sound <u>plus</u> two-way record protection! The new Studio-matic changer tracks true in the groove for minimum distortion—guards against record wear... and it's RCA Victor quality all the way!

This new record changer features the newly designed "True-Track" tone arm. It's scientifically angled to insure optimum tracking from outer edge to innermost grooves. In tests made by RCA engineers, records sounded fresh and vibrant—even after more than 3,000 test plays!



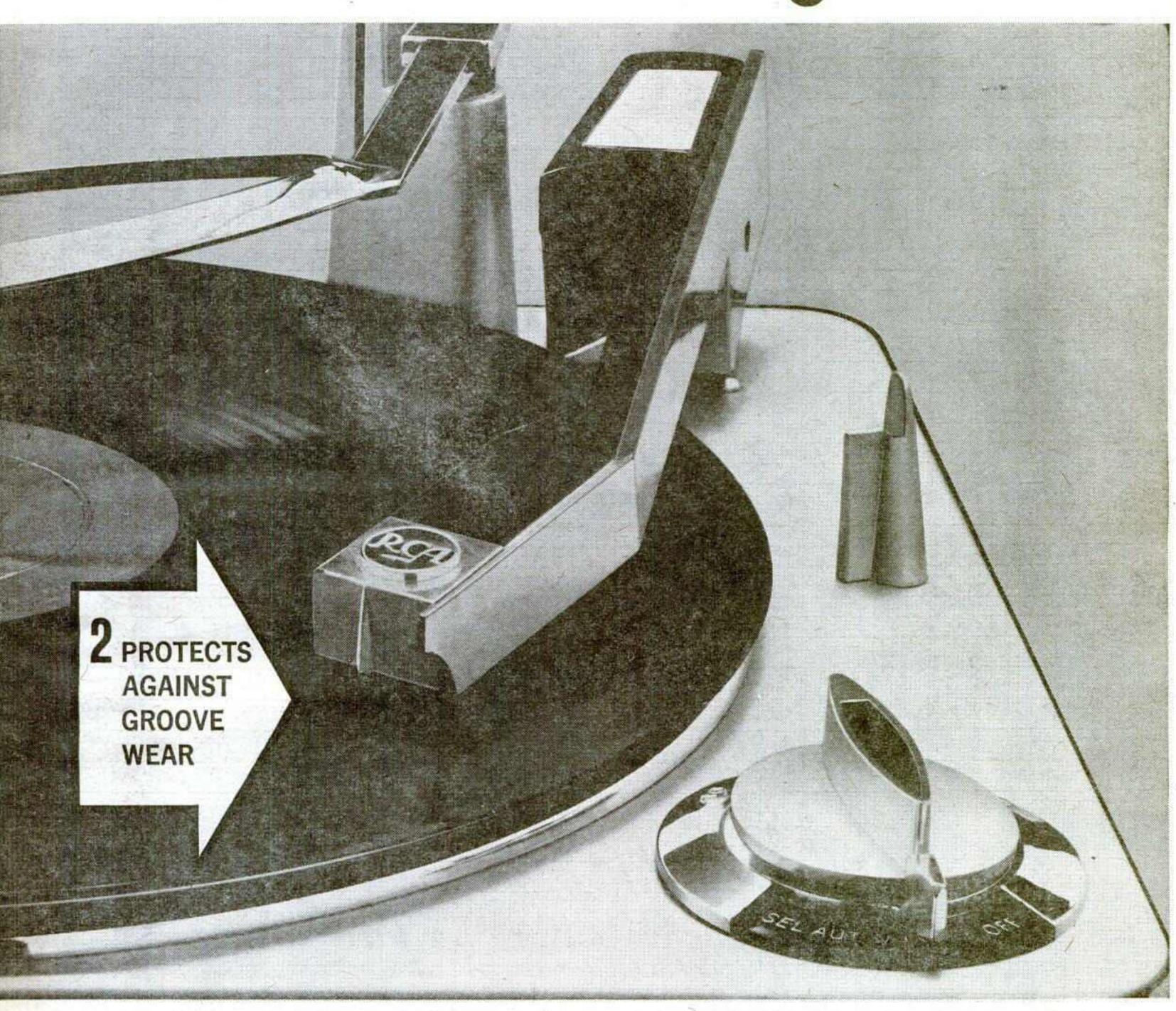
Protects against spindle wear! Gentle dropping action minimizes wear on the record's center hole. This means true centering and minimum "wow" and distortion.



Protects against groove wear! The tracking is feather-light . . . true in the groove! This means long record life and clean, vibrant sound even after more than 3,000 test plays.

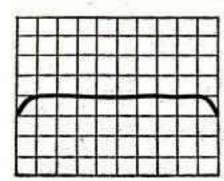
See the new Studiomatic changer, plus the complete 1963 RCAVictor line, at the World's Fair of Music and Sound

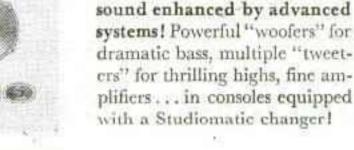
AGAINST RECORD WEAR Studiomatic Changer!

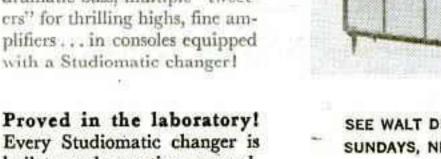




Ultra-sensitive "Living Stereo" ceramic cartridge! Gives superb stereo separation plus all the brilliance of modern stereo. Equipped with synthetic sapphire and diamond styli!









Magnificent cabinetry! The ultimate in taste and elegance . . . hand-rubbed and décor-design cabinets. A perfect match for RCA Victor performance!

Cushioned turntable to minimize rumble! Almost 12" in diameter to give records complete support. And it plays all sizes of same-speed records intermixed in any sequence!

Proved in the laboratory! Every Studiomatic changer is built to produce optimum sound. And extensive testing insures outstanding frequency response, brilliant performance!

Studiomatic changer's fine

SEE WALT DISNEY'S "WONDERFUL WORLD OF COLOR," SUNDAYS, NBC-TV NETWORK



The Most Trusted Name in Sound

August 31-September 9, McCormick Place, Chicago, Booth Numbers 453, 455 and 554!

TMK(s)

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Steres Included or Optional?	(Woods, Vencers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Packard-Bell	RPC-18	Continental Console	15	2	Dual Diamond	FM/AM	-	Wood Veneers: Mahogany, Walnut, Maple	44"x293/s"x16"	\$219.88
Packard-Bell	RPC-18	Colonial Console	15	2	Dual Diamond	FM/AM	- T	Wood Veneers: Mahogany, Walnut, Maple	44"x293%"x16"	\$249.95
Packard-Bell	RPC-185	Traditional Console	15	2	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple	44"x29%"x16"	\$229.95
Packard-Bell	RPC-18S	Continental Console	15	2	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple	44"x293 s 'x16"	\$249.95
Packard-Bell	RPC-18S	Colonial Console	15	2	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple	44"x29% 'x16"	\$259.95
Philco	1651 WA	Console	-	5	Dual Sapphire	FM/AM	-	Danish Mod. Walnut	2734"x38"x15%"	\$209.95
Philco	1651 ML	Console	810	5	Dual Sapphire	FM/AM	-0	Contemporary Heirloom Finished Light Mahogany	27¾''x38''x15%"	\$219.95
Philco	1652 MB	Console	-	5	Dual Sapphire	FM/AM	Included	Contemporary Brown Mahogany	2734"x38"x15%"	\$219.95
Philco	1652 WA	Console	-7	5	Dual Sapphire	FM/AM	Included	Danish Modern Walnut	27¾"x38"x15%"	\$229.95
Phileo	1652 ML	Console	•	5	Dual Sapphire	FM/AM	Included	Contemporary Heirloom Finished Light Mahogany	27%4"x38"15%"	\$239.95
Philco	1653 MB	Console	578	6	Dual D/S	FM/AM	Included	Mahogany Veneers & Solids	29¼"x38"x15½"	\$249.95
Philes	1653 WA	Console		6	Dual D/S	FM/AM	Included	Danish Walnut	29¼"x38"x15½"	\$259.95
Philco	1653 MA	Console		6	Dual D/S	FM/AM	Included	Early American Maple	29¼"x38"x15½"	\$269.95
Philce	1656 MB	Console	20	7	Dual D/S	FM/AM	Included	Traditional Mahogany	29%"x40"x16¼"	\$299.95
Phonela	2662 The Electra	Consolette	20	- 4	Dual D/S Dual Sapphire	FM/AM	Included	Midnight Gray Textured Tweed Trimmed In Capri Gray, Metallic Accents		\$229.95
RCA Victor	3VE20	Cont. Console	20	4	Dual Sapphire	(20)		Mahogany & Oak	30%"x41%"x18%"	\$219.95
RCA Victor	3VE22	Danish Console	20	4	Dual D/S	-	-	Walnut	31 1/4"x423/4"x181/2"	\$229.95
RCA Victor	3VE24	Colonial Console	20	4	Dual D/S	5	2	Colonial Maple	311/6"x421/2"x181/6"	\$239.95
RCA Victor	3VF06	Cont. Console	20	4	Dual Sapphire	FM/AM	Included	Hardboard, Mahogany, Walnut	27%"x37¾"x17¾"	\$239.95
RCA Victor	3VF10	Cont. Console	20	4	Dual Sapphire	FM/AM	Optional	Oak, Mahogany, Walnut	20"x3934"x171/2"	\$269.95
RCA Victor	3VF10X	Contemp. Console	20	4	Dual Sapphire	AM/FM	Included	Mahogany, Oak & Walnut	20"x3934"x17V2"	\$299.95
RCA Victor	3VF20	Cont. Console	20	4 @	Dual Sapphire	AM/FM	Optional	Mahogany & Oak	31%"x41%"x18%"	\$299.95
Rheem Califone	42VA	Portable Mono Manual	42	2	Dual Sapphire	-	-	Wood: Gray Leatherette Cover	18%"x161/2"x161/4" (38 lbs.)	\$209.50
Rheem Califone	62VA	Portable Mono Manual	62	2	Dual Sapphire	-	14 <u>10</u> 0	Wood: Gray Leatherette Cover	18%"x16½"x16¼"	\$251.50
Sterling	Caruso	Console	16	•	Dual Sapphire	AM/FM Shortwave	Optional	Light & Dark Walnut	311/2"x24/2"x15"	\$299.95
Sylvania	SC33	Console	- 15	4	Dual Sapphire	AM/FM	Included	Mahogany, Maple, Walnut or Fruitwood Veneers	29"x34%"x16 1/6"	\$269.95
Symphonic	4C573	Console	12	8	Dual D/S	AM/FM	Included	Mahogany, Walnut or Oak Resist-A-Mar Finish	29¼"x43"x18¼"	\$239.95
Symphonic	4CS74	Console	12	6	Dual D/S	AM/FM	Included	Gen. Mahogany Veneers & Hardwoods	30"x44½"x17½"	\$289.95
Symphonic	4CS75	Console	12	6	Dual D/S	AM/FM	Included	Gen. Walnut Veneers & Hardwoods	30"x441/2"x171/2"	\$289.95
Symphonic	4CS76	Console	12	6	Dual D/S	AM/FM	Included	Gen. Maple Veneers & Hardwoods	30"x44½"x17½"	\$289.95
Telefunken	Contessa 5364	Console		4	Dual D/S	AM/FM Short-Wave Push Button		Walnut in Gloss or Satin Finish	N ₂	\$299.50
V-M	-852	Console	20	4	Dual D/S			Walnut or Mahogany	-	\$229.95
V-M	905	Console	20	2	Bual D/S	II.	-	Mahogany	-	\$239.95
V-M	853	Console	20	4	Dual D/S	-		-	-	\$259.95
V-M	818	Consola		4	Dual D/S	# <u></u>	_		<u> </u>	\$279.95
Webcor	1377-97	Console	8	5	Dual Sapphire	Optional	Included	Wood: Walnut, Mahogany, Cherry	32"x16"x27"	\$279.95
Westinghouse	M-1710, 12, 13	Console		14.	Dual Sapphire	AM/FM	Optional	Veneers & Solids: Walnut, Blond Oak, Maple	_26¾"x38¼"x18%"	\$200.00 to \$300.0
Westinghouse	M-1810, 11, 13	Console	6	5	Dual Sapphire	AM/FM	Optional	Veneers & Solids: Walnut, Mahogany, Maple	32%"x39"x19%"	\$200.00 to \$300.0
Zenith	The Caruso SK2502T	Console	24	6	Dual D/S	Optional	Optional	Mahogany, Maple Veneers & Solids	28''x42%''x18¼''	\$249.95 to \$259.9
Zenith	The Haydn SK2503T	Console	24	6	Dual D/S	Optional	Optional	Walnut, Mahogany Veneers & Solids	28"x42V2"x17V4"	\$269.95
Zenith	The Tosca SK2506T	Console	24	8	Dual D/S	Optional	Optional	Walnut, Mahogany, Blond Veneers	30"x44%"x17%"	\$285.00 to \$295.0

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Blaupunkt	Chicago	Console	575	6	Dual	FM/AM Short Wave	Optional		16 101	\$369.95
nadian Marconi	Danish Modern 3505	Console	attore)	-	Diamond	FM/AM	Optional	Veneers of Walnut and Oiled Walnut	40"x29"x161/4	\$329.00
nadian Marconi	3507 Provincial	Console		<u> </u>	Diamond	FM/AM	Optional	Fruitwood Veneers	40 1/16"x30%"x16 5/16"	\$339.00
nadian Marconi	3508 Early Amer.	Console		-	Diamond	FM/AM	Optional	Fruitwood Veneers	40%"x30"x16¾"	\$349.00
Clairtons	Viscount \$ 253	Console	25	4	Dual Diamond Sapphire	FM/AM	Included	Walnut, Mahogany	56"x181/2"x271/2"	\$359.50
Delmonico	Korting	Console		4	Dual Sapphire	FM/AM	Optional	Wood	401/4"x32"x153/4"	\$319.95
Delmonice	4TR314	Console with Stereo Tape Recorder	-	6	Dual Sapphire	FM/AM	Optional	Wood	401/2"x201/2"x15"	\$319.95
Delmonico	EMUD 1010	Console	2000	6	Dual Sapphire	FM/AM	Optional	Wood	471/2"x321/2"x16"	\$329.95
Delmonice	VI 324	Console		6	Dual Sapphire	FM/AM	Optional	Wood	50"x29%"x17¼"	\$339.95
Delmonico	Korting 981	Console		6	Dual Sapphire	FM/AM	Optional	Wood	471/2"x371/4"x17"	\$349.95
Delmonico	VF 323	Console	-	6	Dual Sapphire	FM/AM	Optional	Wood	50"x30"x171/4	\$349.95
Delmonico	Korting 1091	Console		6	Dual Sapphire	FM/AM	Optional	Wood	441/2"x261/2"x171/2"	\$399.95
Delmonico	GM 325	Console		6	Dual Sapphire	FM/AM Short Wave Push Buttons	Optional	Wood	50"x29%"x171/4"	\$339.95
Electrohome	Conway	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Ebony		\$329.50
Electrohome	Cortina	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Fruitwood, White		\$339.50
Electrohomo	Connecticut	Console	20	4	Diamond	FM/AM	Optional	Meple, Fruitwood		\$349.50
Electrohome	Cambrae	Console	20	14	Diamond	FM/AM	Optional	Walnut, Mahogany, Teak, Ebony		\$379.60
Electrohome	Camille Mark #	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogeny, Fruitwood, White		\$399.50

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Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	(Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Emerson	P1913	Console	20	6	Dual Diamond	FM-AM	Included	Walnut, Mahogony Wood	49"x30"x1734"	\$301.00 to \$400.00
General Electric	RC 1671	Console	10	6	Dual D/S	FM/AM	Included	Veneered Walnut, Maple, Cherry & White	63"x13"x20"	\$359.95 & up
General Electric	RC 3331	Console	10	6	Dual D/S	FM/AM	Included	Veneered Walnut & Maple	44"x17"x431/2"	\$399.95 & up
Lang & Taylor (Kelton Division)	400	Console	40	5	Single Diamond	Optional	Optional	Oiled Walnut	41"x28"x16"	\$399.95
Lang & Taylor (Kelton Division)	401	Console	40	5	Single Diamond	Optional	Optional	Early American Maple	41"x28"x16"	\$399.95
Magnavox	Danish Cassic 1-ST621	Console	30	8	Dual Diamond	FM/AM	Optional	Sable or Natural Walnut	28"x50"x19"	\$349,50
Magnavox	Italian Contemporary 1-ST622	Cansole	30	4	Dual Diamond	FM/AM	Included	Mahogany or French Walnut	29"x45"x17"	\$398.50
Magnavox	American Provincial 2-ST656	Console	30	8	Dual Diamond	FM/AM	Optional	Cherry & Mahogany	30"x48"x18"	\$398.50
Magnavox	Danish Modern 1-ST657	Console	30	8	Dual Diamond	FM/AM	Optional	Sable or Natural Walnut	29"x49"x19"	\$398.50
Motorola	\$K109	Console	20	5	Dual Diamond	FM/AM Optional	Optional	Contemporary Mahogany, Walnut (veeners & hardwood solids)		\$329.95
Motorola	SK110	Console	20	5	Dual Diamond	FM/AM Optional	Optional	Italian Provincial Bleached Mahogany (venees & hardwood solids)	**	\$369.95
Olympic	1933	Console	30	6	Dual D/S	FM/AM	Included	Genuine Mahogany, Oak, Walnut	2814"x4934"x1736"	\$399.95 to \$419.95
Packard-Bell	RPC-23S	Console	20	6	Dual Diamond	FM/AM	Included	Wood veneers: Mahogany, Walnut, Maple	46%"x31½"x20¼"	\$339.95
Philco	1656 WA	Console	20	7	Dual D/S	FM/AM	Included	Danish Modern Walnut	29%"x40"x17%"	\$309.95
Philco_	1656 CH	Console	20	7	Dual D/S	FM/AM	Included	French Provincial, Cherrywood	29%"x40"x17%"	\$319.95
Philco	1667 MB	Console	20	7	Dual D/S	FM/AM	Included	Traditional Mahogany	30"x50½"x15"	\$349.95
Philco	1679 MB	Console	20	7	Dual D/S	FM/AM	Included	Mahogany veeners & solids	281/2"x491/2"x171/4"	\$349.95
Phileo	1667 WA	Console	20	7	Dual D/S	FM/AM	Included	Danish Modern Walnut	30"x50½"x15"	\$359.95
Philco	1667 M	Console	20	7	Dual D/S	FM/AM	Included	Italian Provincial Heirloom finished light Mahogany	30"x501/2"x15"	\$369.95
Philco	1679 CH	Console	20	7	Dual D/S	FM/AM	Included	Cherry wood veneers & solids	281/2"x491/2"x171/4"	\$369.95
Philco	1731 DWA	Console	30	7	Dual D/S	FM/AM	Included	Walnut veneers & solids	31"x58"x15½"	\$399.95
Phonola	3062 The Caravelle	Console	20	4	Dual D/S	FM/AM	Included	Walnut		\$349.95
Phonola	3162 The Caravelle	Console	20	4	Dual D/S	FM/AM	Included	Mahogany		\$349.95
Pilot	4500	Console	30	4	Dual D/S	FM/AM	Optional	Hardwood-Mahogany, Walnut or Oiled Walnut	52"x271/2"x171/4"	\$399.50
RCA Victor	3VF22	Danish Console	20	4	Dual D/S	FM/AM	Optional	Walnut	311/4"x4234"x181/2"	\$309.95
RCA Victor	3VF24	Colonial Console	20	4	Dual D/S	FM/AM	Optional	Colonial Maple	31 %"x421/2"x185a"	\$319.95
RCA Victor	3VF2OX	Contemp. Console	20	4	Dual Sapphire	FM/AM	Included	Mahogany & Oak	301/4"x413/4"x183/4"	\$329.95
RCA Victor	3VF22X	Danish Console	20	A	Dual D/S	FM/AM	Included	Walnut	31%"x42¾"x18½"	\$339.95
RCA Victor	3VF24X	Colonial Console	20	4	Dual D/S	FM/AM	Included	Colonial Maple	311/a"x421/2"x181/a"	\$349.95
RCA Victor	3VF30	Cont. Bow-Front	24	6	Duel D/S	FM/AM	Included	Mahogany, Walnut	31%"x44%"x19%"	\$399.95
Rheem Califone	62VA	Stereo Man. Port.	62	4	Dual Sapphire		2000	Wood-Gray Leatherette Cover	42"x42"x19"	\$300.50
Setchell-Carlson	RP630	Console		6	_ Dual Diamond	FM/AM FM Multiplex		Dark African Mahogany or American Wal- nut & Fruitwood Cherry hardwoods & Veneers	29''x453'6''x16''	- \$309.00 to \$319.00
Setchell-Carlson	RP30P	Console	200	6	Dual Diamond	FM/AM FM Multiplex		Cherry hardwoods & veneers	30"x45%"x16"	\$329.00
Sterling	Menuett	Console	20	4	Dual Sapphire	AM/FM Short Wave	Optional	Light & Dark Walnut	32"x28\a"x15"	\$329.95
Sterling	Casino	Console	20	٥	Dual Sapphire	AM/FM Short Wave	Optional	Light & Dark Walnut	42''x29''x15''	\$399.95
Sterling	Immensee	Console	20	6	Dual Sapphire	AM/FM Short Wave	Optional	Light & Dark Walnut	39"'x33½"'x14¼"	\$359.95
Sylvania	5C37	Console	20	6	Dual Diamond	AM/FM	Included	Walnut & Fruitwood veneers	30''x42''x1435''	\$349.95
Symphonic	4C\$77	Console	20	6	Dual D/S	FM/AM	Included	General Mahogany veneers & hardwoods	301/4"x48"x181/4"	\$369.95
Symphonic	4C578	Console	20	6	Dual D/S	FM/AM	Included	General Walnut veneers & hardwoods	301/4"x48"x181/4"	\$379.95
Symphonic	4C579	Console	20	6	Dual D/S	FM/AM	Included	General Maple veneers & hardwoods	30¼"x48"x18¼"	\$379.95
Telefunken	Vienna No. 5374MX	Console		4	Dual Diamond	AM/FM Short Wave Push Buttons	Included	Walnut in gloss or satin finish		\$359.50
V-M	866	Console	60	4	Dual D/S		-	Walnut	A REST	\$350.95
V-M	867	Console	60	4	Dual D/S		10 112	Mahogany		\$375.95
V-M	868	Console	60	4	Dual D/S	-	855	Cherry		\$375.95
Webcor	1378-98	Console	20	5	Dual Sapphire	Optional	Included	Wood-Mahogany, Walnut, Cherry	3034"x38½"x17"	\$360.00
Webcor	1379-99	Console	20	5	Dual Sapphire	Optional	Included	Wood-Walnut only	3034"x381/2"x17"	\$360.00 \$400.00
Webcor	1380-90	Console	20	5	Dual Sapphire	Optional	Included	Wood-Walnut	. 30%4"x40"x17" 32"x52"x19"	\$300.00 to \$400.00
Westinghouse	M-1910, 11, 13	Console	6	5	Dual D/S	AM/FM		Veneers & solids: Walnut, Cherry, Maple		\$319.95
Zenith	MK2601	Console		4	Dual D/S	FM/AM	Included	Oil finished Walnut veneers & hardwood solids In Blond Walnut	29"x3676"x1636"	\$329.95
Zenith	MK2602	Console	24	6	Dual D/S	FM/AM	Included	Mahopany veneers & hardwood solids In Maple	28"x42%"x18\/4"	\$370.00 \$380.00
Ionith	MP500	Cabinette	24	4	Duel D/S	FM/AM	Included	Oil finished Walnut veneers & hardwood solids In Ebony	32"x39%"x111/4"	\$379.95 \$389.95
Zenith	The Rhapsody MP500	Console	24		Dual Diamond	FM/AM	Included	Walnut, Ebony	22½"x39¾"x11¼	\$379.95 to \$389.95
Żenith	MK2603	Console	24	•	Duel D/S	FM/AM	Included	Mahogany or Walnut veneers & hardwood solids	28"x42½"x17¼"	\$390.00
	MP505	Éabinetta	24	4	Dual D/S	FM/AM	Included	Oil finished Walnut veneers & hardwood solids	32"x39%"x11¼"	\$399.95
Zenith							-			
	The Stravinsky MP505	donsole	24		Duel Diemond	FM/AM	Included	Walnut, Ebony	221/2"x3974"x111/4"	\$399.95

Company	Model No.	Console, Table or Portable (If Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	(Woods, Veneers, Plastics, etc.) Give Colora	Dimensions & Weight (If Portable)	Suggested List Price
\$401	to \$50	0	X.			_			55 55	a a
Blaupunkt	Barcelona	Console	1-100-2	6	Dual	FM/AM	Optional	Dark Walnut		\$439.95
Blaupunkt	Miami	Console			Dual	FM/AM /	Optional	Dark Walnut	<u> </u>	\$469.95
	Monte Carlo	Console		- 6		Short Wave	Optional	Canadian or Dark Walnut		\$469.95
Blaupunkt		Section Co.			Dual	Short Wave	CS TOO WILLIS	TANISMESS ISTRUCTURE STRUCT		= 100HEARCES
Blaupunkt	Toronto	Console	Heled Second	STATE:	Dual	AM 2-band Short Wave	Included	American Walnut	7875 	\$469.95
Slaupunkt	Miami	Console	(757)	•	Dual	FM/AM Short Wave	Optional	Light Walnut	(e 171 0)	\$499.00
Clairtono	Countess \$ 303	Console	25	6	Dual D/S	FM/AM	Included	Walnut, Teak	52"x171/2"x27"	\$449.50 to \$479.5
Clairtona	Squire 5 373	Console	25	6	Dual D/S	FM/AM	Included	Antiqued Colonial	50"x18½"x27½"	\$499.50
Clairtone	The Palazzo	Console	25	6	Dual Diamond	FM/AM	Included	Walnut, Antique Ivory		\$499.50 to \$519.5
Sound	S 383 Marquis S 393	Console	25	•	Dual D/S	FM/AM	Included	Fruitwood	50"x18½"x27½"	\$499,59
Delmonico	Korting 2001	Console		6	Dual Sapphire	FM/AM	Optional	Wood	44½"x26½"x17½"	\$419.95
Delmonico	GI 327	Console		6	Dual Sapphire	FM/AM Short Wave	Optional	Wood	50"x29%"x171/4"	\$429.95
Delmonico	GF 326	Console	-	•	Dual Sapphire	FM/AM Short Wave Push Buttons	Optional	Wood	50"x30"x171/4"	\$439.95
Delmenice	EMUD 1211	Console		8	Dual Sapphire	FM/AM	Optional	Wood	56"x33½"x17½"	\$449.95
Belmonico	CTV 350	Console with TV		6	Dual Sapphire	FM/AM	Optional	Wood	561/2"'x311/2"'x181/2"	\$499.95
Delmonico	Korting 975	Console with Stereo Tape		4	Dual Sapphire	FM/AM	Included	Wood	40%"x32"x15%"	\$499.95
Delmonico	M4TR60	Recorder Console with Stereo Tape	Person		Dual Sapphire	FM/AM	Optional	Wood	50"x29%"x171/4"	\$499.95
DuMont-Emerson	Rossini	Recorder Console	20		Dual Diamond	FM/AM	Included	Mahogany	49"x32"x17½"	\$429.95
DuMont-Emerson	1100000	Console	20	6	Dual Diamond	FM/AM	Included	Walnut	4994"x17"x18"	\$439.95
DuMont-Emerson	Bizet	Console	20	6	Dual Diamond	FM/AM	Included	Fruitwood	491/2"x32"x173/4"	\$449.95
Electrohome	Castanet Mark II	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Teak, Ebony	-	\$449.50
Electrohome	Signet	Console	20	.4	Diamond	FM/AM	Optional	Walnut, Mahogany, Teak		\$449.50
Fisher	Phitharmonic 111	Console	20	6	Dual Diamond	FM/AM	Optional	Walnut (Modern) Fruitwood (French Provincial)	(44	\$399.50 \$429.50
General Electric		Console	25	8	Dual D/S	FM/AM	Included	Veneered Mahogany, Walnut & Maple	49"x18"x30"	\$450.00 and up
(Kelton Div.)	500	Console	40	5	Single Dismond	Optional	Optional	Walnut	54"x19"x30"	\$445.00
Lang & Taylor (Kelton Div.)	501	Console	40	5	Single Diamond	Optional	Optional	Early American Cherry	54"x19"x30"	\$445.00
Lang & Taylor (Kelton Div.)	502	Console	40	5	Single Diamond	Optional	Optional	French Provincial Cherry	54"x19"x30"	\$445,00
Lang & Taylor	600	Console	40	5	Single Diamond	Optional	Optional	Walnut Modern	63"x19"x32"	\$495.00
(Kelton Div.)	602	Console	40	5	Single Diamond	Optional	Optional	French Provincial Fruitwood	66"x19"x32"	\$495.00
(Kelton Div.)	Normandy	Console	30		Dual Diamond	850	Included	Fruitwood	30"x48"x18"	\$425.00
g	Provincial 1-ST659	Console	30	4	Duar Diamond	FM/AM	Included	Pronwood	30 x46 x16	\$423.00
Magnavez	Imperial 3-ST661 Empire	Console	30	4	Dual Diamond	FM/AM	Included	Cherry, Sable or Natural Walnut	30"x48"x18"	\$495.00
Magnavox	Imperial Danish Modern	Console	30	4	Dual Diamond	FM/AM	Included	Sable or Natural Walnut	29"x49"x19"	\$495.00
Motorela	2-\$T663 \$KIII	Console	51	5	Dual Diamond	FM/AM	Optional	Contemporary Walnut		\$429.95
Motorola	5K112	SAMMETS:	1000		STATE OF STA	Optional	A CONTRACTOR OF THE PARTY OF TH	(veneers and hardwood solids)	(m)	
0.05405A/50V2/A	READWAY.	Console	51	5	Dual Diamond	FM/AM Optional	Optional	Early American Dark Cherrywood (veneers and solids)	55 Est	\$475.00
Olympic	1806	Console	30	6	Duel D/S	FM/AM	Included	Genuine Cherry	301/4"x441/4"x171/4"	\$429.95 \$429.95
Olympic	1808	Console	30	6	Dual D/S Dual D/S	FM/AM FM/AM	Included	Genuine Maple Genuine Walnut	32"x44¼"x17¼" 28¾"x48¼"x16¾"	\$429.95
Peckard-Bell	RPC-25S	Console	88	6	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple, French Provincial & White	71"x26"x20½"	From \$475.00
Philco	1731 MB	Console	30	7	Dual D/S	FM/AM	Included	Mahogany (wood veneers & solids)	31"x59"x151/4"	\$415.00
Philco	1731 ML 1731 MA	Console	30	7	Dual D/S	FM/AM	Included	Light Mahogany or Maple (wood veneers & solids)	/ 31"x59"x15¼"	\$430.00
Pilot	4505	Console	30	4	Single Diamond	FM/AM	Optional	Hardwood: Mahogany	52"x27\/2"x17\/4"	\$499.50
RCA Victor	3VF34	French Provincial Serpentine	24	6	Dual D/S	FM/AM	Included	Antique Parchment White & Antique Chateau Walnut	3316"x44"x191/6"	\$425.00
Sterling	Traviata	Console	24	6	Dual Sapphire	FM/AM Short Wave	Optional	Light/Dark Walnut	44%"x30%"x15"	\$409.95
Sylvania Telefunken	SC41 Princess	Console	60	6	Dual Diamond Dual Diamond	FM/AM FM/AM	Included	Walnut Veneer Walnut in Gloss or Satin Finish	30"x64½"x17¾"	\$469.95 \$429.50
	5374 MX	STATISTICS.	I company	177.	- and promoting	Short Wave Push Buttons	included:	Transaction Transaction Company	######################################	4
Videola	Nordland *	Console	-112			FM/AM				\$425.00
Videola	Malmo	Console	25	6	Dual Sapphire	FM/AM Short Wave	Optional	Walnut	40"'x29"'x18"	Approx. \$449.00
Webcor	1381-91	Console	20	5	Dual Sapphire	Optional	Included	Wood: Walnut	3034"x40"x17"	\$410.60
Webcor	1382-92 M-1650, 51,	Console	20	5	Dual Sapphire	Optional	Included	Wood: Cherry	3034"x42"x17"	\$460.00
	52, 53	Console	15	5	Dual D/S	FM/AM	Optional	Verming - 3-4 (Section Section Control of Section Control of Section Section Control of Section Section Control of Section Sec	32"x51"x20"	\$400.00 to \$500.0
Zenith	MK2508	Console	24	ă	Dual D/S	FM/AM	Included	Oiled Finished Walnut (veneers & hardwood solids)	30"x58"x171/4"	\$475.00
Zenith.	The Scherzo MK2608W	Console	24	8	Dual D/S	FM/AM	Included	Walnut (veneers & hardwood solids)	30"x58"x171/4"	\$475.00
Zenith	MK2784	Console with TV	24	4-	Dual Sapphire	FM/AM	=	Oiled Walnut & Mahogany (veneers & hardwood solids)	301/2"x58"x17"	\$499.95

Company		Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Steres Included or Optional?	(Woods, Veneers, Plastics, etc.)	Dimensions & Weight (If Portable)	Suggested List Price
\$501	to \$100	0								
Admiral	Y 4769	Console	20	6	Dual D.S	FM/AM	Included	Veneers & Hardwoods	31"x48\/2"x1676"	\$500 to \$1,000
Admiral	Y 4751	Console	20	6	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30½"x49"x17"	\$500 to \$1,000
Admiral	Y 4771	Console	20	6	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30¾4"x49½"x17"	\$500 to \$1,000
Admiral	Y 4781 and Y 4789	Console	20	6	Duel D/S	FM/AM	Included	Veneers & Hardwoods	30%4"x52"x17%"	\$500 to \$1,000
Admiral	Y 4801	Console	80	8	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30½"x61"x18½"	\$500 to \$1,000
Admiral	Y 4819	Console	80	8	Dual D/S	FM/AM	Included	Veneers & Hardwoods	301/2"x61"x167k"	\$500 to \$1,000
Blaupunkt	St. Lawrence	Console	Since in	10	Duel	EM/AM		Dark or American Hardwoods	-	\$599.95
Clairtone	Palazzo S 383	Console	25	6	Dual D/S	Short Wave	included	Walnut, Antique Ivory	50"x18½"x27½"	\$499.50 to \$519.5
2010230023	Section of Section		100-			1.114.7040	1110-0000			
477310 SSA (PATE)	Princess \$ 403	Console	40	6	Dual D/S	FM/AM	Included	Walnut, Mahogany	58"x19"x281/2"	\$539.50
Clairtone	Duchess S 503 Empress S 603	Console	30	•	Dual D/S	FM/AM	Optional	Walnut, Antique Ivory, Fruitwood	62"x19"x30"	\$689.50 to \$709.5
SECTION STATE	Baroness \$ 553	Console	30	6	Dual D/S Dual D/S	FM/AM FM/AM	Included Optional	Oiled Walnut, Teak Fruitwood (polished or antiqued)	62"x18"x27½" 62"x19"x30"	\$599.50 to \$629.5 \$689.50 to \$719.5
Clairtone	International Theater ST 803	Console (plus TV)	40	V V	Dual D/S	FM/AM	Included	Walnut	67½"x19"x29½"	\$899.50
Delmonico	EMUD 1221 TK	Console with Stereo Tape Recorder		8	Dual Sapphire	FM/AM	Optional	Wood	56"x33½"x17½"	\$599.95
Delmonico	Korting 1235	Console		8	Dual Sapphire	FM/AM	Included	Wood	56"x33½"x17½"	\$649.95
DuMont-Emerson	Cavalier	Console	20	6	Dual Diamond	FM/AM	Included	Fruitwood	56½"x33"x20 1/16"	\$595.00
DuMont-Emerson	NAMES AND	Console	20	6	Dual Diamond	FM/AM	Included	Walnut	561/2"'x33"'x20 3/16"	\$595.00
Electrohome	Montego	Console	20	6	Diamond	FM/AM	Optional	Walnut, Mahogany, White	-	\$549.50
Electronome	Florentine Laurentian	Console	40	6	Diamond	FM/AM	Included	Walnut, Mahogany, White	6.2 I See	\$679.50 \$679.50
- Crecii Gilding	Lagrennian	Console	40		Diamond	FM/AM	Included	Walnut, Mahogany, Fruitwood, White		\$879.30
	Sierra Mark II	Console	40	- 5	Diamond	FM/AM	Included	Teak, Walnut		\$699.50
Electrohome	Kalmar 120	Console	120	6	Diamond	FM/AM	Included	Walnut, Teak, Ebony		\$749.50
Electrohome	Arlington 120	Console	- 120	. 6	Diamond	FM/AM	Included	Maple, Fruitwood		\$799.50
Electrohome	Versailles 120	Console	120	6	Diamond	EM/AM	included	Walnut, Mahogany, Fruitwood, White		\$799.50
Fisher	Custom Electra VI	Console	40	6	Dual Diamond	FM/AM	Included	Walnut, Mahogany (Modern) Walnut (Italian Provincial) Fruitwood, Mahogany (French Provincial		\$595.00 \$645.00 \$645.00 \$645.00
Fisher	Futura IV	Console	60	6	Dual Diamond	FM/AM	Included	Maple (Early American) Walnut (Modern) Fruitwood, Mahogany (French Provincial) Walnut (Italian Provincial)	ж.	\$745.00 \$795.00 \$795.00
Fisher	Ambassador V	Console	60	•	Dual Diamond	FM/AM	Included	Walnut (Modern) Fruitwood (French Provincial)		\$845.00 \$895.00 \$945.00
General Electric	RC 3531	Console	100	10	Dual D/S	FM/AM	Included	Walnut (Italian Provincial) Veneered Walnut, Cherry & White	54"x18"x30"	\$550.00 & up
N. W. C. Strand Control	MESHWAR	nonecos:	HEADY	20%		1114.441	111000000	Tenanta transfer and the tenanta and the tenanta and tenanta and tenanta and tenanta and tenanta and tenanta a	II 95/00/07/5E/03/8/90	DESCRIPTION OF THE PERSON
Grundig-Majestic	MS 40	Console		5	Dual Diamond	FM/AM		Danish Modern	8 100	\$519.00
Grundig-Majestic	Continental MS 41	Console	15175		Dual Diamond	FM/AM	-	Danish Modern	500	\$539.00
Grundig-Majestic		Console		6	Dual Diamond	FM/AM		Danish Modern		\$639.00
A STATE OF THE STATE OF T	MS 50		000000		Duet Diamond	cu/ om		Deman Modern	50.00	SDSSWADE.
Grundig-Majestic	MS 60	Console		6	Dual Diamond	FM/AM	Included	Danish Modern		\$659.00
Grundig-Majestic	Continental MS 70	Console		8	4	FM/AM		Danish Modern	67"x33"x18"	\$995.00
Magnavox	French Provincial 2-5T662	Console	30	4	Dual Diamond	FM/AM	Included	Fruitwood or Antique Ivory	30"x48"x18"	\$525.00
Magnavox	Imperial Traditional	Console	100	-	D 1 D	F11 / 414	Included	Mahogany, Cherry	32"x58"x18"	\$895.00
	1-ST700	CONSOLE	100	4	Dual Diamond	FM/AM	Included	Manugany, Cherry	52 A30 A10	
Magnavox	Danish Modern 1-ST701	Console	100	4	Dual Diamond	FM/AM	Included	Cherry, Ebony, American or Danish Walnut or Natural Walnut	32"x59"x19"	\$895.00
Motorela	SK77-2	Console	51		Dual D/S	FM/AM	Included	Declaration Contemporary Walnut		\$650.00
Meterola	SK78-1	Console	51	5	Dual Diamond	FM/AM	Included	(veneers & solids) Triune Italian Provincial Mahogany (veneers & solids)		\$700.00
Motorola	SK79-1	Console	51	5	Dual Diamond	FM, AM	Included	White Finish Mahogany veneers & solids) Touraine French Provincial Walnut		\$725.00
E				(Į*			***************************************	(veneers & solids) White Finish (Walnut veneers & solids)		-100.00
Meterela	SK115	Cansale	51	5	Dual Diamond	FM/AM	Included	American Treasury Cherrywood (veneers & solids)	***	\$750.00
Motorola	SK116	Console	51	5	Dual Diamond	FM/AM	Included	American Charter Mahogany (veneers & solids)		\$850.00
Motorola	SK56-2	Console	51	5	Dual Diamond	FM/ AM	Included	Laureate Traditional Classic Mahogany (wood veneers)		\$895.00
Motorola	SK57-2	Console	51	5	Dual Diamond	FM/AM	Included	Cantonesian Walnut (wood veneers)		\$995.00
Packard-Bell	RPC-26S	Console	88	6	Dual Diamond	FM/AM	Included	Wood veneers: Walnut & Maple	65¼"x31"x20%"	\$550.00
M	4505	Console	30	4	Single Diamond	FM/AM	Optional	Oiled Walnut or Lacquer Walnut	52"x271/2"x171/4"	\$519.50
Pilot	1B500	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solid & Veneers, Fruitwood or Mahogany finish	54"x281/4"x173/4"	\$545.00
Pilet			20	6	Dual D/S	FM/AM	Optional	Walnut Solids & Veneers-Oiled Walnut	56"x28"x17%"	\$575.00
7(07)8550	38500	Console	30		APPROXIMATION OF THE PERSON OF		of Activity			1 2000 00
Pilot	38500 28500	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers-Cherry Finish	511/2"x291/2"x18"	\$595.00
Pilet Pilet			650	6	Dual D/S Dual D/S	FM/AM FM/AM	Optional Optional	Cherry Solids & Veneers,	511/2"x291/2"x18" 57"x28"x1734"	\$595.00
Pilet Pilet	28500	Console Console	30	٥	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers, Fruitwood or Mahogany Finish	Commence of the Commence of th	general vi
Pilot Pilot Pilot	28500 58500	Console	30				Optional	Cherry Solids & Veneers,	57''x28''x1734''	\$595.00

Company	Madel No.	Console, Table or Portable (If Portable state if Mone and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus		FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Pilot	5A402	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers-Fruitwood Finish	50"x32"x18½"	\$665.00
Pilat	38505	Console	30	6	Single Diamond	FM/AM	Optional	Walnut Solids & Veneers or Oiled Walnut Finish	54"x281/4"x1734"	\$675,00
Pilot	6B505	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers—Frultwood Finish	54"x28¼"x17¾"	\$695.00
Pilot	5B505	Console	30	6	Single Diamond	FM/AM .	Optional	Cherry Solids & Veneers-Fruitwood or Mahogany Finish	57"x28"x1734"	\$695.00
Pilot	3A602	Console	30	6	Single Diamond	FM/AM	Optional	Wainut Solids & Veneers-Oil Walnut Finish	52"x49"x17"	\$695.00
Pilot	4A402	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers-Cherry Finish	52"x341/2"x18"	\$715.00
Pilot	5A602	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers-Fruitwood Finish	50"x32"x18¼"	\$745.00
Pilot	4A602	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers-Cherry Finish	52"x34½"x18"	\$795.00
Pilet	1C6025A	Console	30	8	Single Diamond	FM/AM	Included	Walnut Solid & Veneers-Oil Walnut Finish	60¼"x29"x19"	\$945.00
Pilat	5C6025A	Console	30	8	Single Diamond	FM/AM	Included	Cherry Solids & Veneers-Fruitwood Finish	61"x2934"x19"	\$945.00
Pilot	7654	Console	60	8	Single Diamond	FM/AM	Included	Walnut Solids & Veneers-Oil Walnut Finish	61¼"x33¼"x19½"	\$995.00
RCA Victor	3VF40	Contemp Lowboy	58	6	Dual D/S	FM/AM	Included	Antique Caramel Mahogany	281/4"x591/2"x181/2"	\$500.00
RCA Victor	3VF44	Danish Lowboy	58	6	Dual D/S	FM/AM	Included	Danish Walnut	30%"x621/4"x161/4"	\$500.00
RCA Victor	3VF51	Danish Spinet	58	6	Dual D/S	FM/AM	Included	Danish Walnut	39%"x49"x17¾"	\$550.00
RCA Victor	3VF53	Colonial Spinet	58	6	Dual D/S	FM/AM -	Included	Antique Colonial Maple	40%"x48%"x19%"	\$550.00
RCA Victor	3VF60	Colonial Husch Console	58	6	Dual D/S	FM/AM	Included	Antique Colonial Maple	60%"x44%"x16%"	\$575.00
RCA Victor	3VF61	French Provincial Hutch Console	58	6	Dual D/S	- FM/AM	Included	Antique Natural Cherry	55"x5234"x163/*"	\$595.00
RCA Victor	3VF64	Danish Hutch Console	58	6	Dual D/S	FM/AM	Included	Danish Walnut	50"x52"x16"	\$595.00
Sterling	Arabella	Console	40	8	Dual D/S	AM/FM Short Wave	Optional	Light/Dark Walnut	51%"x33%"x16%"	\$649.95
Starling	Isabella	Console	40	. 8	PROFESSION OF THE	FM/AM Short Wave	Optional	Light/Dark Walnut	5234"x31½"x16½"	\$699.95
Telefunken	Salzburg 5396 MX	Console			Dual Diamond	FM/AM Short Wave Push Buttons	*Included	Walnut in Gloss or Satin Finish		\$649,50
Telefunken	Hymnus 5328 MX	Console		8	Dual D/S	FM/AM Short Wave Push Buttons	ińcluded	Walnut in Gloss or Satin Finish		\$799.50
Videola	Senator	Console	25	6	Dual Sapphire	FM/AM, SW	Optional	Walnut	52"x29"x18"	Approx. \$725.00
Videola	Astronaut	Console	25	6	Dual Sapphire	FM/AM, SW	Optional	Walnut	56"x29"x18"	Approx. \$825.00
Webcor	3393	Console with Stereo Tape Deck	20	5	Dual D/S	FM/AM	Included	Wood: Walnut	32½"x45¼"x17¾"	\$640.00
Webcor	3392	Console, Includes Stereo Tape Deck	40	5	Dual D/S	FM/AM	Included	Wood: Walnut	32"x50"x19"	\$850.00
Zenith	MK2784	Console-with TV	24	4	Dual Sapphire	FM/AM		Maple Veneers & Solids	301/2"x58"x17"	\$525.00
Zenith	MK2635	Console	24	8	Dual D/S	FM/AM	Included	Mahogany & Maple Veneers & Solids	301/2"x443/4"x20"	\$575.00
Zenith	The Vienna MX2635	Console	24	•	Dual Diamond	FM/AM	Included	Maple, Mahogany	30½"x44¾"x20"	\$575.00
Zenith	MK2784	Console—with TV	24	53.	Dual Sapphire	FM/AM	Included	Oiled Finished Walnut & Mahogany Veneers & Hardwood Solids In Maple	- 30½"x58"x17"	\$575.00 \$600.00
Zenith	MK2786	Console—with TV	. 24	•	Dual D/S	FM/AM	Included	Oiled Finished Walnut, Mahogany and Blond Walnut Veneers & Hardwood Solids	30 13/16"x60\\"x17 9/16"	\$650.00
Zenith	MK2787	Console—with TV	40 Peak 20 EIA undistorted	4	Dual Sapphire	FM/AM	Included	Maple Veneers & Hardwood Solids	33½"x61"x18¼"	\$725.00
Zenith	MK3386	Console—with TV	24		Dual D/S	FM/AM	included	Oiled Finished Walnut, Mahogany and Blond Walnut Veneera	30 13/16"x601/a"x17 9/16"	\$725.00
Zenith	MK2670	Console	84 Peak 40 EIA undistorted		- Duel D/S	FM/AM	Included	Olied Finished Walnut Veneers & Hardwood Solids	32"x551/2"x1874"	\$750.00
Zonith	The Danube MK2670W	Console -	40	8	Dual Diamond	FM/AM	Included	Walnut	32"x44%"x20"	\$750.00
Zenith	MK2789	Cansole—with TV	40 Peak 20 EIA undistorted	1.4	Dual D/S	FM/AM	Included	Mahogany & Maple Veneers & Hardwood Solids	31"x60\4"x1756"	\$750.00
Zenith	MK2675	Console	84 Peak 40 EIA undistorted	E 6.1	Dual D/S	FM/AM	Included	Cherry Veneers & Hardwood Solids	32"x551/2"x19"	\$800.00
Zenith	The Rigolett MK2675H	o Console	40		Dual Diamond	FM/AM	Included	Cherry Fruitwood	32"x55\/2"x19"	\$800.00
Zenith	MK2685	Console	84 Peak 40 EIA	8	Oual D/S	FM/AM	Included	Cherry Veneers & Solids In Antique White	32"5434"x1834"	\$800.00
	MK3388		undistorted	1 - 2			en	TOWNS OF THE PARTY		\$850.00
Zenith	E C LE PROPERTY	Console-with TV	40 Peak	4	Dual D/S	FM/AM	Included	Cherry Veneers & Hardwood Solids	331/4"x621/2"x181/4"	\$925.00

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Clairtone	Signature \$1003	Console (plus stereo tape deck)	70	4	Dual Diamond	FM/AM	Included	Veneer: Walnut	81½"x19"x26½"	\$1,075.50 to \$1,695.00
Electrohoma	Criterion	Console	120	6	Diamond	FM/AM	Included	Walnut-Stereo Tape Deck Included		\$1,495.00
Fisher	Statesman (11	Console	40	6	Dual Diamond	FM/AM	Included	Walnut (Modern), Fruitwood (French Provincial) Stereo Tape Deck Included		\$995.00 \$1,045.00
Fisher	Executive VIII	Console	70	6	Dual Diamond	FM; AM	Included	Modern Mahogany or Walnut (Italian Provincial) Fruitwood (French Provincial) Stereo Tape Deck Included		\$1,695.00 \$1,745.00 \$1,745.00
Fisher	Regent	Console	80	8	Dual Diamond	FM/AM	included	Walnut or Cherry (Modern), Walnut (Italian Provincial), (Cherry (French Provincial) Stereo Tape Deck Included	200	\$1,995.00 \$2,095.00 \$2,095.00
Fisher	President VIII	Console	90	8	Dual Diamond	FM/AM	Included	Walnut (Modern), Fruitwood (French) Provincial)- Stereo Tape Deck Included		\$2,695.00 \$2,695.00
Videola	Royal Dane II	Console	25	8	Dual Sapphire	FM/AM SW & TV	Optional	Walnut	64"x29"x18"	Approx. \$1,495
Zenith	7500	Console with color TV	84 Peak 40 EIA undistorted		Dual D/S	FM/AM	Included	Walnut Veneers & Solids with Carpathian Elm Burl Veneer on Doors	32"x67%"x211/4"	\$1,750.00

YOUR TAPE HEAD

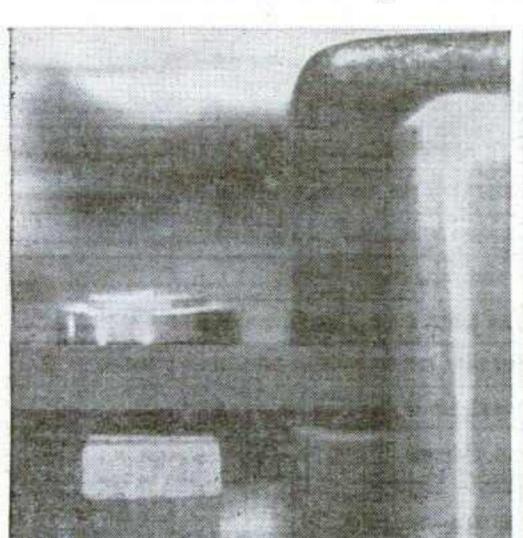
A triumph of RCA research in sound, RCA Red Seal magnetic tape will show you what your recording equipment is capable of!

Developed and produced to exacting standards, it's the superior tape used for recording the masters of RCA Victor phonograph records and RCA pre-recorded tapes. At the RCA Magnetic tape

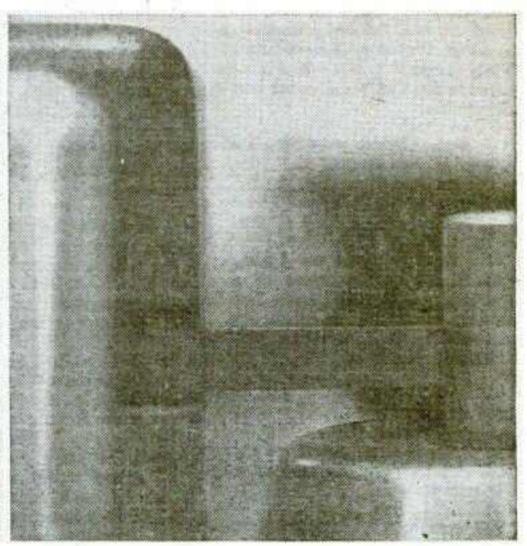
plant in Indianapolis, skilled engineers supervise every step of production, from the basic oxide formulation to the finished tape. RCA Red Seal tape is quality control tested for frequency response, distortion, dropout, noise, and print-through; tested

mechanically for coating thickness, layer-to-layer adhesion, cupping, slitting and anchorage. These precise controls give all RCA Red Seal tapes the required magnetic properties and recording-bias

characteristic. As a result, every roll of RCA Red Seal tape is of the same high quality. For full details, fill in the coupon, now!









	ARKETING/RCA VICTOR RECORD DIVISION/155 EAST 24TH STREET/NEW YORK 10, NEW YORK ing essential physical and magnetic characteristics of RCA Red Seal Magnetic Tape
THE DESCRIPTION AND STREET STR	TITLE
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FOLK TALENT & TUNES GUY'S LOADED

By BILL SACHS

Officials of WSM, Nashville, will soon officially announce November 9-10 as dates for the station's annual Country Music Festival. . . . Murray Nash made a hurryup trip to Louisville and Cincinnati last Wednesday and Thursday (29-30). He arrived in Cincy early Thursday and departed the same night by plane for Nashville to make an early Friday recording session. While in Cincinnati, Murray made a visit to Jimmie Skinner's Music Center and a whirlwind round of the local deejays. . . . After a week's holdover at the Buena Vista Hotel, Safford, Ariz., Roy Clark (Capitol) moves into Wichita, Kan., for a two-week stand at the Hi Ho Club beginning Monday (3).

Hank Thompson and His Brazos Valley Boys move into Albuquerque, N. M., Monday (3) for the opening of the Far West Club, new c.&w. nitery. The group winds up its engagement there Saturday (8). Jim Ameche, producer of Hank's syndicated radio show, and Hank's personal manager, Jim Halsey, will also be on hand for the club's premiere. Thompson's radio show is carried on Albuquerque's all-country station, KRZE. . . . Jim Halsey, Thunderbird Artists, Inc., Independence, Kan., is keeping Wanda Jackson busy on personals that will take her through three States during September, including stops at the Southern Club, Lawton, Okla.; Trianon Ballroom, Oklahoma City; the charts with "The Swiss Maid- cluded a long hitch in the a.&r. Cimarron Ballroom, Tulsa, Okla., and Genova's Chestnut Inn, Kan- "How's My Ex Treating You," by left his a.&r. chores to take over sas City, Mo. Presently working as Jerry Lee Lewis on Sun; "Salt and the reins of the Everest label, a single, Wanda will reactivate her Party Timers' group when she returns to the Las Vegas scene late in September.

Don Carter, co-writer on one of Jim Reeves' past hits, "What I Feel in My Heart," is making the rounds of Texas stations, plugging his current tunes, "Poor Little Rich Boy," by George Jones on United Artists, and "Footsteps of a Fool," by Judy Lynn on United Artists. He wrote the latter in collaboration with Danny Harrison.

Tom Reeder, deejay and general manager of WARI Radio, Abbeville, Ala., has taken over the personal management on Clyde Beavers, formerly on Decca, with the pair also associated in the Tom Cat Publishing Company, new BMI affiliate. . . . Charlotte Harden c.&w. platter spinner at WMPR, Flint, Mich., was at Bradley's in Nashville recently to cut the first country release for Robert Cloud's Starline Records. The record, "Standing Room Only," written by Jack Ripley, of Sure-Fire Publishing Company, b.w. "Echoes of My Heart," is due for release September 10. . . . Chaw Mank, of Blue Ribbon Records, Box 30, Staunton, Ill., reports that he is writing a book to be represented in the book to write him for information, enclos-

New NARAS People

HOLLYWOOD-The Los Angeles chapetr of the National Academy of Recording Arts and Sciences last week added the fol-Reiner, Andy Williams, Milt Ebbins, Jerry Fielding, Mo Ostin, Jack Levy, George Jerome, R. Alex Anderson, Dale Issenhuth, Robert Golden, Richard Friesen, Leonard Pruzansky.

ing a stamped and addressed return envelope.

Tex Williams is back in California after a tour of military bases in Hawaii arranged by Bob Smith. From September 14-20, Tex will be featured at the Los Angeles County Fair with his band directed by Billy Armstrong. Booking was arranged by Jack E. Murrah, of Artists International, Sepulveda, Calif. On August 11, Williams occupied a prominent spot on the Disneyland TV show. . . . Al Rogers, who conducts a country music platter show on KBUY, Amarillo, Tex., infos that he and his Rocky Mountain Boys are enjoying the biggest season ever on personals. Group is set for Beaver, Okla., 7; Althus, Okla., 8; Oklahoma City, 14, and Clinton, Okla., 15.

Roger Miller has just cut a new session for RCA Victor, with release slated for early September. Roger wrote Del Shannon's new release on Big Top Records, "The Swiss Maiden"; Mark Dinning's In Dual Signing new one on MGM, "I Catch Myself Crying," and Jimmy Elledge's . . . Tree Publishing, Nashville, has signed John Fitzmorris to an exclusive writer's pact. John is comparatively new to the Nashville Talmadge, UA president, scene, but already has had a number of songs recorded, the most recent being by Bruce Channel. . . . Tree Publishing is currently riding 10-year tenure with MGM also inen," by Del Shannon on Big Top; department. Several years ago he Pepper," by Rita Faye on Capitol, and "Mama Sang a Song," by Bill Anderson on Decca. Firm is also During this period, he continued as sporting releases by such names as Jimmy Elledge, Clyde McPhatter, Joe Dowell, Kitty Wells, Jan Howard, Dolly Parton, Marilyn Britton and Joe Tex.

Slick Norris is handling the promo on Ray Price's new release, "I'm Walking Slow" and "Pride." . . . Buck Owens and Glenn Barber have new releases bearing the same title, "I Can't Stop." Buck's release is on Capitol; Glenn's is for United Artists. Both releases are straight country but the songs are not the same-only the title. . . . Al Dexter is back home at Lake Dallas, Tex., after two recent trips to the hospital with kidney stones. ... Buddy Starcher, who spins the country wax 7:30-8:30 a.m., Monday through Friday, will spend September 8-9 in Nashville, recording an album for Starday.

The C.&W. Appreciation Society of Great Britain, John McKenzie, president, has moved to larger quarters at 36 North Road, Broadwell, Coleford, Gloucestershire, England, McKenzie reports that the Society's radio series has attained the No. 6 position in Great Britain "Down Country Music in the ratings, again proving the Lane." He invites those wishing rising popularity of country music in that country. McKenzie is currently dealing with Starday Records to sell its "Opry Time in Tennessee" album in Great Britain via the radio show. He has plans for the same sort of deal with other companies. "The single we seem to be getting the most requests for." writes McKenzie, "is Webb Pierce's 'Crazy Wild Desire.' " The disk is lowing to its membership roll: Carl not available in Britain, but is getting a big play on our shows. I will be making the trip to Nashville the money is placed in a general share of such net profits to Bloomin November for the Country Music Festival and hope to meet Grant, Robert Summer and Charles up with some of the people whose York suit does not go into the sic for the play, for 6 per cent of music I'm helping to promote."

CAR RADIO ON?

NEW YORK - The more people listen to car radios, the higher their income is likely to be. That's the word from Radio Advertising Bureau which has issued a new profile "by age, occupation, income and education" of the huge, mobile, U. S. car-radio audi-

The facts, according to RAB: Motorists earning \$10,-000 or more spend one hour and five minutes, on a daily average, listening to their car radios. This is 14 per cent more time spent in automotive listening than the average time (57 minutes) spent daily by motorists with incomes of \$6,000 or less. Auto radio listeners are also a youngbut not teen-age-audience, with the 25-34-year-old segment doing the most listening each day.

The study was based on a series of 3,000 interviews with radio-equipped motorists and was made for RAB by an independant research firm.

Leroy Holmes

NEW YORK — Leroy Holmes "A Golden Tear" on RCA Victor. this week was appointed musical director for United Artists Records, and at the same time he became a recording artist for the label. Art nounced the move.

> Up till now, Holmes has been an artist with the MGM label. His where he produced a number of successful albums by Gloria Lynn. a featured artist at MGM.

> Holmes, who is also a cleffer, has recorded many albums in the mood instrumental field, and has conducted for a number of TV network musical shows.

> He is already recording his first album for UA, which will feature the Leroy Holmes Singers. Addition of Holmes, who will headquarter in New York, marks another step in the broad expansion of UA, Talmadge said, and is part of a continuing program of building up a.&r. operations.

Suit Against AFM Not Tough Enough, Says 802 Member

NEW YORK-A pending action in U. S. District Court here involving a suit by a group known Twain short story, "The Millionas the Orchestra Leaders of Greater Pound Bank Note." The musical New York against the AFM and New York Local 802, is challenged as not representing the interests of the rank and file musician, in a legal move by Eddie McMullen, an 802 member.

McMullen has filed a petition to enter the action as amicus curiae (friend of the court), facts regarding a 11/2 per cent Local partnership interests for public sale 802 tax and the 10 per cent at \$8,000 each. traveling tax, imposed on members by the AFM, have not been properly introduced in the suit. Mc-Mullen will attempt to show that such exactions, under terms of the Labor Management Relations Act, through the offering. Estimated Section 302 (c), are illegal.

McMullen's petition claims that the Musician's Union does not put ployee, his family and dependents," fund, purposes of which never garden Productions. have been made clear.

fund matter.

BILLERAPE HOT C & W SIDES

Chart

This Last By special survey for week ending 9/8 Week Week TITLE, ARTIST, LABEL & NUMBER

(5)

(10)

10 SHE THINKS I STILL CARE, George Jones, United Artists 3424

(15)

(16) 23 I'M LOOKING HIGH AND LOW FOR MY BABY, Ernest Tubb, Decca 31399..... 4 — SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424..... 1

SHOW HER LOTS OF GOLD, Ernest Tubb, Decca 31399.......

21) 13 IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV,

(23)

27 IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425...... 9

Public Gets Chance To Back Twain Show

WASHINGTON-The public is invited to share in the financing of FOR HIP ONE a new musical based on a Mark drama has been tentatively titled, "Cock of the Walk," and its prospective parent company is called the Million-Pound Company, Latter has filed with Securities & Exchange Commission for permission to register \$400,000 of limited

Max Allentuck and Kermit Bloomgarden Productions, Inc., will produce, when and if partership is formed on raising of \$400,000 budget for the play is \$340,000. Allentuck will be entitled to 50 these monies into a "trust fund per cent of net profits of the partfor the sole benefit of the em- nership (for which he will make no cash contribution), and he has as called for in the act, but rather, agreed to pay 90 per cent of his

Gwen Davis and Philip Springer The Orchestra Leaders of New will write the book, words and muthe box office gross weekly.

DALLAS COP SWAPS OLD BEAT

DALLAS-George Kent, a patrolman with the Dallas Police Department, has resigned his job to seek fame and fortune as a vocalist. He is a composer and a guitarstrumming country music singer.

Partial triumphs in the recording field admittedly have made the 27-year-old policeman heady with visions of cracking the big time. Now instead of wearing the blue uniform of a police officer, he will wear a \$265 red Western suit and white boots.

One song, "How Can I Write on Paper," written by Kent and Don Carter of Irving, Tex., and recorded by big-name artist Jim Reeves of "Grand Ole Opry," has sold more than 100,000 records.

Kent's own biggest singing success is "Hall of Shame."

SCHOOL'S IN SESSION ONCE MORE WITH A BLUES BALLAD LESSON BY



CLYDE MCPHATTER

FOR THE EAGER STUDENTS THERE IS A TENDER DISCOURSE ON THE COURSE OF LOVE TITLED



BACKED UP BY A SWINGING RECREATIONAL PERIOD

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BY THE MERRY MELODY SINGERS
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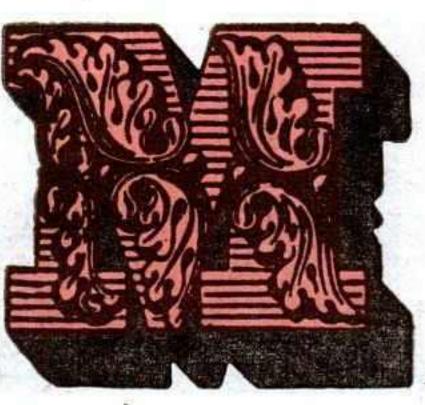
From America's First Family of Fine Recordings



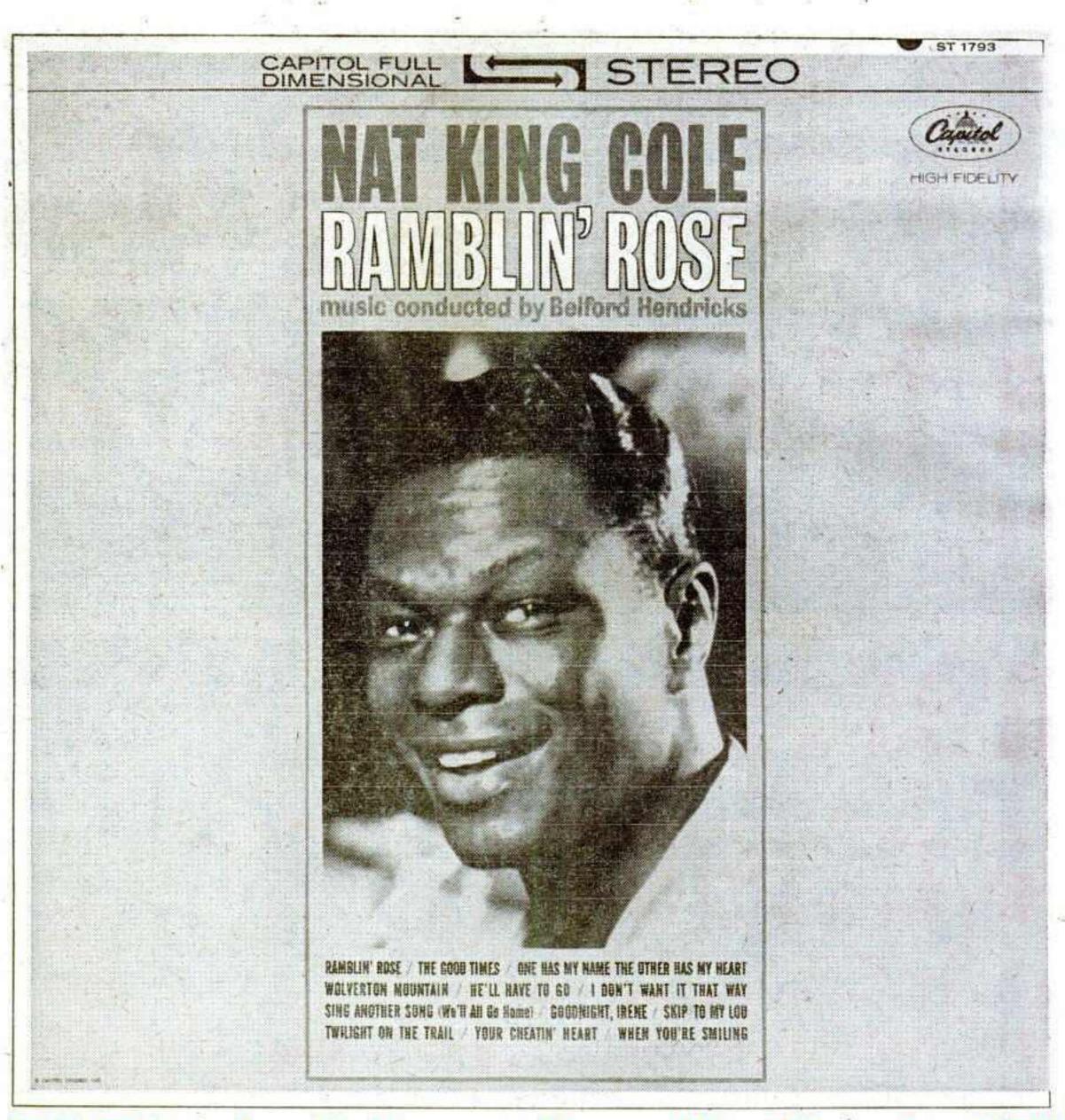
Nat King Gole's si





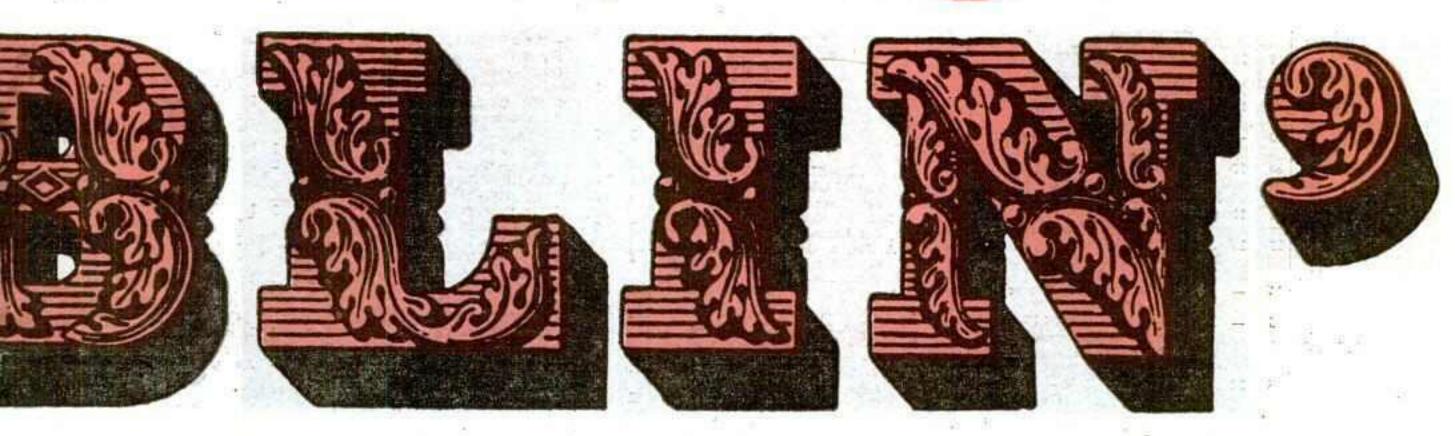


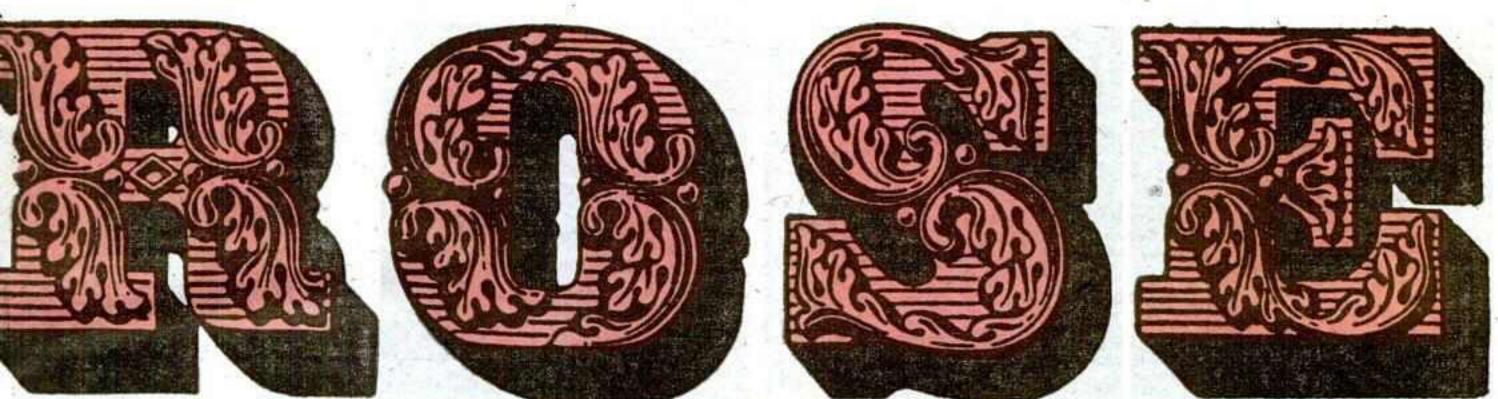




P.S. Pricewise, Nat's new album will suit you to a "T" (& "ST", too): #1793. See your Capitol sales rep today!

nash-hit single





has blossomed Into a dozen American Beauties!

he same terrific Belford Hendricks'
oices-and-strings backing, the same penetrating
country"mood, the same wonderful style
f singing that is Nat's exclusively.
ingle Record: "Ramblin' Rose" | The Good Times #4804 (

Capitol

BUSIC WEER HITS OF THE MORLD



ARGENTINA

(Courtesy Escalera a la Fama) This Last Week Week 1 PALOMA-Roberto Yanes (CBS);

Quilla Huasi (Philips); Los Andariegos (Tonodisc)-Korn

2 RITMO AFRICANO-Bert Kaempfert (Polydor)-Edami 3 MIDNIGHT IN MOSCOW-

Stirlyn Brandy (Tonodisc)-Tyler Music-Novel 4 CUANDO CALIENTA EL SOL-Los Marcello Ferial (Microfon); Tony Vilar (CBS); Sire San

Roman (Music Hall)-Edami 9 KING OF CLOWNS-Neil Sedaka (Victor)-Aldon-Fermata

7 A STEEL GUITAR AND A GLASS OF WINE-Paul Anka (Victor)-Spanka-Fermata 5 MULTIPLICATION-Bobby Darni (Atco); Los

Salvajes (CBS)-Adaris Music-Fermata 8 EL POETA LLORO-

Los Fernandos (Odeon)-Korn 26 22 RIGHT SAID FRED-EL CIGARRON-Hugo Blanco

(Polydor)—Fermata 15 NORMAN—Sue Thompson (Hickory)-Korn 6 THE NIGHT I CRIED-

Brian Hyland (Ariel)-Pogo Music-Fermata 12 USTED Y YO-Los Tres

Sudamericanos (CBS)-Edami 11 HIT THE ROAD JACK-Ray Charles (Ariel)-Tangerine-Fermata

13 LOVELAND-Paul Anka (Ariel) -Spaka-Fermata

 DESAGRADECIDA—Siro San Roman (Music Hall)-Korn

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin

Week Week 1 THE YOUNG ONES-Cliff Richard (Columbia)-

This Last

Allans 3 I REMEMBER YOU-*Frank Ifield (Columbia)-Chappells

HE STRIPPER—David Rose (MGM)—Chappells

LIMBO ROCK- The Champs (London)-Davis

ROSES ARE RED-Bobby Vinton

(Coronet)—Leeds TASTE OF HONEY-Martin Denny (Liberty)-Pincus Gil

6 DO YOU WANT TO DANCE-Cliff Richard (Columbia)-Chappells

A MOI DE PAYER-*Mary Price Quartet (Coronet)-No Publisher

ROUTE 66 THEME-Nelson Riddle (Capitol)-No Publisher

10 COME OUTSIDE-Mike Sarne (Parlophone)-Southern Music

VACATION-Connie Francis (MGM)-No Publisher

SHELIA-Johnny Roc (Festival)-No Publisher

BESAME MUCHO-Jet Harris

(Decca)—Davis

8 THE SAVAGE—The Shadows

(Columbia)—Allans

15 WOLVERTON MOUNTAIN-Claude King (Coronet)-Chappells

BRITAIN

(Courtesy New Musical Express, London) Denotes local origin

This Last Week Week

1 I REMEMBER YOU-*Frank Ifield (Columbia)-**Chappell** 2 SPEEDY GONZALES-

Pat Boone (London)-Budd Music/Macmelodies 5 ROSES ARE RED-*Ronnie Carroll (Philips)-

Leeds 3 THINGS-Bobby Darin (London) -Burton

GUITAR TANGO-*Shadows

(Columbia)—Mills Music 8 SEALED WITH A KISS— Brian Hyland (HMV)-

Sheldon Music 9 BREAKING UP IS HARD TO DO-Neil Sedaka (RCA)-

Aldon ONCE UPON A DREAM-

*Billy Fury (Decca)-Filmusic CAN'T STOP LOVING YOU-

Ray Charles (HMV)-Acuff-Rose 19 BALLAD OF PALADIN-Duane Eddy (RCA)-Greenwich

Music 11 10 LET THERE BE LOVE-Nat King Cole/George Shearing

(Capitol)—Chappell
12 14 VACATION—Connie Francis

(MGM)-Merna Music 16 SO DO I-Kenny Ball (Pye)-Peter Maurice

14 ROSES ARE RED—Bobby Vinton (Columbia)—Leeds

SHE'S NOT YOU-Elvis Presley | 8 8 THE YOUNG ONES-(RCA)-Ronny Music 16 13 LITTLE MISS LONELY-

 Helen Shapiro (Columbia)— Lorna Music 20 PICK A BALE OF COTTON-

*Lonnie Donegan (Pye)-Essex Music 18 23 MAIN TITLE THEME-

*Jet Harris (Decca)-Victoria Music 12 DON'T EVER CHANGE-

Crickets (Liberty)-Aldon WILL I WHAT-*Mike Sarne (Parlophone)-Southern

DANCIN' PARTY-Chubby Checker (Columbia)-

Hill & Range 22 11 PICTURE OF YOU-*Joe Brown (Piccadilly)-Michael Reine

23 26 SPANISH HARLEM— ·Jimmy Justice (Pye)-Progressive Music ADIOS AMIGO-Jim Reeves

(RCA)-142 Music - PETER AND THE WOLF-*Clyde Valley Stompers (Parlophone)-Ardmore and

Beechwood *Bernard Cribbins (Parlophone)

-Noel Gay 27 27 STRANGER ON THE SHORE-*Acker Bilk (Columbia)-Sherwin

SOME PEOPLE-*Valerie Mountain (Pye)-Essex Music and Erle Music

DON'T THAT BEAT ALL-*Adam Faith (Parlophone)-Downbeat

GOTTA SEE BABY TONIGHT-*Acker Bilk (Columbia)-Enterprise

DENMARK

(Courtesy Quan Musikbureau, Copenhagen) *Denotes local origin

This Last Week Week

3 I CAN'T STOP LOVING YOU Ray Charles (ABC-Paramount) -Mork

1 HAWAII TATTOO-The Waikiki's (Palette)-Winckler

2 TOY BALLOONS-*Jorgen Ingmann (Metronome)-

winckier SPEEDY GONZALES-Pat Boone (Dot)-Mork LA NOVIA-Poul Bundgard

(Polyphon)-Winckler GINNY COME LATELY-Brian Hyland (ABC-Paramount) 8 I'M LOOKING OUT THE

WINDOW-Cliff Richard (Imudico) 5 GOOD LUCK CHARM-

Elvis Presley (RCA)—Winckler
9 TANZE MIT MIR IN DEN MORGEN-Gerhard Wendland (Philips)-Multitone

QUANDO, QUANDO, QUANDO -Pat Boone (Dot); Tony Renis (HMV)-Winckler

EIRE

(Courtesy Teenage Express, Dublin) This Last

Week Week 1 I REMEMBER YOU-Frank Ifield (Columbia)-

Victoria SPEEDY GONZALES-

Pat Boone (London)-Keith Prowse 7 THINGS-Bobby Darin (London)

-Burton 3 FOLLOW THAT DREAM (EP)-

Elvis Presley (RCA)-17 Savile Row
4 PICTURE OF YOU—Joe Brown

(Piccadilly)-Michael Reine ADIOS AMIGO-Jim Reeves (RCA)-142 Music CAN'T STOP LOVING YOU-

Ray Charles (HMV)-Acuff-Rose YES, MY DARLING DAUGH-TER-Eydie Gorme (CBS)-

Chappell ROSES ARE RED-Bobby Vinton

(Columbia)-Leeds 10 10 GUITAR TANGO-The Shadows (Columbia)—Mills

FINLAND

(Courtesy Ilta-Sanomat, Helsinki) *Denotes local origin

This Weeks

Week Ago 1 THE BOULEVARD OF BROKEN DREAMS-*Lill-Jorgen Petersen (Columbia)-

Scandia 4 CATERINA-Perry Como (RCA) -Fazer

LALAIKA-*Ann-Christine (Scandia)—Scandia

CAPPUCCINE-Nat King Cole (Capitol)—Fazer 5 TANSSIN SUN KANASSASI

AAMUUN-*Oili Vainio

(Philips)—Fazer
WALK ON BY—*Leroy van Dyke
(Mercury)—Sweden Music SABINA-*Veikko Tuomi (Odeon) (Odeon)-Levysavel

*Cliff Richard (Columbia)-Levysavel 12 LALAIKA-*Jan Burgers (Sonet)

-Scandia 10 18 I CAN'T STOP LOVING YOU-Ray Charles (Karusell)-Fazer

> FLEMISH BELGIUM (Courtesy Juke Box Magazine) Denotes local origin

Two This Weeks

Week Ago 1 I CAN'T STOP LOVING YOU-Ray Charles (ABC-Paramount)-

Acuff-Rose SPEEDY GONZALES-Pat Boone (Dot)-Bens

A STEEL GUITAR AND A GLASS OF WINE-Paul Anka (RCA)—Spanka MONEY—Joey Dee (Roulette) QUANDO, QUANDO, QUANDO

-Pat Boone (Dot)-Bens CATERINA-Perry Como (RCA) -Class Music 6 DO YOU WANNA DANCE-Cliff Richard (Columbia)-

Essex 8 10 MADISON GO-*James Curtis (Decca)

ROSES ARE RED-Bobby Vinton (Columbia) 7 GOOD LUCK CHARM-Elvis Presley (RCA)-Belinda

GERMANY

This Last Week Week

1 PARADISO-Connie Francis (MGM)-Schneider-Fracon; TU MIR NICHT WEH-Connie Francis (MGM)-Gerig

2 SWEETY-Peter Kraus (Polydor) -Gerig LINDA-Gus Backus (Polydor)-

Gerig 3 LADY SUNSHINE UND MR. MOON-Conny (Columbia)-Gerig 5 EIN DUTZEND ANDERE

MANNER-Gerd Bottcher (Decca)-Montana ICH SCHAU DEN WEISSEN WOLKEN NACH-

Nana Mouskouri (Fontana)-Schaeffers; EINMAL WEHT DER SUDWIND WIEDER-Nana Mouskouri (Fontana)-Schaeffers

(Englische Gesellschaft) (Philips)

7 10 SPEEDY GONZALES/KLEINER GONZALES-Rex Gildo (Electrola); Pat Boone (London)—Schaeffers HEISSER SAND—Mina (Polydor)

-Gerig GINNY, COME LATELY/ GINNY, OH GINNY-Jan und Kjeld (Ariola); Brian Hyland

-Meisel SCHLAFSS DU SCHON?-10 Gerhard Wendland (Philips)— Melodie der Welt; SCHAU MIR NOCHMAL IN DIE AUGEN-Gerhard Wendland (Philips)-Melodie der Welt

WEINE KLEINE TRANE UM MICH-Carlos Otero (Polydor) -Seith 12 12 GOOD LUCK CHARM-

Elvis Presley (RCA)-Aberbach YA, YA-Joey Dee (Roulette)-

Marbot 14 13 CATERINA-Willy Hagara (Philips); Perry Como (RCA)-Seith

LOST PATROL-Oberst Nickolson's Band (Carina)-Schaeffers QUANDO, QUANDO, QUANDO Caterina Valente u. Silvio Francesco (Decca)-Budde

ROSEN SIND ROT/ROSES ARE RED-Bobby Vinton (Columbia); Caterina Valente (Decca)—Gerig 18 15 AUF WIEDERSEH'N

MARLENE-Bob Moore (London)-R. M. Siegel BLAUES BOOT DER SEHN-SUCHT-Blue Diamonds

(Fontana)—Aberbach AUF MEINER RANCH BIN ICH KONIG-Peter Hinnen (Ariola)-R. M. Siegel

HONG KONG

This Last Week Week AL DI LA-Emilio Pericoli -(Warner Bros.)

AL DI LA-Giancarlo and His Italian Combo (Diamond) THE YOUNG ONES-Cliff Richard (Columbia)

SPEEDY GONZALES-Pat Boone (Dot) TEENAGE IDOL-Rick Nelson (Imperial)

BOYS' NIGHT OUT-Patti Page (Mercury) CAN'T STOP LOVING YOU-Ray Charles (ABC-Paramount) STRANGER ON THE SHORE-

Andy Williams (CBS)
BREAKING UP IS HARD TO

DO-Neil Sedaka (RCA) MY BLUE HEAVEN-10 The String-Alongs (Dot)

ITALY

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

This Last Week Week

1 1 CUANDO CALIENTA EL SOL -Hnos Rigual (RCA); Marcellos Ferial (Durium) Lina De Lima

(Primary) 2 STAI LONTANA DA ME/SEI RIMASTA SOLA-*A Celentano (Clan)

3 ST. TROPEZ TWIST-*Peppino Di Capri (Carisch) RENATO—"Mina (Italidae) EVELYNE—"Nini Rosso (Sprint) ABAT-JOUR-*Henry Wright (GC); Petula Clark (Pye) PINNE FUCILE ED OCCHIALI

-*Edoardo Vianello (RCA) SOGNO D'AMORE TWIST-*Peppino Di Capri (Carisch) 9 12 OGNI GIORNO-Paul Anka (RCA)

8 LA RAGAZZA COL MAGLIONE-Pino Donaggio (Columbia) 11 13 TRANI A GO-GO-

*Giorgio Gaber (Ricordi) CATERINA-*Tony Dallara (Music); Perry Como (RCA) LA PALOMA-Elvis Presley (RCA); Connie Francis (MGM)

LA VELA BIANCA-Gilbert Becaud (VdP) VIOLINO TZIGANO-Connie Francis (MGM)

JAPAN

(Courtesy Utamatic, Tokyo) Denotes local origin

This Last Week Week 1 *OUSHO-Murata Hideo (Columbia)—Columbia 2 *WAKAI FUTARI-Kitahara Kenji (Columbia)-Columbia 7 *BUNGACHA—BUSHI—

Kitajima Saburo (Columbia)-Columbia 11 °YOGIRI NO BLUES-Ishihara Yujiro (Teichiku)-Teichiku

3 LIMBO ROCK-The Champs (London)-King 6 *AKASHIYA NO AMEGA YAMUTOKI-Nishida Sachiko

(Polydor)—Grammophon

4 *WASURENAISA—Kitahara Kenji (Columbia)—Columbia *NANGOKU NO YURO-Buckie Shirakata (Teichiku)-

Teichiku MIDNIGHT IN MOSCOW-Kenny Ball (Pye)-Columbia KYUKKYU-BUSHI-Matsuyama Keiko (Toshiba)-

NEW ZEALAND

Denotes local origin

This Last

Toshiba

Week Week 2 COME OUTSIDE-Mike Sarne (Parlophone)—Southern AHAB THE ARAB—Ray Stevens (Mercury)—Cop Control ROSES ARE RED—Bobby Vinton (Columbia)-Leeds

BREAKING UP IS HARD TO DO-Neil Sedaka (RCA)-Southern SPEEDY GONZALES-Pat Boone (London)-Cop Control

FORTUNE TELLER-*Ray Woolf (Zodiac)-B&H PALISADES PARK-Freddy Cannon (Stateside)-Albert

4 THE YOUNG ONES-Cliff Richard (Columbia)-Allen SEALED WITH A KISS-Brian Hyland (ABC-Paramount)

-Chappell 10 10 I CAN'T STOP LOVING YOU-Ray Charles (Ampar)-Acuff-Rose

NORWAY (Courtesy Verdens Gang) Denotes local origin This Last

Weck Week 1 SPEEDY GONZALES-Pat Boone (Dot)-Imudico ADIOS AMIGO-Jim Reeves (RCA)-Emil Monn Iversen A/S

3 2 ZWEI KLEINE ITALIENER-Conny Froboess (Columbia)-Sweden Music 4 5 1 CAN'T STOP LOVING YOU-Ray Charles (Karusell)-Egil Monn-Iversen A/S 5 — ROSES ARE RED—Bobby Vinton

(Columbia)—Musikk-Huset A/S REMEMBER YOU— Frank Ifield (Columbia) GOOD LUCK CHARM-Elvis Presley (RCA)-Belinda CATERINA-Perry Como (RCA)

-Egil Monn Iversen A/S

(Atlantic)—Belinda NO OL, NO VIN, NO DRAM— 10 Jack Dailey (Viking)-Viking Music

THINGS-Bobby Darin

PERU

(Courtesy La Prensa) Denotes local origin

This Last Week Week 9 LA GORDA-*Los Llopis

(Virrey) 10 SENOR ABOGADO-Johnny Farfan (Smith) \$ LIGADOS-Fausto Papetti (Durium)-Ricardo Roda

(Columbia) UH-HUH-Paul Anka (Philips) 2 MERCUMBE NO. 8-Sonora

Sensacion (Sono Radio)-Victor Durand (MAG) 6 3 LA BALADA DE LA TROMPETA-Los Cinco Latinos (Columbia); George

Jouvin (Odeon); Gastone Parigi

(Durium)—Gasparin (Philips)

6 CALLE 13—Niko Estranda (Odeon)-Lucho Macedo (MAG)

UNICA-Eduardo Farrel (Odeon); Miguel Calo (Odeon) ADELANTE-Trio Fantasia (Odeon);Los Morunos (Sono

Radio) - LA CORONA DE MI MENTE-Johnny Farfan (Smith)-Lucho Barrios (MAG)

PHILIPPINES

*Denotes local origin

This Last Week Week 1 AL DI LA-Emilio Pericoli (Warner Bros.)-Mareco, Inc.

5 IN OTHER WORDS-Jane Morgan (Kapp)-Mareco, Inc. 6 CALLIN' DR. CASEY-

Filipinas Record Corp. 2 I'D NEVER FIND ANOTHER YOU-Tony Orlando (Epic)-Mareco, Inc.

- I KNOW-Bobby Rydell (Cameo)—Dyna Products, Inc. THE CURE-Smitty Williams (MGM)-Mareco, Inc. GOODNIGHT IRENE-Jerry Reed & the Hully Girlies

John D. Loudermilk (RCA)-

(Columbia)-Mareco, Inc. 7 SONG FROM MOULIN ROUGE -Connie Francis (MGM)-Mareco, Inc.

3 TONIGHT-Johnny Mathis (Columbia)-Mareco, Inc. 8 WAH-WATUSI-The Orlons

SOUTH AFRICA

(Cameo)-Dyna Products, Inc.

(Courtesy Radio S. Africa & Laurenco Marques)

This Last Week Week 1 FOLLOW THAT DREAM-Elvis Presley (RCA)-Belinda SOLDIER BOY-The Shirelles

ADIOS AMIGO—Jim Reeves
(RCA)—MCPS
I CAN'T STOP LOVING YOU -Ray Charles (ABC-Paramount)-Melody SPEEDY GONZALES-

(Ridge)-Aberbach

Pat Boone (Dot)-Southern THAT GREASY KID STUFF-Janey Grant (RRC)—Caprice NUT ROCKER—B. Bumble and the Stingers (Ridge)-Ardmore-

Beechwood QUANDO, QUANDO, QUANDO -Pat Boone (Dot)-Witmark 2 DO YOU WANT TO DANCE-Cliff Richard (Columbia)-Mellin

THAT'S OLD FASHIONED-

Everly Brothers (Warner Bros.)

SPAIN

-Belinda

(Courtesy Discomania) Denotes local origin

This Last Week Week 1 PERDONAME—*Duo Dinamico (Voz Amo)-Del Sur Musica A STEEL GUITAR AND A GLASS OF WINE-Paul Anka (RCA)-Editorial Hispavox

3 LOVE ME WARM AND TENDER—*Paul Anka (RCA) —Editorial Hispavox 4 LINDA MUCHACHITA-Connie Francis (Hispavox)-

Editorial Hispavox 5 LA BALADA DE LA TROMPETA-Los 5 Latinos (Philips)—Ediciones Armonico
LOLITA TWIST—*Duo Dinamico
(Voz Amo)—Musica Del Sur
ET MAINTENANT—

Gilbert Becaud (Voz Amo)-Ediciones Armonico TWIST EN ESPANA-

Duo Juvent's (Vergara) MULTIPLICATION-Bobby Darin (Belter) DIME POR QUE—*Duo

Dinamico (Voz Amo)-Musica Del Sur

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BILLBOARD MUSIC WEEK

INTERNATIONAL NEWS REPORT

U. S.-Born DJ **Gets Bounce** In Philippines

MANILA - Robert La Rue Stewart, American-born manager of the Republic Broadcasting System and a TV deejay and radio newscaster of local note, is being ousted officially from the Philippines, with government officials virtually tossing the book at him.

Stewart, who came to the Philippines 17 years ago as a correspondent and stayed to become a broadcast personality, has been charged chiefly with: (1) attempting to influence 1961 Philippines elections; (2) "corrupting" officials of the government concerned with radio broadcasting; (3) violating "for sevearl years" radio control laws in the operation of a network of stations (DSBB, DZSS, DZOO and TV channel 7).

to bid farewell to his "twistival" both last year's Bronston produc-

intimated he was the victim of a gram. An earlier Bronston producpressure play: "Maybe you'll never tion made in Spain, "John Paul see me again because somebody Jones," with a Max Steiner score, doesn't like me."

ARGENTINA

Milena, Araya Receive Awards

By RUBEN MACHADO Lavalle 1783-30 Izq. **Buenos Aires**

Lucio Milena, orchestra director, who reached the four million record mark, received his gold record from Peter De Rougemont, vicepresident of Columbia Records for Latin America. A platinum record was awarded to crooner Rosamel Araya for surpassing the millionrecord level with his recordings "Quemame los Ojos," "Palomita Glu Glu Glu," "Temo Pensar" and "Virgen Negra."

Waldo De Los Rios, a CBS artist, is making a tour through Spain, Italy, France, Germany. Jorge Cesar Esperon, general manager of Tonodisc, returned from the U.S. where he saw people at Jubilee and Time labels, product he distributes in Argentina. . . . M. Brenner, headmaster of Editorial and Producciones Fermata, returned from a tour through Brazil, Venezuela and Mexico.

Clan records of Italy will be distributed in South America by CBS. The first one to be known is "Sei Rimasta Sola." . . . CBS began the Carina," currently on the Buenos Aires stage with Ana Maria Cam-

poy and Jose Cibrian.

AUSTRALIA

New York Trip Helps A.&R. Man

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

Sven Liback, a.&r. manager for Australian Record Company, is back in Sydney after his American trip. He attended several recording sessions in New York, including Seeger. He worked closely with during sessions and tape editing. in this country.

Webster to Write **Bronston Lyrics**

MADRID-An early drive to land Dmitri Tiomkin's music for "55 Days in Peking" in the top record brackets is indicated with the signing of Paul Francis Webster to write lyrics for "Natasha Waltz" and "Peking March," initial music to be handled by the newly organized Samuel Bronston Music Company.

With headquarters at 505 Fifth Avenue, and the same offices as the film company, the new music organization will begin with the music of the Bronston films, "55 Days," now shooting here, "Rise and Fall of the Roman Empire" and "The French Revolution," all of which will be going by spring.

Though MGM released sound tracks of both "King of Kings," an MGM film release, and "El Stewart himself went on the air Cid," an Allied Artists release, viewers of the "Uncle Bob Show." tions, no deal has been made for Hinted Uncle Bob darkly as he the sound track of the current prowas released by Warner Bros. Rec-

> Liback says the trip was a great experience and the information picked up will be of immense value when ARC starts rolling on Australian recordings which will be in the very near future.

ager, is arranging an Australian- here were that the package will sell wide competition between inter- well. State branches and distributors for the most imaginative promotion on | Variete winner Robert Cogoi, whose Claude King. The competition is first record "Si un jour" (If One being built around the album Day) b-w "Si je t'ai fait de la "Meet Claude King," scheduled peine" (If I Did You Wrong) is for September release. King is big still a good seller, just made a sechere, having reached top of the ond session of two of his composicharts in all States with his "Wolverton Mountain." . . . Colin Hopgood, Queensland distributor, is in a beautiful arrangement by Willi at the moment on his swing through Albimoore, who also arranged the North Queensland. . . . Roy Farr, manager of Essex Music, has great hopes for the forthcoming release of Lonnie Donegan's "Pick a Bale of Cotton," to be issued here on the Pye label.

Harry Sutcliffe, of Pye Records, Melbourne, has alerted all distributors in all States for a promotion campaign to tie in with the visit in October of English jazz man Kenny Ball. Another single which has come to hand from Colpix for release by Pye is Bernie Leighton's "Don't Break the Heart That Loves You" which is receiving disk jockey attention. . . . Roy Orbison, whose singles have proved successful on the London label, is to have his next release lifted from his latest stereo recording of "Buenas Noches album "Roy Orbison's Greatest Hits." . . . Bill Robinson, of EMI, stated that "Evergreen" and "Love Star" were the numbers to be released on September 6, while album will be out near Christmas. it with a smile, and all three rec-Another interesting single from EMI on the September release is the old Neil Sedaka platter, "Oh Delilah," from the Pyramid label. . Also scheduled for September 6 is the Jerry Mathis single "Don't Cha Cry" from Atlantic.

> Swaggie Records of Melbourne has released an album featuring the Melbourne New Orleans Jazz Band entitled "Trad Jazz-For Sale" which was recorded prior to the group's tour of Europe which is at the moment proving an outstanding

Ray Bull, promotion manager for the Coronet label, reports that his company is happy at upsurge in sessions by Miles Davis and Pete sales of organist E. Power Biggs. "Music of Jubilee" is one of the Columbia's New York a.&r. people largest selling classical recordings

Latin American Confab **Tackles Mutual Problems**

LIMA, Peru - Record manufacturers of Latin America will work on a program aimed at solving problems of mutual concern at the second annual convention of the Latin American Record Producers here, October 8-10.

The organization is headed by Luis A. Aubry, director manager of Industrial Sono Radio S. A., and was formed last year at a meeting in Rio de Janeiro. Attendance at the first convention was sparse because of political unrest at the time in Brazil.

Other officers include Dr. Henry Jessen, Peru, general secretary, and Manuel Villarreal, Mexico; Enrique P. Lazcano, Uruguay, and M. Wyngaard, Argentina, vicepresidents.

BELGIUM

Conniff Special Looms as Seller

By JAN TORFS Stuivenbergvaart 37, Mechelen

A Ray Conniff special-two 12inch albums at retail price of 129 fr. (\$2.50)—was brought out by Philips in collaboration with a weekly magazine, Zondagsvriend. It includes 24 titles of Conniff's hottest repertoire. Dealers get their Jim Sutton, ARC's sales man- same percentage, and predictions

> Grand Prix International de tions. A strong side is "Pardonnezmoi, Seigneur" (Pardon Me, Lord), flip side, "Donne-moi ta jeunesse" (Give Me Your Youth).

> The Trio Cassiman, who did so well with their Negro spiritual repertoire, just recorded four other titles: "Shadrack"; "Little David, Play Your Harp"; "Nobody Knows the Trouble I've Seen" and "I Got a Robe.'

> The new Paul Anka single, 'Every Night" and "There You Go," has now made its entrance on the Belgian market, Label is RCA. In the meantime a new Cliff Richard record has been issued also by Gramophone: "How Wonderful to Know" and "50 Tears for Every Kiss" on Columbia, Both titles are taken from Cliff's latest album, "To My Italian Friends." With the new Elvis Presley that was released last week, the three most solid stars in Belgium each thus released a new record. Teen-agers here have a lot of money to spend and they do ords are expected to move well.

BRITAIN

Makes Bow Own Label

By DON WEDGE News Editor, New Musical Express

United Artists Records has made its bow here as a completely separate label. It continues to be distributed through EMI Records. Until last year, U-A had been released on British Decca's London line. Then it switched to EMI, the

separate label being one of the issues surrounding the change.

At first EMI issued all U-A product on the HMV label with split logos, dropping, for the first time, the dog symbol to make room. The releases followed the HMV sequence of catalog number-

Three singles marked the new label's debut-the Highwaymen's "The Bird Man," "This Is It" by Jay and the Americans and Al Caiola's "Big Guitar." EMI's September LP release this week included four U-A titles-by Caiola, Highwaymen, Charlie Mingus and Ferrante and Teicher.

EMI has obtained the soundtrack LP right from United Artists Pictures for "The Cool Mikado," a recently completed modern version of Gilbert and Sullivan's "The Mikado."

Three versions will be competing for the British hit with "Party Lights." Pye has the American success by Claudine Clark through its tie with Chancellor, EMI covered it with a 10-year-old boy, Stephen Sinclair, and Oriole competes with Jackie Lee.

EMI also issued its first batch of Stateside EP's: "The Piano Stylings of B. Bumble," Freddy Cannon's "Blast Off" and Cowboy Copas' "Country Hits."

Country music is gaining ground here, with British artists enjoying success in the style. Examples: Frank Ifield's chart-topping "I'll Remember You" (acquired by Vee Jay for the U. S.), Joe Brown's "Picture of You."

Visitors BMI Vice-President Judge Robert Burton was in London for more talks with the Performing Right Society. Between visits he had been to Paris and Milan to meet French and Italian societies. . . . Chubby

Checker arrived August 31 for his first British tour. . . Anthony Newley left for Philadelphia bow of "Stop the World," due there September 17. His musical director, Ian Fraser, and the other London principals preceded Newley, who has been filming "The Small Sad World of Sammy Lee" for Seven

No Deal

After protracted talks, negotiations to merge John Fields Music into Marty Melcher's British publishing operation have broken down. Since June 10 the Fields set-up had been operating out of the Arwin offices, but the deal was not completed. Fields already handles the Roncom and Dorsey catalogs here.

Record Business

British Decca has published a programming list of 340 titles by Mantovani and available on LP's here. . . . Australian deejay Alan Freeman is ending his Philips contract at the end of September to handle some of Decca's Radio Luxembourg programs. . . . Unusual release on to home market from EMI is an LP of "Indian Film Favourites." EMI is a prolific recorder of minor languages-from Icelandic to Zulu—but usually they are destined for export only. ... EMI's "Instruments of the Orchestra" educational series, first issued as four EP's and then as an LP, has now bee marketed as a 33/4 i.p.s. tape. The record has a spoken commentary by Yehudi Menuhin. .. Oriole had a spectacular reception for its Swedish rock group, the Spotnicks, converting its studios in-

to a rocket ship. . . . For Philips,

the Kaye Sisters recorded a new

Italiener." Called "We Won't Say Goodbye," it had an English lyric by Bob Musel.

DENMARK

Tivoli Shows May Spur Disk Sales

By ARNE HANSEN 11 Malerbakken, Holte.

This summer Tivoli Gardens in Copenhagen has been celebrating the 150th anniversary of the birth of its founder, Georg Carstensen. Many famous names have been lending luster to the occasion. Eartha Kitt has been the top attraction at the Tivoli Variety (along with Senor Wences), and Count Basie and his orchestra had great success, playing to an audience of 15,000 at a four-hour openair concert. Louis Armstrong and his All Stars also contributed to the festivities. The result may be a spurt in these names' record sales.

Guitarist Joergen Ingmann has for several years been one of the main names on the Metronome label with hits like "Apache," "Pepe" and "Violetta." Ingmann recently was appointed a.&r. manager, and the first of his productions to appear on the hit lists is his own trick rendition of "Min Ballon" ("Toy Balloon" in the States).

Others have succeeded and now another Danish artist is going to try her luck on the German market. Katy Boedtger, who has had a number of hits for Polyphon here, last week in Hamburg recorded "Dir zuliebe"/"Sylvie, oh Sylvie" for Polydor, "Dir zuliebe" is written by Mondstein/Seefeld (cover names for famous German hit team) especially for Miss Boedtger, who will present it on German TV at the end of September.

EIRE

Scots' Irish Song Finds Rocky Going

By KEN STEWART Teenage Express, Dublin

Scottish singer Glen Daly, who has specialized in recording Celtio material ("Johnny Thomson," "Boys From County Cork," "Kelly, the Boy from Killan"), waxed one of the most controversial numbers to have come out of Ireland in a decade-"Sean South of Garryowen."

It is an established tune with a pro-Irish lyric. An attempt to get it banned on the BBC failed. Radio Eireann's Controller of Programs is reported to have said that the song is not banned. Yet strangely it is not played on the air.

Irishman Tommy Connor, who penned the Robert Wilson hit, "Down in the Glen" and "I Saw Mommy Kissing Santa Claus, wrote "Three Leaves of Emerald Green" especially for Daly. It was orchestrated by London band leader Alan Moorehouse. Pye issued it on its Piccadilly label this month.

John Hanson, whose Pye Golden Guinea LP coupling "The Student version of the German Eurovision | Prince" and "The Vagabond King," song contest entry, "Eine Kleine is a consistent seller here, is cur-

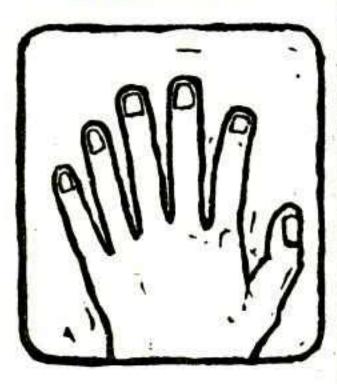


OUR CURRENT HITS ABROAD "AHAB THE ARAB" and "RAMBLIN' ROSE"

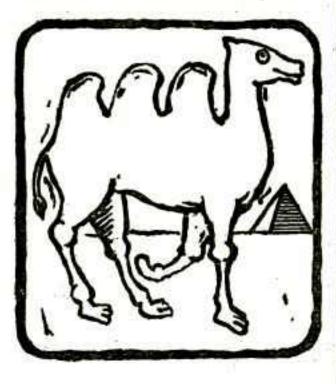
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FREAKS







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& "COLUMBIA" WARCAS PEG. PRINTED IN U.S.A.

the Olympia, Dublin, in the first- now Twist music is high in the named musical. It is the first pro- charts, and the Twist is danced in fessional production of the show to all the German night spots. Two be staged in Ireland in 25 years. pictures helped, "Come Septem-Pye Record Division chief John ber" and "Mr. Hobbs Takes a Woods arranged press coverage, Vacation," when Rock Hudson and competitions and radio airings of Gina Lollobrigida, and Maureen the tenor's album.

first single from Longhorn Rec- popular records: "San Tropez ords, England's newest label, which Twist" by Peppino Di Capri on specializes in c.&w. music. English Italdisc, "Les Chaussettes Noires" Longhorn operates independent of by Maurice Chevalier on Barclay, Longhorn Records of Dallas. The and "La Ragazza Col Maglione" new company will not release mass by Pino Donaggio on Columbia. volumes of issues, two disks a month being the expected quota. Initial release features Ray O'Daniel with two of his own compositions. Longhorn generally will issue singles and EP's, albums to be marketed only occasionally.

FRANCE

Disk Techniques Enthrall French

By EDDIE ADAMIS 92 quai du Marechal Joffre Courbevoie (Seine)

The French record buyer is beof technique. A big event in the f:35 mm.

Philips Records has completed installation of the adequate mastering equipment and the latest in cutting heads and depth-of-cut control machines, according to Louis Ha-

First LP's to be marketed in "Strings Afire," George Barnes' mann TV production company. "Guitar Galore," Xavier Cugat's "Continental Hits," David Caroll's golo's "Ten Saxophones and Two on Ariola. . . . Monique Ahrens' sy," and Caesar Giovannini's "The Und Sterne" and "Die Liebe Brilliant Sound of Pianos and Per- Bleibt" of "Let Me Be the One" cussion."

lease are the classical recordings Baby, Komm Sofort Nach Haus" made lately in USSR by Mercury's of U. S. standard "Baby, Won't mobile unit, among which is Pro- You Please Come Home" is sung kofiev's Third Concerto by Byron by Jack Finey and Diane Burg on

will be the world premiere of Original So Rare" b-w "Jay Dee's Darryl Zanuck's movie "The Long- Boogie Woogie." . . . RCA's two est Day of the Year," due to be re- EP's, "Hot as Pepper" by Floyd leased to coincide with the market- Cramer, and "Circulate" by Neil ing of the original sound track on Sedaka. . . . Rick Nelson's "Teen-Columbia-Philips.

ords will be the exclusive distributor here of Audio-Fidelity Records, previously distributed by Barclay Side" by MGM. Records.

and arranger Mickey Baker, now Versailles Records.

ISRAEL POP SONG FESTI-VAL: Israel's first pop song festival Toots Thielemans, Fatty George, includes 10 winners on Oden OSX 199. First prize goes to Sabras Ack Van Rooyen and Friedrich Gideon Singer and Esther Reich- Gulda. stadt for rendering of "Sa'em Imkha" (Dance Away With Me), writ- issued a new instrumental by Bert ten by Pnina and Tsvi Avni, accompanied by Kol Yisrael orchestra Sun." Kaempfert and his ork reunder Gary Bertini. Other winning corded the tune for Polydor. singers include Shimon Bar, Nehama Hendel, Aliza Kashi, Hilel (Ylka) Raveh, also Shimon Israeli New Price Rise of Paris' Trio Aravah.

GERMANY

It's Re-Twist Time In German Spots

By JIMMY JUNGERMANN 102 Ismaninger Street, Munich 27

Nobody believed it, but the Twist

rently appearing for three weeks at seemed the Twist was a goner. But O'Hara and James Stewart danced Solomon and Peres issued the twist routines. These are the most Werner Muller and his ork offer a Twist medley on Decca. **Talent Tours**

The King Sisters arrived in Wiesbaden, Germany, for a week's stay. . . . Munich singer Christa Williams guest-starred in Norderney, North Germany, and will guest star at the Kurhaus Meran, Italy. . Alvino Rey left Germany for a visit of Spain. He will be back in Munich in September to start a tour of U. S. bases in Germany. . . The Indonesian jazz group the Tielman Brothers guest-starred in Munich, visited Cologne to record their first German disk "Hawaiian War Chant" b-w "Missouri Waltz." Six more Indonesian groups play in gier of this firm, it intends to sell Germany at the moment.

French singer Charles Aznavour recorded two more songs in German after his best selling first German disk "Du Lasst Dich Gehn"coming more and more conscious "La Marche Des Anges" and "Il Faut Savoir." The German lyrics record market will be the launching of "Afrika Song" and "Man Muss of Mercury's long awaited series in Verstehn" were written by Peter Moesser and Ernst Bader. The label is Barclay's. . . . French singer Dalida will be produced in the future by Ariola producer Nils Nobach in Paris and Cologne. Nobach and Ariola boss Rolf Engleder will To Help Needy visit Paris this week to meet Dalida. . . . French singer Line Renaud September in clude: Clebanoff's will sing for the German Gertels-

U. S. Hits The Riviera Duo's rendition of "All the World Dances," Pete Ru- the U. S. standard, "That's Amore" and "Remember Me" on Telefun-Also planned for immediate re- ken. . . . The German version "Oh Decca. . . . The London label offers Another Parisian event of note two Jimmy Dorsey originals, "The Age Idol" b-w "I've Got My Starting in October, Philips Rec- Eyes on You" on London. . . . The sound-track music from Elmer Bernstein's "Walk on the Wild

SIGNING: American guitarist staged in Recklinghausen, Ger- throughout Southeast Asia. many, has been recorded live by residing in Paris, has signed with Electrola. The concert featured, among others, Hans Koller, Arne Domnerus, Rolf Schneebiegl, Jean Rolf Ericson, Willy Meerwald,

> Music publisher Lutz Templin Kaempfert, "Golden Wings in the

Shakes Industry

By BRIGITTE KEEB

Polydor announced officially that its whole singles program, including the labels Polydor, MGM, Coral, Brunswick, United Artists and Heliodor, will be sold at 4.75 DM (\$1.19) instead of the regular on Diamond. former price of 4 DM (\$1). The since 1948.

is here to stay. Months ago it smallest of the six German record agency for Capitol Records.

SEPTEMBER 8, 1962 companies, anounced its price advance recently, it was expected that more companies would adjust prices. They denied it.

> Now the Polydor announcement is causing some worry among juke box operators and dealers. Other companies, except Teldec, which recently announced officially that it In Recent Moves would hold the old price, seem certain to follow. German operators feel that this singles price advance will be another heavy load and that they can meet it only by buying fewer records. Expected price advances of all companies will make it necessary to convert juke box insertions from 20 pfennig (5 cents) to a higher price-an expensive conversion of the country's 60,000 juke boxes.

News Notes

Sir Joseph Lockwood, EMI, will come to Cologne September 21 on the occasion of a celebration of Electrola's 10th anniversary in Cologne. On this occasion a meeting was called of the firm's distribution organization under their new chief, Wilfried Jung.

In Berlin, Hungarian composer and band leader Anton Kalina started record production under the AK label. According to H. Hercyproducts to juke box wholesalers only. AK is the only record company with offices in Berlin.

HONG KONG

Talent Organizes

By CARL MYATT

27 A Estoril Court, 2d Floor, Garden Road

Tony Scott is back in Hong Kong and is stirring up support for his International Artists and Musi-Basses," Richard Hayman's "Gyp- German versions "Sonne, Mond cians Alliance. It is an organization which aims at helping people in need—particularly those in show business.

> In the past three weeks IAMA has been working to raise funds for house fire which cost many lives.

> Scott organized three charity concerts and a television appearraised for the victims. A fund also was started for a young Chinese girl, Wong Sau-wan, who lost her entire family and all her posses-

Helping Scott are French singer Therese Talbert, Australian comedian Johnny Borg, and Larry Allen, an American entertainer who The 26th jazz workshop concert has made a name for himself

> The Trio Los Panchos, one of the world's most popular interpretrio will be giving its final two per-30 and September 1.

> The Trio Los Panchos—Alfred Gil, Chucho Navarro and Johnny Albiono—have made many big hits, including "Besame Mucho" and "Malaguena."

> On retirement, two of the trio will go into business in Japan.

> "Al Di La" is the tune on everyone's lips. News that the Emilio Pericoli version on the Warner Bros, label was available started a big rush for the record. Consequently, this week's Top 10 has "Al Di La" in the No. 1 and No. 2 spots. First is the original by Pericoli, and second is the version by Giancarlo and His Italian Combo

Jardines, who recently concluded records of "Tied by a Grain of latter was the price held constantly a deal with Bob Weiss to handle Warners records in Hong Kong and After Metronome Records, Macao, has also acquired the say Frank Sinatra has promised to

CM Hand Seen

By Sam'l Steinman Piazza S. Anselmo, 1, Rome.

Continued influence of European Common Market is making itself felt in the disk world. Interchange of 50 per cent of stock by Philips of Holland and D.G.G. of Germany is one indication of the current jockeying. Philips used this as a step to fill the void of withdrawal of Columbia (U. S.) catalog in favor of its own European CBS label.

French song, which has also been supreme in the pop field in Europe, is finding more and more outlets in other lands with indications here in the RCA Italiana tie-up with Ducretet-Thomson and Voce del Padrone - Columbia - Marconi with Pathe as examples. C.G.D., Durium, Karim and Siemsn are among other groups in Italy who now have English, French and German ties to be ready for wider sales in the new and bigger market.

Giuseppe Ornato, head of RCA Italiana, is narrator on a special disk which offers parts of hits by 28 recording names. . . . Among special offers available now is one by Poker which offers three LP's for \$3.20 by mail with a chance at a tape recorder in a weekly lottery. By buying 50 tunes for \$22, the purchaser has a chance at a TV set. . . . Armando Trovajodi is composing the music for the forthcoming revue, "The Rugantino." A new TV show to be called "The Ugly Review" will feature Sarah Vaughan, Frankie Avalon, Neil Sedaka and Carl Holmes and his Twisters.

About People Italians Edda Montanari, Daniela Dami, Rosanna, Giorgio Consolini, Ennio Sangiusto and Gian Costello will take part in the Festival of Mediterranean Song at Barcelona September 22-24, with the final night set for Eurovision transmission. Gino Fallabrino will conduct for Italy. Other participants will be Spain, France, Greece and Monaco. ... John Lewis of the Modern Jazz victims of a disastrous tenement Quartet has recorded the sound track of "A Milan Story," one of the Italian entries at the Venice Film Festival. . . . Dario and Dorle ance. So far, \$3,000 has been Jarmel Soria are vacationing in Italy during which time she is preparing material for a new "Tosca" recording to be made here by Leontyne Price and Herbert Von Kara-

Paul Anka is receiving triple promotion here. About to begin an Italian-German co-production in Yugoslavia, he is being heralded by RCA with "A Steel Guitar and a Glass of Wine" and by Columbia with "I'm Coming Home," simultaneously issued. . . . Peppino of Capri, whose latest twist is "Dream ters of modern South American of Love" is basking in the "King of music, is to disband after nearly Twist" title bestowed on him by 18 years in show business. The Princess Paola of Belgium. . . . Final selection of two new voices for formances in Hong Kong, August next San Remo Festival will be made at Castrocaro Terme September 29, same night as established vocalists will be participating in Italian Song Fest at Zurich. . . . Luciano Beretta is off on a Spanish tour to Barcelona, Madrid and Palma de Mallorca.

> Pippo Barzizza composed "I Thank You, San Remo" (About the San Remo Festival), which won the Ligurian festival with the voice of Anna Grilloni. . . . Variety is the first label to feature "The Madison" through the records of Al Brown. . . . CGD has brought out a new Reprise LP, "Sinatra and Swinging Brass." . . . Little Tony has canceled all summer dates because of a bad auto smashup. . . . Nico Fidenco has sold more than 600,000

> > (Continued on page 62)

Sand," which is nearly the equiva-

lent of 3 million in U. S. . . . They

MR. POLKA MUSIC

WISH I WAS SINGLE AGAIN JAY JAY 145

MY SHOES KEEP WALKING BACK TO YOU

JAY JAY 225

JUST BECAUSE POLKA JAY JAY 166

WOODEN HEART POLKA JAY JAY 246



DAYS WITHOUT YOU JAY JAY 197

> BLUE SKIRT WALTZ JAY JAY 154



AND NOW...A Double Smash!!!

ROSES ARE RED

MY DARLIN' I'M LEAVIN'

JAY JAY 276

NASZA MARYSIA

JAY JAY 275

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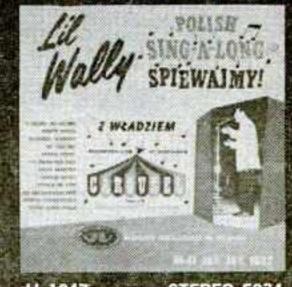


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STEREO 5018 JJ 1035







STEREO 5028

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ALBUM REVIEWS

ALL THE HITS BY ALL THE STARS



Various Artists. Parkway P 7013—With hits by Chubby Checker, Bobby Rydell, Dee Dee Sharp, the Dovells, and the Orlons, this album should jump quickly into the top seller lists. The songs include "Gravy," "Bristol Stomp," "The Wah-Watusi," "Mashed Potato Time" and "Bristol Twistin' Annie," among others, which makes for a solid line-up for the teen set. Attractive cover adds to the set's display value.

ALL THE HITS OF THE TEEN GROUPS



Dovells, Parkway P 7010-The Dovells, who have had a good string of hits over the past year, should have a sock seller with this new LP. It spotlights the boys singing the songs that have been made famous by such groups as Frankie Lyman and the Teen-Agers, the Five Satins, the Drifters, Little Anthony and the Imperials, Eddie and the Starlites, and others. Songs include "Why Do Fools Fall in Love," "There Goes my Baby" and "The Clock." Strong set for the teen buyers.

SNAP YOUR FINGERS



Joe Henderson, Todd MT 2701—Joe Henderson's "Snap Your Fingers" was a smash hit only a few weeks ago and this album, which spotlights that hit song, has a chance for the big time, too. Henderson is heard here on a collection of originals, including such strong efforts as "Sad Teardrops at Dawn," "Big Love," "After Loving You" and "Three Steps." Many of them could happen as singles, too. Cover is an eye-catcher and is worth display in windows or on the counter.

THE FLAMINGOS MEET THE MOONGLOWS ON THE DUSTY ROAD OF HITS



Vee Jay LP 1052-Another strong memory time package featuring two of the best groups of yesteryear. In a sort of battle of the groups, the lads answer each other from track to track with a series of terrific old time hits. Moonglow fans will find "Oh Rockin' Daddy," "Secret Love," "Real Gone Mama," and others, while the Flamingos con-tribute "Someday Someway," "September Song," "Cross Over the Bridge," etc. Solid rocking wax that fans, new and old, should dig.

EVERYBODY LOVES H. B.—BARNUM . . . THAT IS!



H. B. Barnum. RCA Victor LPM 2553 (M); LSP 2553 (S) —H. B. Barnum, who has produced a lot of hit singles for other artists, shows he can sell a song himself on this exciting new album. The dynamic performer, on his second LP for the label, comes through with sock readings of ballads, blues and rhythm tunes. Best sides are "I'm Gonna Go Fishin'," "Alright, Okay, You Win," "The Last Dance," "Round Midnight" and "Bye, Bye Baby." Lad is a real comer and this set could take off.

INTRODUCING THE TRAVELLERS



Epic LN 24013 (M); BN 26013 (S)—This bright-sounding quartet (three guys, one gal) are no strangers to Canadian audiences, having been a hit group north of the border for nearly 10 years. Their swinging folk style is not unlike the Limeliters' sound with a girl (Simone Johnston) added, and could develop a following easily in the U. S. Material is eclectic, with emphasis on Anglo-Saxon folk songs from Canada, U. S., Australia. Worth hearing is the group's trick of a cappella lead-ins, and such sea-flavored songs as "Mary Anne" and "Greenland Fisheries." Deejays should sample this album.

WHAT'S NEW?



Sonny Rollins, RCA Victor LPM 2572 (M); LSP 2572 (S) —This new Sonny Rollins album is a mighty exciting one, featuring imaginative and appealing blowing by the horn man, plus a touch of the Bossa Nova rhythm from Brazil. The Bossa Nova rhythm is spotlighted on "If Ever I Would Leave You" and on "Jungoso," drummer Candido joins the Rollins Trio to add fireworks in duets with Rollins. On the final tune "Brownskin Girl," Rollins combines the Bossa Nova and calvpso with the addition of a chorus and extra percussion. Set is absorbing all the way through, and should add much to Rollins' stature. Sonny is really

JUGGIN' AROUND



Gene Ammons, Nat Adderly. Vee Jay LP 3024-A fine, swinging album that should have wide appeal to jazz fans. It features such fine jazzmen as Gene Ammons, Nat Adderly, Frank Foster, Benny Green, Frank Wess, Tommy Flannagan, Ed Jones and Al Heath, who all blow with spirit and excitement on this soulful set. The tunes are originals with the best tracks being "Jim Dog," "Juggin' Around" and "Swingin' for Benny." A really satisfying jazz set that should rack up healthy sales.

Rhythm & Blues -

JUST JIMMY REED



Vee Jay LP 1050-Here's the great Jimmy Reed, showing JAZZ an interesting new aspect, that of creating a blues song on the spot, after somebody provides an idea. Here, he does this with "Kansas City Baby," "Oh John" and "Back Home at Noon." The album has increased excitement due to the inclusion of the sounds of a group of friends present at the recording date, offering help, encouragement and suggestions. The live portion happens on Side Two, while Side One includes such titles as "Let's Get Together" and "Too Much."

ANYTHING GOES



Original Cast. Epic FLM 13100 (M); FLS 15100 (S)-Just as Ethel Merman was the vocal sparkplug for the original 1935 production of this Cole Porter-penned show Eileen Rodgers provides a polished, brassy drive to this original-cast waxing of the 1962 off-Broadway revival. She practically flattens the listener with an "Anything Goes" that is a dandy production number for jockeys to spice up a non-rock show. It's a boldly covered, bouncy, tuneful album which contains, as a sort of bonus, several interpolated Porter tunes ("It's Delovely," "Friendship," "Heaven Hop," etc.) now part of the show. A small ork and good stereo preserve the off-Broadway mood.

THE FLEETWOODS GREATEST HITS



Dolton BST 8018 (S); BLP 2018 (M)—A set that has teen appeal written all over it is this collection of hit sides by the Fleetwoods. Included are "Mr. Blues," "Come Softly to Me," "Tragedy," "The Last One to Know," "The Great Imposter" and "Confidential." Attractive cover art should help sales, too.

I WANNA BE LOVED



Dinah Washington. Mercury SR 60729 (S); MG 20729 (M)—This new album by the Queen features her current singles hit, plus a flock of other fine standards. They are all sung with expression and feeling by Dinah, over imaginative backing by the Quincy Jones crew. A set that is sure to please Dinah's many fans, and one that should sell steadily.

(Continued on page 48)

BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk lockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spot-

POPULAR

SNAP YOUR FINGERS—Joe Henderson (Todd MT 2701) "Three Steps" (Cigma, BMI) (2:30)

ALL THE HITS OF THE TEEN GROUPS -The Dovells (Parkway P 7010) "Your Last Chance" (BRS, BMI) (2:35)

EVERYBODY LOVES H. B.—BARNUM . . . THAT IS!-H. B. Barnum (RCA Victor LPM 2553, LSP 2553) "Round Midnight" (ASCAP) (2:59)

ANYTHING GOES-Original Cast Album (Epic FLM 13100, FLS 15100) "Anything Goes" (Harms, ASCAP) (3:55)

INTRODUCING THE TRAVELLERS-The Travellers (Epic LN 24013, BN 26013) "Sinner Man" (P. D.) (2:48)

WHAT'S NEW?-Sonny Rollins (RCA Victor LPM 2572, LSP 2572) "If Ever I Would Leave You" (ASCAP) (11:56)

JUGGIN' AROUND-Gene Ammons, Nat Adderly, Various Artists (Vee Jay LP 3024) "Swingin' for Benny"

RHYTHM & BLUES

JUST JIMMY REED-Jimmy Reed (Vee Jay LP 1050) "Kansas City Baby" (Conrad, BMI)

**** STRONG SALES POTENTIAL

*** CHERRY PINK AND APPLE BLOSSOM WHITE

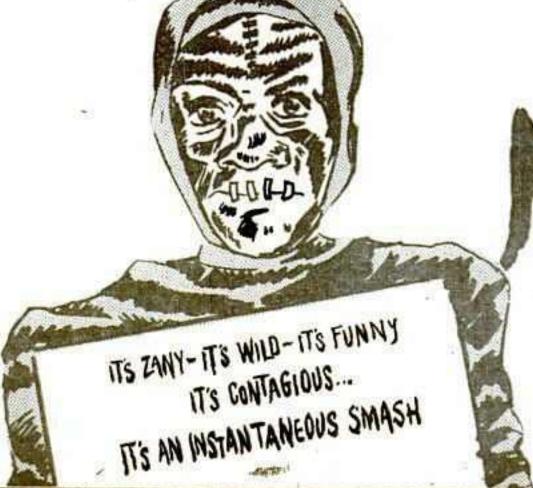
John Barry and his Ork. Ascot 13002 (M); AS 16002 (S)-The John Barry ork turns in some bright and swinging performances of \$ collection of recent hits and standards here, sparked by some fresh and pulsating arrangements that are made to order for stereo. The band plays them with enthusiasm and the instrumental sides make for fine listening or dancing. Tunes include the title song, "Volare," "Moody River," "Baubles, Bangles and Beads," "Spanish Harlem," and some originals penned by the ork leader. Good wax.

*** CONCERTOS FROM

Bill Butler. Epic LN 24014 (M); BN 26014 (S)-Bill Butler, the Canadian pop pianist who has made a bit of a dent with his single records, does very well on this new album and could rack up some sales if the disk is exposed. He plays a very warm and attractive piano stylings on this collection of evergreens, over fresh and catchy arrangement by Jack Pleis. Strongest of the tracks are "Willing and Eager," "Maria,"
"The Terry Theme," "Moon River" and "La Dolce Vita."

(Continued on page 48)





Produced by GARY S. Paxton_

GARPAX RECORDS

THE AMERICAN LONDON GROUP



SINGLES REVIEWS

BRIAN HYLAND



WALK A LONELY MILE (Pogo, ASCAP) (2:28)—Brian Hyland has another disking here that could turn into a top seller. The chanter sells the emotion-charged ballad with forcefulness over a fine arrangement. Song is aimed at the teens and it should hit its mark. Flip is "Warmed Over Kisses (Left Over Love)" (Pogo, ASCAP) (2:20).

ABC-Paramount 10359

ROY ORBISON



WORKIN' FOR THE MAN (Acuff-Rose, BMI) (2:25)— LEAH (Acuff-Rose, BMI) (2:37)—Two fine songs penned by the chanter are handed sock readings by Orbison on this potent double-sided disking. Topper is a smartly styled work song that reaches a powerful climax; flip is a Hawaiian-flavored ballad that has strong vocal plus steel guitar and ukulele backing. Monument 567

LINDA SCOTT



I LEFT MY HEART IN THE BALCONY (Trinity-Kilt. BMI) (2:30)—A telling story song about a girl who lost her boy friend to the movies and now watches him on the screen from her seat in the balcony. Lass sells it well and the arrangement is outstanding. Flip is "Lopsided Love Affair" (Kilt, BMI) (1:55). Congress 106

KENNY CHANDLER



MAN ON THE RUN (Just, BMI) (2:15)—LEAVE ME IF YOU WANT TO (Sand & Surf, BMI) (2:09)—A new artist on the label, Kenny Chandler has a chance for the big time if these two sides are any indication. He sells a song with feeling and he shows off a stylish delivery on the topper, a lovely ballad, and the flip, a country-styled hunk of material. Laurie 3140

DEE CLARK



NOBODY BUT YOU (Gladstone, BMI) (2:26)—Dee Clark | LITA MARINO has a solid song here and he sells it with much warmth, using his effective high tones over celestial support by a femme chorus. Arrangement is ear-catching, and side has the sound. Flip is "I'm Going Back to School" (Conrad, Vee Jay 462 BMI) (2:26)

PAT BOONE



TEN LONELY GUYS (Roosevelt, BMI) (3:38)—Catchy tune receives a meaningful performance from Pat Boone KITTY WELLS supported neatly by the ork. Already out on another label, the song is a mighty strong one for the teen set, and Boone's disking could grab a lot of action. Flip is "Lover's Lane" (Spoone, BMI) (2:14).

JIMMY JUSTICE



WHEN MY LITTLE GIRL IS SMILING (Aldon, BMI) (2:27)—The British boy had a solid recent release that stirred some action here. This newest effort-of a tune by Goffin and King-and once a hit for the Drifters, receives a most stylish performance and it can easily step out. Watch it. Flip is "If I Lose Your Love" (Cedarwood, BMI) (1:39).

FLOYD CRAMER



LOSERS WEEPERS (Cramart, BMI) (2:01)—SWING LOW (Cramart, BMI) (2:04)-Floyd Cramer shows off his warm and winning piano style on a moody, slow tempo ballad on the top side. The flip, based on the spiritual, is also performed effectively by the pianist. Strings and chorus support Cramer on both instrumental RCA Victor 8084

LONNIE DONEGAN



PICK A BALE OF COTTON (Folkways, BMI) (2:28)— The British folk chanter may easily catch a winner here. It's a traditional folk-styled ditty done in exciting fashion aided solidly by chorus and rhythm group. This can go. Flip is "Ramblin' Round" (Ludlow, BMI) (3:22)

Apt 25067

WANDA JACKSON



THE GREATEST ACTOR (Central, BMI) (2:52)—The country thrush is at her very best here with one of the (2:35) finest tunes she has cut in a long while. It's a weeper with powerful lyrics and she sells 'em fine. Should move in both pop and country. Flip is "You Bug Me Bad" (Central, BMI) (2:09). Capitol 4833

THE COASTERS



THE CLIMB (Progressive-Trio, BMI) (2:40)—The boys have a neat outing here, with a new dance tune. This time it's a slow dance, with much less movement-you dance on a dime-and it's cheek to cheek. Smart wax that could catch on fast. Flip is "The Climb" (instrumental version) (2:40). Atco 6234

THE YOUNG SISTERS



CASANOVA BROWN (Vicki, BMI) (2:22) - Here's a smart rocker ditty, done somewhat in the style of earlier Bobby Vee hits. Gals are a new group and they have the sound and the material to click here. Should grab a lot of play. Flip is "My Guy" (Vicki, BMI) (2:33).

Twirl 2001

LEE ESTES



YOU AND JOHNNY SMITH (Grille, BMI) (2:15)-Here's an impressive new chanter and the material is just as good as the singing job. It's all about his girl who skips away with another. Good vocal sound against stylish Latin rock beat. Watch it. Flip is "Now I'm Crying" (Burma, BMI) (2:18), Hope 1005



BIG DADDY (Acuff-Rose, BMI) (2:14)—Here's a new gal with a solid sound. The tune, a bright ditty indeed, is by John D. Loudermilk. Big effort and arrangement to match could grab solid juke play and sales. It can happen. Flip is "Sittin' on a Train" (Buna, BMI) (2:16).

Warner Bros 5302

Country & Western



WICKED WORLD (Cedarwood, BMI) (2:18) — WE MISSED YOU (Tree-Champion, BMI) (2:34)—As usual. Miss Wells sings her heart out and the tunes, also as usual, are tops. Both are in the heartfelt, weeper vein and she gives them all she's got. Sides should move fast. Decca 31422

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

ZOTT SIMS AND HIS ORK

*** RECADO BOSSA NOVA, PARTS I & II (Paris, ASCAP) (2:34) (2:55). Colpix 656

NELSON RIDDLE

*** THE DEFENDERS THEME (April, ASCAP) (2:47). Capitol

**** STRONG SALES POTENTIAL

ISLEY BROTHERS

*** Twistin' With Linda-WAND 127 -The "shout" cats have another shouting rhythm twist effort here in their debut on this label. Good beat and a wild sound can keep the boys on the charts. (Wemar, BMI)

★★★ You Better Come Home — The boys shout their lungs out here, too, against a stylish pop Latin beat. Also has a chance. (Mellin-Ludix, BMI) (2:17)

JORGEN INGMANN

*** Africa-ATCO 6235-A lot of wild guitar sound and beat here on this South African styled rhythm instrumental. Has a sound. (Roncom, ASCAP) (2:05)

*** Johnny's Tune—From the motion picture "Some People," comes this pleasant melody, well-played by the guitar-based combo. Wax can grab spins. (Chappell, ASCAP) (2:21)

KINGSTON TRIO

*** She Was Too Good to Me-CAPI-TOL 4842-Here's a rather abrupt change in styling for the Kingstons as they do a pleasant but rather obscure Rodgers and

(Continued on page 56)

SINGLES REVIEW POLICY

All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.



Anthony Newley's

WHAT KIND OF FOOL AM I



RADIO ACTIVE CHART

What Kind Of A Fool Am I—Anthony Newley 55%

DJ's-Program Directors

Newley's hit single because of the word "damn" near the end, write for your special radio station copy which eliminates To Get Off."

If you've been forced to restrict "damn," and is now available. This is THE hit single featuring Newley, the star of the show "Stop The World-I Want

from the great new musical

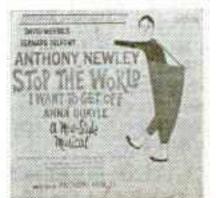
STOP THE WORLD I WANT TO GET OFF

A DAVID MERRICK PRODUCTION

starring ANTHONY NEWLEY

Book Music and Lyrics by Leslie Bricusse and Anthony Newley





THE ORIGINAL BROADWAY CAST LP

FROM DISNEY TO DAVIS

Radio's Home-Grown Spectaculars Sprightly Weapon in Duel With TV

By CHARLES SINCLAIR

NEW YORK - One of radio's biggest-calibre weapons in its running duel with TV for large-size audience seems to be the elaborate, long-length musical specials being developed by major independent stations and keyed to a recording personality, top-flight songwriter or production company.

Scheduled to be heard within a few days of each other, two good examples of home-grown spectaculars were available to radio listeners in two of the country's largest cities as BMW went to press. Each

provoking ideas.

Termed "a humorous documentary of the world-famed Disney studios,' best - known Disney characters (Mickey Mouse, Snow White, Sleeping Beauty, et al.).

Disney On, Too Borrowing some ideas from the

contains a number of thought-| NBC-TV Sunday night Disney Show, KHJ used the voice of Paul In Los Angeles, KHJ turned the Frees ("Professor Ludwig Von spotlight on The Magical World Drake") to introduce the Disney of Walt Disney" in a three-hour personalities, plus guest stars such special aired September 2, from 9 as Walt Disney himself, Hayley a.m.-noon with a repeat scheduled Mills, Burl Ives and Fred Macfor September 9 in afternoon time. Murray. KHJ's Perry Allen, local air personality, wrote the script, with KHJ producer-announcer Cal the show made extensive use of Milner acting as "live" host. In part, recorded material to profile the the show was a potpourri of hit songs from Disney films - a fact which isn't likely to hurt the sale of kiddie albums reissued by Disneyland Records.

In New York, Storer-owned WHN has blueprinted an 8-10 p.m. local special for September 6 titled "The Sounds of Sammy Davis Jr." Produced by WHN music librarian Julie Ross and directed by Sal Marciano, the program's host will be deejay Dick Shepard. The bulk of the 120-minute show is planned as a sort of musical biography of (Continued on page 62)

ARTISTS' BIOGRAPHIES

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

DICKEY LEE (Smash)

PERSONAL MANAGER: Bill Hall. BIRTHDAY: September 21, 1940. HOME TOWN: Memphis. EDUCATION: College. **HOBBIES:** Sports, swimming, art and listening to records with his favorite female companions. BACKGROUND: Dickey Lee was born with a natural singing talent and soon learned to sing songs he heard on radio, in movies and at school. He began



playing guitar in high school. At 16, he formed a country trio that performed for high school and college dances. The versatile talents of Dickey Lee also include painting, songwriting, nearprofessional skill as a boxer and an all-around sports ability. Encouraged by teachers to make commercial art or coaching his career, the young lad decided to major in art at college, with the belief that his strong desire to sing was to be just a hobby. But the hobby paid his college tuition as Dickey Lee spent his evenings and weekends working with his trio at various local functions. His discovery as a recording talent, it seems, was truly an overnight miracle. The story goes that a college buddy hit upon the idea of arranging an audition with a songwriter friend, Jack Clement—"just as a gag." The song that Lee warbled for Clement resulted in a long-distance phone call to Clement's associate and well-known artist manager, Bill Hall, who made a quick trip to Memphis to hear the new talent. Hall liked what he heard, immediately signed the lad to an exclusive management contract, and whisked him off to the recording studio to wax his debut hit disk, "Patches."

LATEST SINGLE: Leaping into the No. 20 spot on the Hot 100 this week as a Star Performer is Lee's click disk of "Patches," on the Smash label.

CAROLE KING (Dimension)

PERSONAL MANAGER: Nevins-Kirshner Associates. REAL NAME: Carole Klein Goffin. AGE: 20. HOME TOWN: Brooklyn. EDUCATION: College. BACKGROUND: Though "It Might as Well Rain Until September" is Carole King's first hit record as a singer, she is widely known in the music business. She has written more than a dozen hit tunes, including

chart-toppers for such artists as the Shirelles, Bobby Vee and Little Eva. Her hits include "Will You Love Me Tomorrow?," "Take Good Care of My Baby," "Her Royal Majesty" and "The Loco-Motion." Miss king has been a musician and singer since she was four, and at 14 she formed her first vocal group called the Cosines. Her professional career started at 17 when she met Don Kirshner and Al Nevins, who, impressed with her songs, signed her to a personal writer contract. A most significant event was her marriage three years ago to young lyric writer-record producer, Gerry Goffin, who has been her collaborator on her biggest hits. They have two daughters-Louise, two, and Sherry, five months. The Goffins are also credited with discovering vocalist Little Eva, whom they had hired as a baby sitter. They penned "Loco-Motion" for her, which became the No. 1 tune. Recently, the Goffins completed Little Eva's first LP for Dimension Records.

LATEST SINGLE: "It Might as Well Rain Until September," spinning on the Dimension label, soars into the No. 52 slot this week as a Star Performer.

Dick Clark on Radio Gives It Local Angle

STAMFORD, Conn. - Though most syndicated radio-TV shows go out of their way to look and sound as much like non-local, network shows as possible, Dick Clark's new syndicated radio series -the first report on which was a BMW exclusive some weeks agois doing everything it can to sound like a de luxe local effort.

Some details of the production policy have been voiced by Stan Kaplan, executive vice-president of Mars Broadcasting Inc., developers of the "Demand Radio" format, By the use of judicious drop-ins on cue, Clark's show will strive for a "local" feeling through call-letter mentions, plugs for other deejay shows on a station purchasing the show and introductions to local newscasts, Kaplan says.

Record artists guesting on the show will be in the localizing act, too, making reference to station call letters or local names and places. Even the studio audience will do its bit, chanting local call letters or city names to help create the illusion of "being broadcast to a local audience in a local auditorium with major stars and full production facilities and equipment." Home base for the show will be Mars' studios in Stamford.

'Jazz Casual' Set As TV Series

NEW YORK-Longhair TV has come crewcut musical plans this season. Due to be seen this fall on non-commercial stations (some 60) of the National Educational TV network will be "Jazz Casual," produced by San Francisco jazz columnist Ralph Gleason as an eight-episode videotaped series.

Included in the guest roster are such recording names as Dave Brubeck Quartet, the Modern Jazz Quartet, Sonny Rollins, Dizzy Gillespie and Cannonball Adderley. The series will also feature a special program on jazz vocals, starring Carmen McRae. "Jazz Casual" is taped at San Francisco's KQED.

On another cultural musical (Continued on page 62)

VOX JOX

By JUNE BUNDY

STEREO-FM NOTES: Veteran musician Chubby Jackson is doing a live music show on Friday and Saturday nights from the Lights Club Room, Freeport, Long Island, N. Y., by WLIR remote. Station is a stereo-FMonly outlet in Garden City, N. Y. Ed Glenn emsees the live jazz segs. . . . George Diehl will be the commentator on a stereo-FM show sponsored by the Kirk and Nice Funeral Home, over WFLN, Philadelphia. The program, created and written by Chuck Melven, chief copywriter and publicity director for Ball Associates, will link key dates in musical history with representative disks. Philco will sponsor "Moondial" from midnight to 6 a.m., across the board over FM stereo-only station WTFM, New York. Bryce Bond hosts. David Polinger, general manager of WTFM, believes it is the first time a major advertiser has sponsored an all-night FM stereo program. . . . Station KHIQ-FM, Sacramento, Calif., started stereo FM broadcasting August 20 with a full-time schedule of stereo programming.

TREND SPOTTERS: Ronnie Cash, WJET, Erie, Pa., writes: "It seems as if kazoos are taking over the music industry. They can be heard on 'Little Diane,' 'Johnnie Get Angry' and about a dozen other top hits. I wonder if a kazoo player gets union scale?" . . . Another trend is predicted by Don Friedman, WNEP-TV, Wilkes-Barre, Pa., who writes: "A big new sound is invading the music world. The fight to get there with the first big one is on and it's still open territory. Bossa Nova (the New Beat) originated in Brazil. It looks as if we are going to hear many sides this fall with the Bossa Nova tempo. Sure to hop on the bandwagon are dancing schools. The Twist killed the Pachanga as it was gaining popularity, so the cha cha was the last big Latin craze. Bossa Nova actually is a slow, lush jazz version of the samba." Meanwhile, Friedman is planning a special panel survey on new waxings of "Stop the World I Want to Get Off," the British hit musical slated to open on Broadway this coming season. The jock will test the disks on a teen panel and an adult panel.

CHANGE OF THEME: Sam Hale, deejay-music director of WOKY, Milwaukee, has resigned from that outlet to join WQXI, Atlanta. . . . New spinners at WQAM, Miami, are Danny O'Sea, ex-WFUN, Miami, and Pat Hughes, ex-WQXI, Atlanta. . . . Sandy Contrella, 16-year-old recording artist, is host of the new record hop show, "Dance Time" on WLOF-TV, Orlando, Fla. . . . Marlene Sanders has joined the news department of WNEW, New York, as special assistant for public affairs. . . . Hal Raymond, formerly with KISN, Portland, Ore., and KAYO, Seattle, has joined KBOX, Dallas, as program director. . . . Bob Bennett, ex-WRIT, Milwaukee, is new production assistant at WIL, St. Louis. . . . New jockey line-up at WHIH, Tidewater, Va., includes Dave Cummins, Gary Lawrence and Jeff Andrews. . . . Bill Clark, formerly program director of WTKM, Hartford, Wis., has taken over the p.d. post at WGKV, Charleston, W. Va. . . . Station WIL-FM, St. Louis, went on the air last month. It is the only FM outlet in its area to broadcast 24 hours a day, seven days a week. . . . Ronald M. Beach has completed six months active duty with the U. S. Army and returned to WLAN, Lancaster, Pa., as deejay-program director. . . . Ed Fisher is emseeing a new live dance music remote on WJW, Cleveland, from the Green Tree Restaurant on Saturdays from 11 to 11:30 p.m. . . . Ben Landis, formerly with KPET, Lamesa, Tex., has moved to new c.&w. Station KCAD, Abilene, Tex., and will spin c.&w. disks exclu-

(Continued on page 58)

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP-5 Years Ago September 9, 1957

- 1. Diana, Paul Anka, ABC-Paramount
- 2. Tammy, Debbie Reynolds, Coral
- 3. Whole Lotta Shakin' Goin' On.
- Jerry Lee Lewis, Sun 4. Teddy Bear, Elvis Presley, RCA Victor
- 5. That'll Be the Day, Crickets, Brunswick
- 6. Honeycomb, Jimmie Rodgers, Roulette
- 7. Send for Me, Nat King Cole, Capitol
- 8. Rainbow, Russ Hamilton, Kapp 9. Mr. Lee, Bobbetes, Atlantic
- 10. Searchin', Coasters, Atco

- POP-10 Years Ago September 6, 1952
- 1. Auf Wiederseh'n Sweetheart, V. Lynn,
- 2. You Belong to Me, J. Stafford, Columbia
- 3. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
- Half as Much, R. Clooney, Columbia 5. High Noon, F. Laine, Columbia
- 6. Botch-A-Me, R. Clooney, Columbia 7. I Went to Your Wedding, P. Page,

Nat King Cole, Capitol

- Jambalaya, J. Stafford, Columbia 9. Walkin' My Baby Home, J. Ray, Columbia 10. Somewhere Along the Way,

RHYTHM & BLUES-5 Years Ago-September 9, 1957

Whole Letta Shakin' Goin' On, Jerry Lee Lewis, Sun Toddy Bear, Elvis Presley, RCA Victor Send for Me, Nat King Cole, Capital Searchin', Ceasters, Atco Short Fet Fannie, Larry Williams, Specialty Mr. Lee, Bobbettes, Atlantic Farther Up the Road, Bobby Blue Bland, Duke Stardust, Billy Ward, Liberty Whispering Bells, Del Vikings, Def That'll Be the Day, Crickets, Brunswick

WW SPORTS OR COMPACT CAR

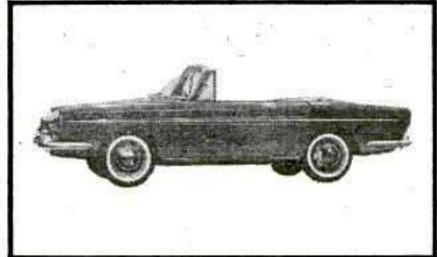
Any three PHILIPS RECORDS dealers can win their choice of one of these famous make cars just for tying-in with PHILIPS RECORDS BIG "ONE WORLD OF MUSIC"...

CONTEST

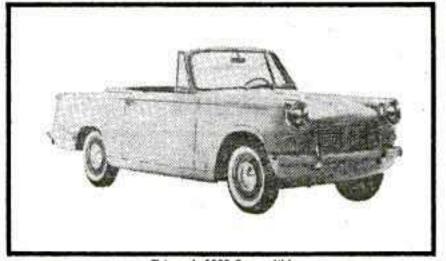
Just for tying-in with Philips Records fabulous "One World of Music" contest, you can win any one of the sports or compact cars pictured here. There will be three winners in our big consumer contest. If one of your customers purchases any Philips Records 12" long play album and fills out an entry blank with your store name on it—and wins—you win, too! There are prizes for your customers! And prizes for you! Contest starts September 1st, 1962, and continues until midnight December 15th, 1962. So, be ready to tie-in when your Philips Records representative comes round!

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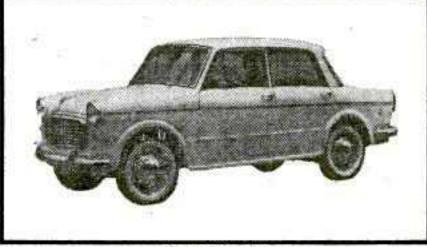
In a few weeks through full page ads like the one shown here, and through continued powerful advertising and promotion, your customers will be reading about the fabulous Philips Records "One World of Music" contest. A contest in which three winners will each win the sports or compact car of their choice, just for purchasing a Philips Records 12" long play album, and for completing a simple Jingle. And there are also 150 additional winners, each one winning any dozen Philips Records 12" long play albums they choose from the Philips catalog. The more entries your customers mail in, the more chance you dealers have of winning. Every entry-must be accompanied by proof of purchase. This means every entry sent in is a Philips LP purchased.



Renault Caravelle "S" Convertible (France)



Triumph 1200 Convertible (England)

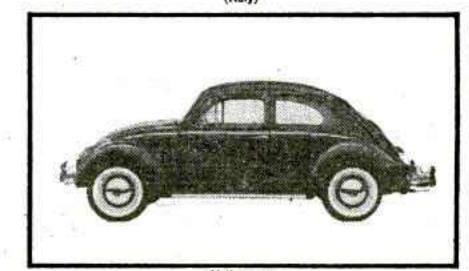


Fiat 1100 Special



Special, High-Powered
Advertising and Merchandising
Will Promote
PHILIPS RECORDS
Big "One World Of Music"
CONTEST





(Germany



Chevrolet Corvair Monza Spyder Convertible (America)

NATIONAL ADVERTISING

Hard-hitting, full page ads in such national publications as Playboy, Esquire and Sports



Illustrated beginning with the September 24th issue of Sports Illustrated. A total audience of over 25-million of the most record and car-conscious buyers in America!

ON RADIO

Extensive air play and D.J. promotion of Philips LP catalog to hypo consumer interest in the contest and in our new September releases.

IN-STORE MERCHANDISING

Colorful, eye-catching, traffic-stopping in-store and window displays telling the story of the contest, and showing the cars to be won. Plus window streamers, die cut easel album covers, and a holder for entry blanks that can be hung on a wall or rack, as well as placed on a counter.

NEW CONSUMER CATALOG

A new consumer catalog beautifully illustrating all the Philips albums, including news of our new September releases.

NEWSPAPER MATS

Newspaper mats announcing the contest will be made available in three sizes for your use.

DIRECT MAIL CAMPAIGN A hard-hitting direct mail ca

A hard-hitting direct mail campaign is available for your use to announce contest to your customers.

PUBLICITY

A big, far-reaching public relations and publicity campaign that will have every record fan eager to enter this sensational, easy-to-win contest.

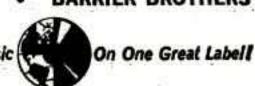


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are recorded in superb high fidelity sound, both stereophonic and monaural, in records encompassing every
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PHILIPS RECORDS one World of Music

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that are here or in the making

'FATHER KNOWS BEST"

b/w

"SOMEDAY I'LL SHOW YOU"

by

THE RADIANTS

Chess #1832

YOU'RE THE ONLY ONE"

EDDIE BO

Rip #1833

'HOUSEWARMIN' PART 1"

by

HOWARD McGHEE & THE BLAZERS

Argo #5422

ACROSS THE HALL"

YVONNE BAKER

and the SENSATIONS

Argo #5420

"REAP WHAT "WOZ UOY

b/w

"FAT BOY"

BILLY STEWART Chess #1820

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

BO DIDDLEY

Checker #1019

CHESS PRODUCING CORP. 2120 S. Michigan

Chicago 16, Ill.

(M); LST 7253 (S) - The Johnny Mann group has made a name for itself as a choral complement on many single record dates on Liberty with such artists as Bobby

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 44

HIT AFTER HIT



Gene McDaniels. Liberty LST 7258-This collection of hit sides by Gene McDaniels should turn, into a hot seller. It includes such strong releases as "A Hundred Pounds of Clay," "Chip Chip," "Tower of Strength," "I Don't Want to Cry" and "A Tear." Sure to appeal to the chanter's teen-age fans.

Reviews of New Albums

Continued from page 44

*** DELLA ON STAGE Della Reese, RCA Victor LPM 2578 (M); solid backing by the large ork. The best tracks are her opening tune "Once in a Lifetime" and "Bye Bye Blackbird," "His Eye Is on the Sparrow," "Misty" and "Someday (You'll Want Me to Want You)."

An exciting album that could rack up good

*** EDDIE HEYWOOD'S **GOLDEN ENCORES**

Liberty LRP 3250 (M); LST 7250 (S)-With Hugo Winterhalter conducting the of strings and a rippling, concerto-styled orchestra Eddie Heywood runs through a piano, she sings "Again," "I Want to Be flock of well known standards and current Loved," "Fools Rush In" and "Don't hits with aplomb. Songs include "Exodus," "Misty," "Like Young," "Maria" and "Canadian Sunset." The pianist shows off his best style warmly and the arrangements are rich. A good new album.

*** JAN AND DEAN'S GOLDEN HITS

Liberty LRP 3248 (M); LST 7248 (S)give each their own unique interpretation. These include "Poor Little Puppet," "Who Put the Bomp," "Barbara Ann," "Sunday Kind of Love," "Palisades Park" in addition to "Baby Talk" and "We Go Togethgether." The boys appear on the cover in wild looking suits.

*** MATT MONRO

Liberty LRP 3240 (M); LST 7240 (S)-The fine British chanter has been largely inactive here since his "Why Not Now," came out on another-now defunct-label last year. Here, Monro re-does "Why Not Now," plus another pleasant new one "Softly As I Leave You." There are but two standards here, a pleasant departure from the norm, In addition, Monro's backings are most polished and complement his efforts handsomely. An album that has a lot of sales and spin potential.

*** MOE KOFFMAN THE SWINGIN' SHEPHERD PLAYS FOR TEENS

Ascot AM 13001 (M); AS 16001 (5)-Here's a set that could very well develop a good bit of airplay and sales action. It has the "Swinging Shepherd" man blowing some great flute licks with a solid guitarbased combo and the twist beat is in the spotlight all the way. Everyone of the items is keyed right down the pipe to the dancers, with such titles as "Train Whistle Twist,"
"Twist the Hully Gully," "Shimmy Twist," "Flute Twist" and "Twist That Thing," featured, Good wax that kids should love.

*** BIG BAD BAND AT THE APOLLO

Reuben Phillips. Ascot AM 13004 (M); AS 16004 (S)-Here's the long-time maestro of the pit band from Harlem's famed Apollo Theater, with the big, swinging group, doing a neatly varied group of rhythm items. Baton man Phillips contributed a half

dozen of the tunes himself, "High Low" and "The Theme," among them, while other goodies include Ray Charles' "What'd I Say," and Ellington's "In a Mellowtone." Solid wax that should sell well to the teen trade, especially in r.&b,-oriented stores.

*** 1 FEEL A SONG COMING ON Joni James. MGM E 4053 (M); SE 4053 (S)-Joni James is set in a different atmosphere on this set, as a swinging combo, helmed by Jimmy Haskell, keeps up a steady tatoo of rhythm behind the singer including drumbeats as bridges between tracks, making for a continuous program. The tunes include "'Deed I Do," "You Came a Long Way From St. Louis," "Sunny Side of the Street," "Melancholy Baby," and others. An interesting new approach and the James fans will find it a flattering showcase for the gal.

*** GOLDEN FOLK SONG HITS Johnny Mann Singers. Liberty LRP 3253

Vee, Julie London, Gene McDaniels, etc., and like other pop chorales (Anita Kerr LSP 2568 (S)-Here's Della Reese at her group and the Jordonaires, for example) lively best before an audience at New have done, they move to the spotlight York's Webster Hall. She sells a flock of themselves here for excellent results. The standards, with her usual exuberance over material is of the pop folk genre, including some recent hits like "Where Have All the Flowers Gone," "Michael," "Cotton Fields," "Tom Dooley," etc. Fine, tastefully performed program.

> *** ETTA JAMES SINGS FOR LOVERS

Argo LP 4018 (M)-Miss James is cast in a mood setting here, as she performs a brace of love songs out of the standard repertoire. Neatly supported by a big group Blame Me" among others. Listenable performances with good arrangements contributed by Al Poskonka and Riley Hamp-

*** 12 SIDES OF JOHN D. LOUDERMILK

RCA Victor LPM 2539 (M); LSP 2539 (S)-Loudermilk is easily one of the most These lads have had their share of chart talented cleffers on the Nashville scene action and play with several good-selling these days and he's got potential as a singles. Here, they take a flock of hit tunes, singer, too, as shown by his recent chartmainly identified with other artists, and maker, "Language of Love." Here he combines both singing and writing talents to offer a solid program of clever material that can have strong appeal in both country and pop markets. "All of This for Sally," "Bully of the Beach" and "He's Just a Scientist" are among the more appealing titles, some of which, incidentally, have been out on singles by both Loudermill himself and other artists.

*** MODERATE SALES POTENTIAL

*** ARBITER OR ELEGANCE Charles DeForest, Purist 1

*** DANCE SESSION NO. 1 Curley Haner, Ascot AM 13003 (M); AS 16003 (S)

JAZZ LP'S

**** STRONG SALES POTENTIAL

*** BILLY PLAYS BIX

Billy Butterfield Jazz Band. Epic LA 12026 (M); BA 17026 (S)-Here's an interesting portrait of the kind of music for which Bix Beiderbecke was best known. Billy Butterfield teams with two other trumpets, a trombone, a clarinet and rhythm to recreate the feel of the 1920's in splendid fashion. The numbers, 11 in all, include such titles as "Sorry," "Goose Pimples," "I'll Be a Friend With Pleasure," "That Da Da Strain" and "Our Bungalow of Dreams." Great memory wax for fans, faithfully recreated by Butterfield and a good group. Black and white painting on the cover of Beiderbecke, lends interest.

*** DIXIE-CHICAGO STYLE

Dave Remington. Vee Jay LP 3030-This is Dixieland but with a difference. It shows off some fine musicians led by Dave Remington on piano. This is sort of avant garde Dixieland, with new sounds and new ideas along with the old traditional Dixieland style. The tunes include "St. James Infirmary," "At the Jazz Band Ball" and "Fidgety Feet." Not a hip LP but one with a chance to sell.

CLASSICAL LP'S

**** STRONG SALES POTENTIAL

*** MENDELSSOHN: VIOLIN CONCERTO; BRUCH: VIOLIN (Continued on page 50)

BEETHOVEN: "EMPEROR" CONCERTO



Rudolf Serkin; New York Philharmonic (Bernstein). Columbia ML 5766 (M); MS 6366 (S)-This impressive performance of the Beethoven Emperor Concerto adds another garland to pianist Rudolf Serkin's long list of outstanding readings of familiar piano concertos. Serkin is in top form here and the New York Philharmonic, under the baton of Leonard Bernstein, accompanies him in first-rate fashion. The recording quality is superb. Attractive photo of Serkin graces the cover. Strong sales can be anticipated on this fine new release.

THE LORD'S PRAYER, VOL. II



Mormon Tabernacle Choir; Philadelphia Orchestra (Ormandy). Columbia ML 5767 (M); MS 6367 (S)-The Mormon Tabernacle Choir should have another fine selling album with this new recording, Vol. II of their previous best seller "The Lord's Prayer." The Philadelphia Orchestra again lends fine support to the glorious choir. Selections include more familiar choruses of Bach, Schubert, Handel, Mozart and Gounod, including "Ave Maria,"
"The Lord's Prayer," "Hallelujah, Amen" and "A Mighty Fortress Is Our God."

BERLIOZ: HAROLD IN ITALY



New York Philharmonic (Bernstein). Columbia ML 5758 (M); MS 6358 (S)—Leonard Bernstein pulls out all the romantic stops on this lush work, and his many fans will eat it up. The tender, full-toned performance by violinist William Lincer is in the best traditions of recorded performances of this durable work. The stereo sound is splendid, particularly in the vigorous, exciting "Orgy of the Brigands" final movement. Dealers will find it a strong addition to their longhair inventory, and classical-format stations should draw good listener response.

RIMSKY-KORSAKOV: SCHEHERAZADE



The Philadelphia Orchestra (Ormandy). Columbia ML 5765 (M); MS 6365 (S)-The obvious question of "What, another Scheherezade?" can be answered readily by hearing this new version of the familiar work. It ranks with the better recorded performances of Rimsky-Korsakov's venture into Oriental romanticism, although Ormandy's pace is a trifle measured. For sheer sound, however, this platter is an experience-rich, full, colorful, with the fine sheen associated with the Philadelphia's strings. It's the kind of sound dealers in stereo equipment can use to advantage in demonstrations, and FM stereo programmers can employ to show off radio's newest dimension.

TCHAIKOVSKY: PIANO CONCERTO NO. 1



Philippe Entremont, New York Philharmonic (Bernstein). Columbia ML 5759 (M); MS 6359 (S)—Long a splendid showcase for "romantic" young pianists, the Tchaikovsky war horse takes on some dazzling new colorations in this liaison between Bernstein and French pianist Philippe Entremont. The performance is lyrical and flowing, and it's one of the best examples of good stereo recording of the piano. The finale is brilliant in quality, with its clean cascades of crisp notes. Package is likely to be strong catalog addition on strength of Bernstein's name and Entremont's successful U. S. engagements.

Low-Priced Pop -

CRUISE ALONG-DANCE ALONG TO THE MUSIC OF GERALDO



Camden CAL 720 (M); CAS 720 (S)-The well-known British society dance ork comes through with happy and lively performances here of a load of familiar tunes on this new set all played for dancing. There are mambo medleys, quick step medleys, foxtrot medleys, cha cha medleys, etc. And they all feature evergreens played in the brisk style of a shipboard summer cruise ork. Fun to listen to and good background music for summer or winter parties.



Pop -

SWINGIN' DOWN THE LANE



Ralph Burns and his Ork. Epic LN 24015 (M); BN 26015 (S)—Here's a mighty refreshing excursion into typical big band sound, with Ralph Burns, veteran arranger, contributing some standout scoring for the ensemble. Among other things, Burns offers here the first instrumental scoring of the Tony Bennett hit, "San Francisco," and this track along with "West Side Waltz," "It Happened in Monterey" and "The Band and the Beautiful," can grab plenty of jockey spins.

Spoken Word -

AS YOU LIKE IT (3-12")



Various Artists. Shakespeare Recording Society SRS 210— A full-length, full-dress, well-acted reading of Shakespeare's pastoral comedy by a British cast in which warmvoiced Vanessa Redgrave (as Rosalind) and Stanley Holloway (as Touchstone) are standouts. There's no great attempt to "stage" the production for stereo, but Peter Wood's direction is deft. Incidental music is just thatincidental. Attractively packaged, it should appeal to a growing number of Shakespeare fanciers who turn out for summer festivals, etc., and to libraries, schools and drama societies. Complete text of the play-(Penguin Boos version) accompanies the set. A worthy attempt to "popularize" the great playwright.

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CHESS PRODUCING CORP. 2120 S. Michigan Chicago 16, Ill.



'GAY PURR-EE'

Judy Soundtrack Gets Tie-In With Frisky Cat Food Folk

Records last week concluded a will benefit from presenting the unique promotional tie-in with the supermarket buyers with the gift Carnation Company on behalf of album, the label stands to reap its Judy Garland "Gay Purr-ee" sound-track LP (BMW, April 7) ing from the distribution of its LP whereby the album cover will be among 5,000 prime rack locations. reproduced on 15,000,000 Frisky Cat Food packages. The record tion promotional push will include firm made the deal in conjunction with Warner Bros. Pictures and firms, whereby plugs for the album UPA, producers of the animated cartoon feature for WB release.

During the previous week, the Warners label announced its acquisition of LP rights to the sound track, thereby confirming an exclusive report by BMW in its April 7

In addition to Judy Garland's voice (she portrays the cat), the sound track features the voices of Robert Goulet, Red Buttons, Hermione Gingold and Paul Frees. This marks the first time in Judy Garland's career that she has dubbed the voice for an animated cartoon character. The original score is by Harold Arlen and E. Y. Yip Harburg, writers of Miss Gar-land's classic "Wizard of Oz" score.

In addition to carrying the LP cover art on the cat food packages (complete with plugs for the album and the movie), the tie-in calls for Carnation to reproduce the album in a four-color, full-page Life magazine ad. Deal also includes a contest whereby children under 12 years of age will be able to redeem coupons on the Frisky packages to gain free admittance to see the film.

The WB label will provide Carnation with 5,000 sound-track albums for distribution to key super-

THE NEWEST DANCE CRAZE

THE COASTERS

NEXT INSTRUMENTAL HIT

JORGEN INGMANN

b/w

JOHNNY'S TUNE

6235

HOLLYWOOD — Warner Bros. | market buyers. While Carnation gains of its own in rack sales result-

> Other facets of the WB-Carnajoint displays prepared by the two and movie will be featured in grocery stores throughout the country, while the record company's displays at disk outlets will contain plugs for Frisky Cat Food.

The promotional tie-in confirms a prediction in BMW's April 7 report: "The film ('Gay Purr-ee') is produced by UPA's Hank Sapperstein, the product merchandising mogul for film and TV personalties (Roy Rogers, etc.). In view of Sapperstein's background, the label anticipates unique departures in ballyhooing 'Purr-ee' and its disk version."

Rising Artist Valjean Signs With Morris Office

HOLLYWOOD-Valjean, Carlton Records star who ascended with "Theme From Ben Casey," has been signed by the William Morris office, following dissolution of MCA.

The lad's album has also been picked up by the Columbia Record Club as an alternate selection for September. The artist also will make a national concert tour in the near future.

Reviews of **New Albums**

Continued from page 48

CONCERTO NO. 1

Zino Francescatti; Columbia Symphony Orchestra (Szell); New York Philharmonic (Schippers). COLUMBIA ML 5751 (M); MS 6351 (S)—Strong coupling of two popular violin concerti, in which Francescatti gives a polished performance. In the Mendelssohn work, he performs with what's billed as "The Columbia Symphony" under George Szell, a grouping that provides a big, rich sound. In the Bruch concerto, Francescatti's at his best during the flowing Adagio, set against the precise backing of the New York Philharmonic under Thomas Schippers. Likely to be a strong dealer item with Francescatti fans.

SPECIALTY LP'S

**** STRONG SALES POTENTIAL

SPECIALTY

*** SING A LITTLE SOMETHING Sholom Secunda. Liberty LRP 3254 (M); LST 7254 (S)-This set, subtitled "A Yiddish Sing Along" features a chorus singing familiar Jewish melodies, lead by composer Sholem Secunda. Most of the songs have been adapted by Secunda from traditional melodies. Chorus is a fine one with a lovely blend and should help set have a wide appeal. Best tracks are "Hava Nagilah," "Tzena, Tzena, Tzena" and "Tsig, Tsiget-

★★★★ GEORGE JESSELL

Epic LN 24017 (M); BN 26017 (S)-The veteran Toastmaster General offers his many fans a collection of his best known recitations, including "Old Friends," "The House With Nobody in It," "I Shall Never Pass This Way Again," "The Land of Beginning Again," and many others. Through it all, Jessell's emotion packed work is eloquently but softly supported by Paul Taubman at the organ. It should bring a lot of moist eyes.

RELIGIOUS

*** TOPS IN TALENT Various Artists. Word W 3190 - This album contains sides from many of the label's top selling religious albums, Artists

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Week	Week	TITLE, ARTIST, LABEL & NUMBER Chart
1	1	LOCO-MOTION, Little Eva, Dimension 1000
2	13	YOU BEAT ME TO THE PUNCH, Mary Wells, Motown 1032
3	11	GREEN ONIONS, Booker T & the MG's, Stax 127
①	5	PARTY LIGHTS, Claudine Clark, Chancellor 1113
(5)	9	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345
6	2	TWIST AND SHOUT, Isley Brothers, Wand 124
0	4	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036
<u>(1)</u>	6	STOP THE WEDDING, Etta James, Argo 5418
9	15	RINKY DINK, Dave (Baby) Cortez, Chess 1829
(10)	7	BEECHWOOD 4-5789, Marvelettes, Tamla 54065
(11)	16	DO YOU LOVE ME, Contours, Gordy 7005
(12)	3	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220
(13)	14	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352
1	24	BREAKING UP IS HARD TO DO, Neil Sedaka, RCA Victor 8046
(15)	_	LIE TO ME, Brook Benton, Mercury 72024
16) —	SHERRY, Four Seasons, Vee Jay 456
<u>(1)</u>	18	SHEILA, Tommy Roe, ABC-Paramount 10329
1	20	MAKE IT EASY ON YOURSELF, Jerry Butler, Vee Jay 451
19	- 8	LOOKIN' FOR A LOVE, Valentinos, Sar 132
<u>(20)</u>	25	WHAT'S A MATTER BABY, Timl Yuro, Liberty 55469
<u>(1)</u>	SEE	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041
<u>n</u>	27	JIVIN' AROUND, Al Casey Combo, Stacy 936
23		I NEED YOUR LOYING, Don Gardner & Dee Dee Ford, Fire 508
24) —	LET'S DANCE, Chris Montez, Monogram 505
25	12	THE WAH-WATUSI, Orlons, Cameo 218
8	17	ROSES ARE RED, Bobby Vinton, Epic 9509
0	19	REAP WHAT YOU SOW, Billy Stewart, Chess 1820
3	_	RAMBLIN' ROSE, Nat King Cole, Capitol 4804
(3)	30	I JUST CAN'T HELP IT, Jackie Wilson, Brunswick 55229
30	21	YOU CAN'T JUDGE A BOOK BY THE COVER, Bo Diddley, Checker 1019
featur	ad ar	e Korean Orphans Choir, Melody CAMATRY & WESTERN

Four Quartet, Frank Boggs, the White Sisters, Claude Rhea, Lew Charles, Ethel Waters, and the Revivaltime Radio Choir. Set is a good introduction to the firm's extensive religious line.

*** MODERATE SALES POTENTIAL

CLASSICAL

*** MUSIC OF MEL POWELL AND MILTON BABBITT Bethany Beardslee, soprano; Robert Helps, piano; Claremont String Quartet. Son Nova 1

RELIGIOUS

*** THE GOSPEL IN SONG Ruby Smith and the Rubytones, Gospel Time 301

A TWO-SIDED SMASH

GENE PITNEY IF I DIDN'T HAVE A DIME ONLY LOVE CAN

Musicor 1022 MUSICOR RECORDS Distributed by United Artists

LUUNIKT & WESIEKN

*** JIM HALL AND THE RADIO PALS Boney B 202

A Swingin' Hit

Pete Fountain

Corrine, Corrina

Coral 65563

His Newest and Biggest Hit! JERRY LEE LEWIS HOW'S MY TREATING YOU

b/w Sweet Little Sixteen Sun #379

SUN RECORDS 639 Madison Memphis, Tenn.

Jopyrighted material

ALONG THE WOLLD "ABOVE THE STARS" "STRANGER ON THE SHORE" thanks disk Jockeys everywhere for your splendid perception and cooperation—all owr love EUROPE'S GREATEST INDEPENDENT EUROPE'S GREATEST INDEPENDENT PRODUCER OF RECORDS RECORDER OF HITS DENIS PRESTON Record The Bilk Marketing Board 8, Great Chapel Street Supervision London W. 1, England Limited American representative: Stanley F. Dance Lansdowne Recording Studios 12 Oakleigh Court, Rowayton, Conn. Telephone: Volunteer 6-4175 Lansdowne House Lansdowne Road Mr. acker Bilk and London W. 11, England Denis Preston

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$301 AND \$400

This Issue	6/9/62 Issue	3/10/62 Issue	Brand % of Total
1	· 1	1	Magnavox
2	4	2	RCA Victor 9.7
3	6	3	Motorola 9.0
4	4	7	Zenith 7.2
5	-	1000	Capehart 5.4
6	2	· -	Curtis-Mathes 4.7
			Others

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

6/9/62 Issue: Voice of Music (V-M) (2).

3/10/62 Issue: Stromberg-Carlson (4); Voice of Music (V-M) (5); Fisher (5); Grundig-Majestic (7).

On Selling Recorders Right Off the Shelf

ALBUM COVER OF THE WEEK

By BOB LATIMER

DENVER - Selling tape recorders off the shelf-exactly as though they were boxes of enlarging paper, or can openershas proved phenomenally successful in the camera department at King's Saving Center, discount department store here.

Both Bill Murphy, store manager, and John Mollica, head of the camera department, pooh-pooh the "electronics approach" in promoting tape recorders. Instead, the Colorado store simply concentrates on tape recorders under \$99, displays them on the same gondolas with other self-service merchandise throughout the department, and keeps an extension cord handy for demonstration if the customer wants it.

"By and large, the public is already so familiar with tape recorders that it very seldom requires a demonstration to close a sale," Mollica said.

"Our customers are interested in what they can save in the way

Joe Henderson

of price, and in the music, and accessories we have to offer."

Heavy Sales Pace This approach to the market has been successful enough to sell over 400 tape recorders in a single year for King's Saving Center, and to post 26 off-the-shelf sales between the first of June and July 26, normally a slow period for indoor entertainment items.

Mollica makes sure that every customer who has a specialized use for a tape recorder quickly recognizes the tremendous coverage of the subject which his department offers. For example, two levels of shelving, above shoulder height, show around eight recorders, with the top price model at \$99.50, and the "popular price" line at \$84.88.

On the shelf below are prerecorded music tapes, raw tapes, all on a self-service basis. To either side, all the way down to the floor, five levels of shelving show such accessories as reels, head cleaners, tape-cleaning magnets, albums and chests for reels, microphones, "mixers" for con-

United Offers Ad Discount

NEW YORK - United Stereo Tapes is featuring a special \$1 saving offer on its line of twin-pak tapes to build store traffic for dealers in the early fall. In ads scheduled to run in various publications serving the audio market, the reader is advised to clip the ad, and bring it to his dealer for a \$1 credit against a twin-pak tape purchase.

Twin-Paks contain the equivalent of two disk LP's worth of music and include such artists as Joan Sutherland, Cesare Siepi, Roger Williams, David Rose, Mantovani and others. The \$1 credit will also be extended toward the purchase of any regular length UST tape from its extensive catalog.

In connection with the promotion, dealers are being offered a counter pre-pak consisting of a counter stand carrying 18 bestselling twin-paks and other display material. The twin-pak promotion runs until November 1.

Capitol Offers 10% On Stereo Product

HOLLYWOOD-Capitol is offering dealers a 10 per cent off-theinvoice discount on its complete four-track stereo tape catalog (with exception of product bearing the "ZT" prefix) on purchases made between August 20 and September

In addition, those dealers who place tape orders of \$50 or more will be eligible for deferred payment in four installments: 20 per cent October 10 and November 10, 25 per cent December 10 and 35 per cent December 31.

necting several microphones together for a conference and stereo speakers.

All of this merchandise, plainly price-tagged, benefits, of course, from demonstration, but the department doesn't volunteer it, preferring instead to play a tape of music, or to demonstrate a microphone and foot switch to make a tape recorder into a dictating machine, only where the customer wants this service.

Service Stressed

Most customers at King's are already familiar with tape machines and have been out comparing prices from one outlet to another. Usually, the customer is Mollica can answer satisfactorily by pointing out that recorders are transferred 70 miles north to Denver, to an authorized repair agency, which guarantees that the recorder will be back in service swiftly, in case of tube burn-outs retain it as a regular policy. or mechanical troubles.

The store sells a lot of lowerpriced recorders as well, down in with full feeling that they will be brought back, usually within a few months, for trade-in on bigger, better-priced sets, up into the stereo bracket. Mollica tells his customers that they will be entitled to trade back any near-new recorder at a pro-rated charge, on a larger, better tape recorder, and many simply take advantage of this offer.

Many recorders are sold to college students at nearby Colorado State College. Many others go to tourists, who seize the opportunity to buy nationally advertised tape recorders at prices well below the average.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of Issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

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

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

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

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

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

BIG TOP—Expires September 30, 1962. Started August 1, 1962. See your local distributor for special deal on the "Mad Twists Rock 'n' Roll" LP.

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

KING—Extended through September 30, 1962. Started July 23, 1962. Dealers receive five bonus singles for every 25 purchased on the King, Bethlehem, Federal, Deluxe and Queen lines. Dealers also receive three bonus LP's for every 10 purchased on the King or Bethlehem lines. Minimum purchase of 25 for singles and 10 for albums.

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

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

REPRISE—Expires September 30, 1962. Started July 30, 1962.

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

VANGUARD-BACH GUILD—Expires September 30, 1962, Started September

Label offers an extra 15 per cent on complete catalog except LP's by The Weavers,

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

SMASH-FONTANA—Expires October 31, 1962. Started September 1, 1962. Ten per cent discount is being offered on all Smash and Fontana merchandise.

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

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

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

LIBERTY—No expiration date. Started May 25, 1962. All-Time Hit single series available at a 10 per cent cash discount. Disks are

PRESTIGE INTERNATIONAL-NEW JAZZ—No expiration date. Started August 15, 1962.

Buy seven, get one free on entire catalogs of both labels. HARMON—No expiration date. Started August 20, 1962. Two free LP's for every 10 purchased on "Theme From A Summer Place" by Dick

interested in the service responsibility of the store, a point which bility of the store, a point which

merchandise was combined with boost store traffic. the store's demo albums, and later sale at a \$1 apiece.

ing store traffic and boosting sales sive jump and has been staying up that Music City offered its trade- there. in plan for the entire month of June. The results proved so rewarding, the store has kept the policy going from month to month. Now, Music City has decided to retain the trade-in plan as part of its regular store policy.

Downtown Boom

One of the major factors in reaching this decision has been the

HOLLYWOOD - Clyde Wal- | sales results reaped by Music City lichs' Music City has found that in its downtown Los Angeles store. its LP trade-in plan is paying off | Music City has been accepting used handsomely, and has decided to albums in trade at all of its three stores. However, it has limited the The trade-in gimmick was tested bargain-counter sale to its downon a one-day basis in May. Cus- town location, a store that hasn't tomers were allowed \$1 in pur- kept business-increase pace with the \$50 bracket. Mollica does this chase credit on a new album for the other two outlets. Hope was every used LP brought in. The used that the \$1 bargain counter would

This was achieved beyond exdisposed of in a bargain counter pectations, and since the \$1 used LP counter was set up at the down-This worked so well in build- town store, traffic took an impres-

Sales Up

In turn, the increased traffic has paid off in an over-all store sales boost to where now sales in the downtown store are showing an appreciable percentage increase over the volume delivered by both the Lakewood and Hollywood stores.

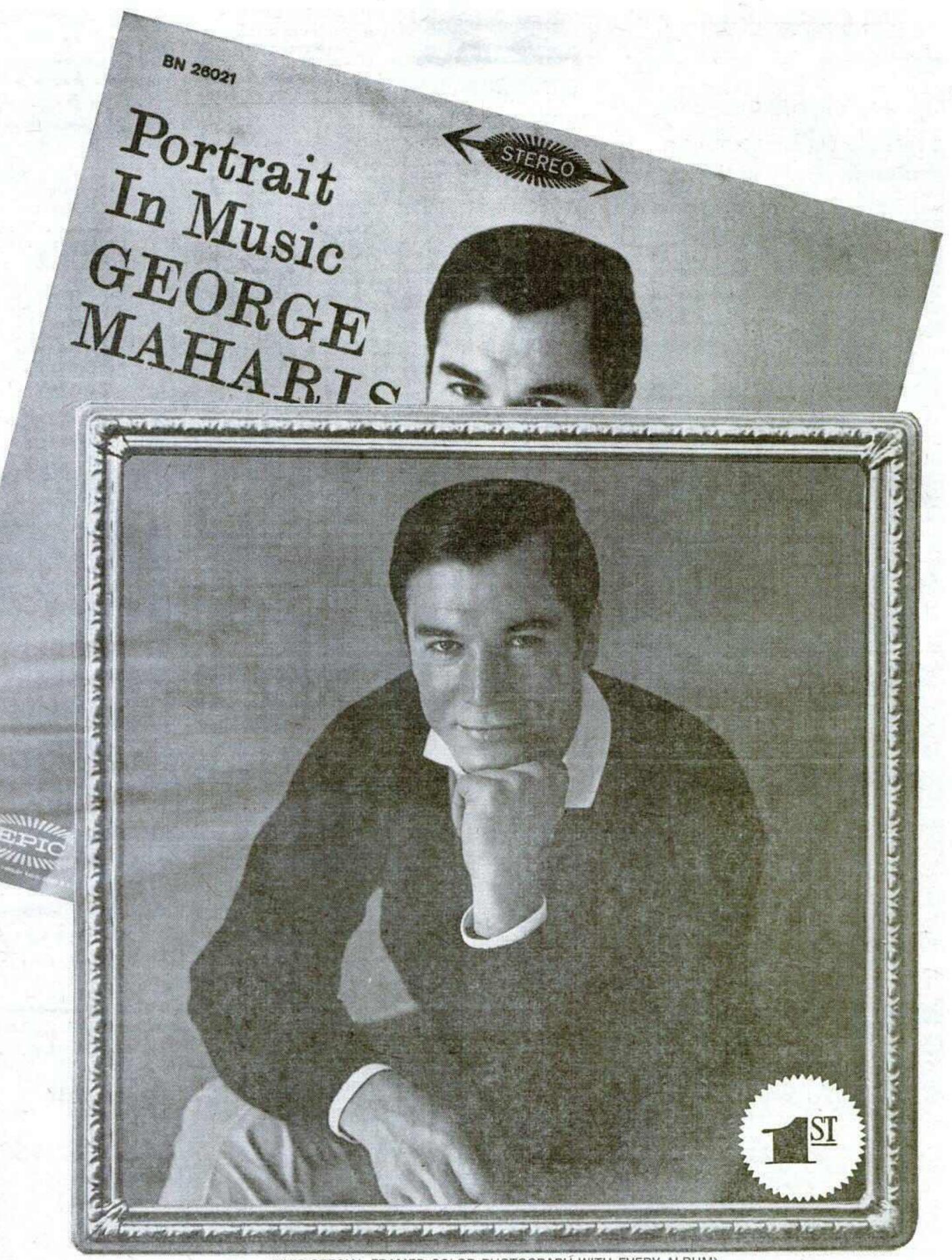
(Continued on page 62)

SNAP YOUR FINGERS-Joe Henderson, Todd 2701. Designed by Stephen Haas, this striking cover should attract customers most readily to the pop sections. The big-as-life photo of snapping fingers is in full color set on a dark background, and the bold print is red, white and chartreuse.

West Coast Store Finds LP

During the times when the trade-

Copyrighted mate

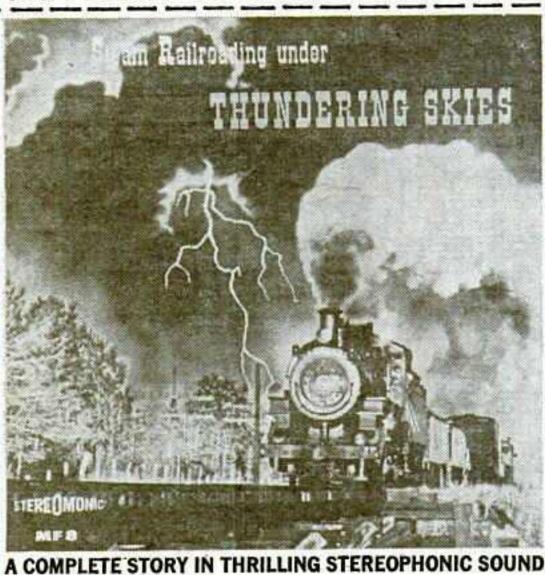


(THIS SPECIAL FRAMED COLOR PHOTOGRAPH WITH EVERY ALBUM)

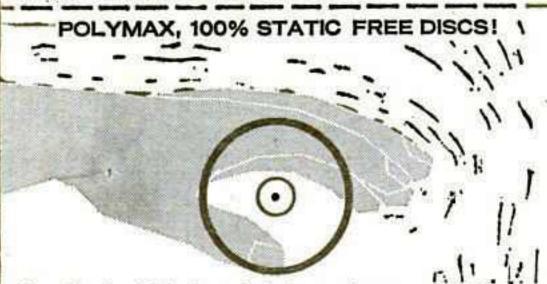
The Sales Picture shows this one taking first prize across the country! Portrait in Music" George Maharis (LN 24021)



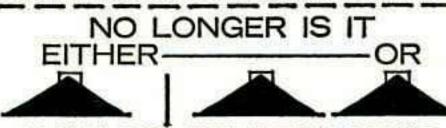




"the banshee whistling virtuosity of engineer a. j. lee is enhanced by some of the most startlingly realistic rain, thunder, and lightning ever captured on discs.""one of the most technologically enterprising of specialists recording companies, a pioneer in the adoption of the static-free 'polymax' disc materials, now advances a solution of the compatability problem"-with stereo-monic excerpts from review, HIGH FIDELITY April 62—RDD



like the invisible hand, this mystery material protects your customer's records from dust and lint, thereby remaining factory clean for life, a built-in lubricant together with a harder groove surface reduces friction and wear, while re-creating the overtones and transients of the original studio master, with polymax, you find it difficult, if not impossible to distinguish between tape and disc. DEVELOPED AND MANUFACTURED BY RESEARCH CRAFT CORP. LOS ANGELES 46



NOW IT'S STEREO-MONIC

the full dynamic sound of stereo or monaural is yours, stereo-monic process makes possible a truly compatible and interchangeable stereophonic-monophonic high fidelity record. stereo depth and dimension can be found anywhere in the room, eliminating the "stereo seat." DEVELOPED AND LICENSED BY INTERNATIONAL SOUND, INC. HOLLYWOOD 28.

proven markets: KFI 50,000 watts-los angeles KPEN-FM-the big stereo sound of san francisco

*AUDIOPHILES will be astounded

*CHILDREN will be thrilled *MEMORIES will be relived (just ask granddad) as a dealer, you will share part of america with your customers while satisfying those thousands of daily requests for the unusual; the different. remember also: christmas time is toy train time. we have a 45 EP choo-choo record for the kids @ \$1.00.

> FOR ALL NEW DEALERS, A SPECIAL INTRODUCTORY OFFER

\$2.47 buys one L.P. MF 8 for re-sale; one free MF 8 for demonstration future orders earn 50% discount on entire catalog \$3.98 retail on all L.P.'s. your cost \$2.00

ORDER NOW! ORDER DIRECT! MOBILE FIDELITY RECORDS P.O. Box 336 • Burbank, California • VI 9-4311

Chicago: Hal Faktor L.A.: Record Merchandising complete free catalog upon request

MUSIC AS WRITTEN

Continued from page 14

Cincinnati

Ike Klayman, head of A.&I. Distributing here, doing back knip-up over the heavy demand for the new Vee Jay release, "Sherry," by the Four Seasons. In less than a week after release, Ike says, sales have exceeded the 8,000 mark, with the demand still heavy. In commenting on the "Sherry" release, Stan Drewes, of the Song Shop, one of the leading retail outlets here, described it as "the quickest breaking single we've ever had, even in good times." Drewes got his first delivery on the platter August 15, and before the end of the week it had hit No. 2 position in store sales, second only to "Patches," by Dickey Lee on Smash. WCPO's Jim Dandy is credited with breaking the "Sherry" platter in this area. Also running well up in sales, says Drewes, is "Venus in Blue Jeans," by Jimmy Clanton on Ace.

Following alterations and revamping, the suburban Surf Club resumes its Tuesday-through-Saturday bookings September 4, with Peter, Paul and Mary the features. Following in the three succeeding weeks are Jonah Jones, Jackie Mason and the Smothers Brothers. Late in September, the Surf resumes with its Jazz on a Sunday Afternoon segs, originated last season by Joe Cella, WLW's publicity ace. . . . TV Guide magazine tosses its fourth annual fall preview and cocktail party to the trade at the Terrace Hilton Hotel Ballroom September 13.

Construction delay has caused a postponement of the opening of the Diplomat supper club in the Kemper Lane Hotel from September 6 to September 20. Comics Allen and Rossi are still on tap for the opener. Slated to follow in are Jim Backus (tentative), September 27; Rusty Draper, October 4; Yvonne DeCarlo, October 11; Jerry Lester, October 18; Helen Traubel, October 25; Les Paul and Mary Ford, November 1; Jaye P. Morgan, November 8; George Jessel, November 15; Al Martino and Bobbi Baker, November 22; Gloria DeHaven, November 29; Carmel Quinn, December 6; Jonathan Winters (tentative), December 13; the Harmonica Rascals, December 20, and Dorothy Donegan, December 27.

Jerry D. Allan, record and film promodomo, was in town last week on business concerning the reactivating of his former Allan Records label. From here Allan went on to Chicago to to take in the NARM convention and the World's Fair of Sound & Music Exposition this week. . . . Chuck Chellman, Decca salesman in the Northern Ohio sector, is now in his 12th week with his own trio at the Chez Ami in the Watson Motor Hotel, Cleveland. Combo was originally booked in for two weeks.

BILL SACHS

Philadelphia

A. & L. Distributors announce the acquisition of several new labels, including Comet Records, a Herald Ember subsidiary; Glad-Hamp, Dyer-Benntt, Hi-Fi and Folkways. . . . Two new labels bow here, including Arlen Records, Inc., and Al-Jo Records, introduced by Nicholas P. Giordano, who is known professionally as Al Jordan. . . . Red Hill Inn on the Jersey side will open its name season September 7 with Ahmad Jamal. . . . Diabilo and his trio, one time with Xavier Cugat, brings the Latin beat to the Saxony East. . . . Steve Gibson and Hank Ballard are September bookings at the Hialeah Club in nearby Atlantic City. Bobby Lyons, pianist in Maxine's Cobra Room for 16 years, has retired from the music business to enter a religious order. . . . Insurance agent Bill Schreiber turns promoter to bring Stan Kenton to the Academy of Music on Columbus Day. . . . Billy Duke off to England for a 12-day tour to cash in on the British Isle popularity of his "Walking Cane" waxing. . . . Tom and Jerry Friday, drummer and bass, leave for the West Coast to join Scott Smith for a nine-month stand at PJ's jazz room. . . . Bob Marcucci, head of Chancellor Records, is back MAURIE H. ORODENKER from Italy sporting a beard.

Boston

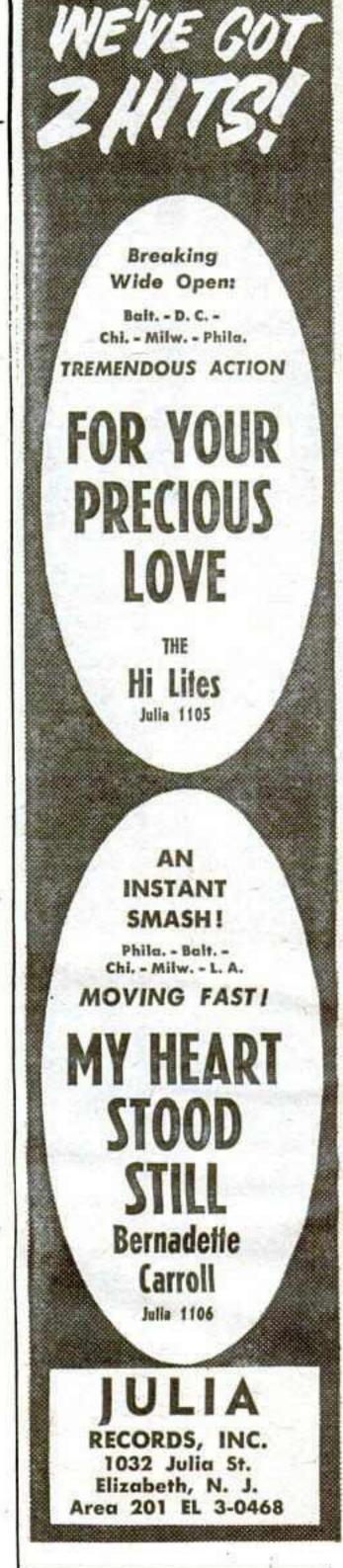
Don Dumont and Bert Johnson of Dumont Distributors came back from Europe and Sweden respectively to find six new records really flying. They haven't had time to tell friends much about their trips. . . . RCA Victor's recording star, Paul Anka, came in to chat with deejays while performing in the area. The Mercy Brothers, a new RCA Victor recording duo, around promoting their new single, "Hey Jeanie," backed with "Bad Penny." . . . Allan Steiner, head of the Eastern Company, RCA Victor's local outlet, has been elected chairman of the board at the Peter Bent Brigham Hospital.

Don Ameche in his first alfresco show at Pleasure Island broke the record last week set by Chuck Conners last season when 50,000 stormed the Show Bowl. Ameche drew 58,000 paid admissions for seven days. . . . Warner Bros.' Peter, Paul and Mary packed Norumbega Park's Totem Pole Ballroom for two nights last weekend.

Joel Friedman, director of merchandising for Warner Bros., and Sid Schaffer, the firm's Eastern representative, came into town for a couple of days to look things over. . . . The Rondelles, whose new AMY record is "Cover Charge," are doing well at the Peppermint Lounge. . . . Bruce Patch of Framingham is the new promotion man at Disc Distributors. Bossman Jack Sager lost the first shipment of the Clown record of "Woman You Talk Too Much" by Dr. Horse and the Musical Jockeys. When he went to pick it up it was stolen. The second shipment is going so fast they wonder if it ever came in.

Columbia reports Dave Brubeck's appearance at Hampton Beach Casino has sparked sales. Tammy Grimes, playing the Shubert with "The Unsinkable Molly Brown," has done her Co-

(Continued on page 63)





b/w (I'll Be With You In) Apple Blossom Time

New-Hits #3009 NEWTOWN RECORDS 6600 N. Broad St., Philadelphia 26, Pa.

Phone: Livingstone 8-5010

You Can't Please Everybody How Could You Know? #6M 107

eone records Paterson 26, N. J.

Say You Saw It in

Billboard Music Week

THREE EVENINGS WITH FRED ASTAIRE

HIS GREATEST ALBUM A Big Seller



LP-A-I

Choreo Records * Hollywood 28, California * Distributed by MGM Records



Reviews of New Singles

Continued from page 45

*** One More Town-A pretty, folkstyled ballad in medium time. Side uses strings with good effect and it has a chance. (Sausalito, BMI) (2:58)

ZOOT SIMS AND HIS ORK ★★★★ Recado Bossa Nova (Parts I & II)

-COLPIX 656-Here's the now familiar Latin rhythm setting applied as a backing to some highly effective scoring featuring the Sims horn. It's basically the samba rhythm and it's very contagious as done here. Both sides are worth plenty of jock spins. (Paris, ASCAP) (2:34, 2:55)

NELSON RIDDLE

*** Naked City Theme - CAPITOL 4843-A smart, uptempo melody, used as the theme for the TV show. Can grab spins. (Gower, BMI) (2:10)

*** The Defenders Theme-Here's the smartly styled, jazz-oriented theme material from the popular TV show. Solid arrangement for Riddle and he could have a winner. (April, ASCAP) (2:47)

BILL BUTLER

*** Theme From "Two Weeks in An- THE CRICKETS other Town-EPIC 9533-Theme from the flick of the same name is performed nicely here by the pianist over big arrangement in the background by the large orchestra. It could get a lot of spins, (Miller, ASCAP)

*** Venus-The pretty tune, once a his for Frankie Avalon, is played in pleasant fashion by Butler and again the orchestral support is brisk and catchy. (Rambed, BMI) JAY AND THE AMERICANS (2:15)

DEBBIE WOODS

*** Please Be Kind-EPIC 9526-Lass come through with a heart-rendering version of the oldie over routine triplet backing by the ork. Her sound could help this fine song get spins again. (Harms, ASCAP)

novelty is sold nicely by the thrush here, as she sings her teen lyrics with feeling. Backing is cute, too. Both sides could get exposure. (B. F. Wood, ASCAP) (2:41)

DALIDA

*** Un Uomo Vivo-VERVE 10263-The thrush sells this rockaballad with feeling in Italian over strong support by the Lefevre ork. A side that could grab sales if exposed, (BIEM) (2:15)

*** Come Une Symphonie-On this side the lass shows off her French with a pretty reading of a warm ballad that is handed sock production by the Raymond ** My Foolish Heart-(Joy, ASCAP) Lefevre ork. Two good sides, especially for the internationally minded. (Robbins, ASCAP)

STEVE LAIMO

*** One Good Reason - CHECKER 1024-The chanter, who made some noise his last time out, comes through with a strong performance of a swinging rockaballad on this warm disk. It has "plus" production values via the arrangement. (Lowery, BMI) (2:30)

*** Cry Myself to Sleep - A tearful weeper is intoned with the proper feeling by the chanter here, aided by a good chorus and good band arrangement, but flip is stronger. (Bobob, ASCAP) (2:43)

BUDDY MORROW AND HIS ORK

*** Bom to Lose-MERCURY 72028 -The Buddy Morrow crew performs the country hit with warmth on this nice instrumental side. It spotlights lead horn and choral accompaniment. It could get spins. (Peer Int'l., BMI) (2:12)

** Uptown Preacher - (Big Beat, ASCAP) (2:33)

JOE TEX

*** Meet Me in Church-DIAL 3007-A fine blues by Tex, with strong gospel roots. The arrangement makes great use of horns, One of Tex's strongest efforts and it could happen. (Tree, BMI) (2:17)

** Be Your Own Judge -- (Tree, BMI) (2:35)

NORRIS WILSON

*** Honolulu - MONUMENT 466-Wilson sings a bright tune, written by the Bryants, and employing an effective chorus and arrangement. Good dual tracking here. Side has a chance. (Acuff-Rose, BMI) (2:20)

*** For a Little While - (Acuff-Rose, BMI) (2:12)

JONI JAMES

Hart ballad. The lead performance has a quite a switch for the gal. She handles the classy touch, and it's done with strings material effectively against Nashville-type and girls' chorus. (Chappell, ASCAP) (2:45) piano and choral support. This one could get a lot of play. (Milene, ASCAP) (2:50)

> ** You Are My Sunshine -(Peer, Int'l, BMI) (2:38)

THE SHERRYS

*** Pop-Pop-Popeye - GUYDEN 2068 -A rousing version of the Popeye by the gal's group that shows off a lot of enthuslasm and a rocking beat that could help the disk make it with the kids. It moves and its got that hand-clapping feeling. Watch it. (Dandelion, BMI) (2:06)

*** Your Hand in Mine - (Dandelion, BMI) (2:00)

MARCIE BLANE

*** Bobby's Girl - SEVILLE 120 - A cute, medium tempo ditty done in neat style by the new thrush. She's got a sound and the message is there. Good arrangement, too Side bears watching. (A.M.E of N. Y., BMI) (2:15)

*** A Time to Dream - (A.M.E. of N. Y., BMI) (2:00)

*** Little Hollywood Girl-LIBERTY 55495-A cute ode to the problems of a Hollywood starlet who never quite makes it. The boys hand it a Bobby Vee-type approach. Spinnable. (Aldon, BMI) (2:08)

*** Parisian Girl-(Cricket, BMI)

*** Yes-UNITED ARTISTS 504-An interesting piece of material, which employs a Latinish rhythm in the Drifters style. Good lead is ably backed by the group. (Trio-Progressive, BMI) (2:43)

*** Tomorrow-(Trio, BMI) (2:52)

CASTLE KINGS

*** Like I Gotta Get Away-Cute *** The Caissons Go Rolling Along-ATLANTIC 2158-Straight interpretation of the Army song by the Castle Kings could help this disking get plays on many stations. They sing it with enthusiasm. (2:55)

** Jeanette-(Progressive, BMI) (2:25)

RENE FOUNTAINE

*** Just Call Me Lonesome - DOT 16383-The fine country weeper ballad is sung with much heart by the new chanter against effective choral backing. Side was cut by Wink Martindale. Has a chance, (Copar-Forrest, BMI) (2:16)

CLIFF ADAMS

*** Funny Kind of Feeling - DOT 16385-The new chanter turns in a good rockabilly oriented job on a pleasant medium beat tune. Effective dual-tracking and a femme chorus are featured. Nice sound. (Roosevelt, BMI) (2:00)

*** Keep Off My Mountain-(Roosevelt, BMI) (2:22)

AL CAIOLA

*** Love Is Like Champagne -UNITED ARTIST 499-A lovely melodic effort is played smartly on this bright instrumental disking by Al Caiola supported by a big band. Side has a real chance for action, (Southern, ASCAP) (1:46)

*** Katusha-(Leeds, ASCAP) (1:57)

KETTY LESTER

*** River of Salt-ERA 3088-Thrush has a likely piece of ballad material here which she sells in convincing fashion over intriguing rhythm and string support by the ork. It has a chance for sales to the teen market Watch it. (Ace-Cce-Mmm, BMI) (1:49)

*** You Can't Lie to a Liar-(Edwin, Morris, ASCAP) (1:51)

KENNY BALL AND HIS JAZZMEN

*** So Do I-KAPP 483-Kenny Ball and his Jazzmen have a fine time rocking this old fashioned-sounding novelty which has an infectious beat and a vocal by Kenny Ball himself. Could grab juke loot and sates. (Peter Maurice, ASCAP) (2:37)

** All Through the Night - (Essex, ASCAP) (2:25)

HOYT AXTON

*** Greenback Dollar-HORIZON 351 -Chanter sells this folkish effort with feel-*** Lend Me Your Handkerchief— ing over simple backing. Could get spins MGM 13092—A country ballad which is on stations that go with folk music as well

SEPTEMBER 8, 1962 as country-styled pop material. (Davon, BARBARA LEWIS BMI) (2:37)

** Crawdad Song-(Stork, BMI) (2:32)

JIMMY ELLEDGE

*** A Golden Tear-RCA VICTOR 8081-Pretty tune penned by Roger Miller is sung pleasantly by Elledge here over simple, Flyod Cramer-type backing by the pianist lead with the ork. Pretty tune could help this one get action. (Tree, BMI)

** I'll Get By (Don't Worry)-(Tree, BMI) (2:02)

EDDIE BO

*** You're the Only One - CHESS 1833-Listenable rockaballad is sung neatly by Bo while the band wails behind him. It could get some coins, due to his performance and the femme group behind him. (Arc-Orleen, BMI) (2:39)

*** You're With Me-(Arc-Orleen, BMI)

TRUDY PITTS AND MR. CARNEY *** I Really Meant It-CORAL 62330

-Rocking instrumental effort gets a strong reading from the organist and drummer on this bright side. It could cull some juke coins. (Docir, BMI) (2:13)

** Theme From "Exodus"-(Chappell, ASCAP) (2:34)

TINA POWERS

*** Making Up Is Fun to Do-PARK-WAY 847-Here's the answer to Neil Sedaka's current smash, done in the same basic arrangement style by the gal. Could get some play. (Aldon, BMI) (2:07)

** (One More Time) Back to School-(Kalmann, ASCAP) (2:10)

*** MODERATE SALES POTENTIAL

JOE LOSS AND HIS ORK

*** In the Mood (Herbert-Shapiro-Bernstein, ASCAP) (2:01)-** Everybody Twist (BIEM) (2:32), RIVERSIDE

THE VIDALTONES

*** Forever (Bily A Bob, BMI) (2:15) -** Someone to Love (Bily A Bob, BMI) (2:02). JOSIE 900

NELLIE RUTHERFORD

*** Lavender Lace (Acuff-Rose, BMI) (2:12) - ** Looking at the Ceiling (Acuff-Rose, BMI) (2:18). HICKORY 1182

THE SMOTHERS BROS.

** They Call the Wind Maria (Chappell & Co., ASCAP) (2:32)-** Fly Ezekiel (Rave, BMI) (1:44). MERCURY

BILLY SHA-RAE *** Wings of an Angel (Toy Town,

ASCAP) (2:28) - *** What More, What More Can' I Say (Wood, BMI) (2:45). BAY-UKE 3

MARK MURPHY

** Fly Me to the Moon (Almanae, ASCAP) (2:56)-** Why Don't You Do Right? (Mayfair, ASCAP). (2:26). RIVERSIDE 4526

RICK AND THE MASTERS ** Here Comes Nancy (Banks, BMI) (2:28) - ** Flame of Love (Banks,

LEE MARTIN

BMI) (2:15). CAMEO 226

** 64 Or More (Flat Town, BMI) (2:15) ** Lonely Hearts Club (Flat Town-Big Bopper, BMI) (1:50). JIN 167

AL ADAMS

** To Know (B. Bengaman, ASCAP) (2:27) - ** Two Seconds of Love (Silvia, BMI) (2:44). FRISCO 102

WILLIE HARPER

** Cloudy Weather (Jarb, BMI) (2:24) -** I'll Never Leave You (Jarb, BMI) (2:46). ALON 9006

THE STY-LEETS

** Too Far to Turn Around (Vigay, BMI) (2:25)—★★★ Hello My Darling (Vigay, BMI) (2:27). PILLAR 515

WALTER JACKSON

*** This World of Mine (Karlan, BMI) -★★ I Don't Want to Suffer (Figure, BMI) (2:10). COLUMBIA 42528

DANIEL STONE

** Stay in My Heart (Lee Hazelwood-Marcus, BMI) (2:32)-★★★ Catch Me (Lee Hazelwood-Marcus, BMI) (2:02). **SMASH 1757**

EMMETT LORD

*** Women (Anthony, ASCAP) (2:25) - ★★★ Turn Him Down (Anthony, ASCAP) (2:04), LIBERTY 55491

ROYALE MONARCHES

*** Whole Lot of Shakin' Going On (Marlyn, BMI) (2:50)-++ Sombrero Stomp (Les Kangas, BMI) (2:10). DELL

J. J. JACKSON ** False Face (Arrowhead, BMI)

(2:10) - ★★★ Ring Telephone (Arrowhead, BMI) (2:21). EVEREST 2012 RALPH NIELSEN AND THE CHANCELLORS

** Little Demon (Peer Int'l., BMI) (2:36)-** Scream (Peer Int'l., BMI) (1:56). SURF 301

My Mama Told Me (McLaughlin, BMI) over pounding backing by the band. (2:17). ATLANTIC 2159

LENNIE MILES

*** Wouldn't Be Here (Ralla, BMI) PACHECO Y SU CHARANGA (1:50) - ** Mind Your Own Biz (Ralla, BMI) (2:37). GROOVE 0010

AL (DR. HORSE) PITTMAN

** Crazy Beat (Seaside, BMI) (2:10) - ** Woman You Talk Too Much (Seaside, BMI) (2:55), CLOWN 3008

AMOS MILBURN JR.

*** The Last One (LeBill, BMI) (2:33) -★★ Dance Her by Me (One More Time) (LeBill, BMI) (2:15). LeCAM 974

LARRY BENE

** Angels Never Leave Heaven (Leeds, ASCAP) (2:28)-* Come Back (Hook, BMI) (2:43). CERTIFIED 5002

DEAN CHRISTIE

** Heart Breaker (Drury Lane, BMD) (2:17)-* Pm a Loser (Drury Lane, BMI) (2:03). SELECT 715

CAROL THOMAS

** Island of Love (Conway, BMI) (2:29)-* Bobby (Conway, BMI) (2:11). STARFIRE 0003

** The Wrong Side of Town (Jack, BMI) (3:08)-** Who Do You Love? (Cupay, BMI) (2:02), PHILIP 40049

MEL CARTER AND CLYDE KING

DEE GLASCOE ** Mouse in the House (Roosevelt- the Albam ork on this bright instrumental Ichi-Ban, BMI) (2:25)-** You' Don't side. It builds steam and it could grab play Have To (Roosevelt-Ichi-Ban, BMI) (2:40). **RSVP 115**

EDDY WILLIAMS

** Have a Heart (Arrowhead, BMI) (1:45) - ** Dancing Shoes (Arrowhead, BMI) (1:55). ALCOR 2013

FREDDIE NORTH

** Just to Please You (Roosevelt, BMI) (2:32) — ** Ninety Pound JIMMY SMART Woman (Tree, BMI) (2:21). CAPITOL ** Tell Me What to Do ABout Today

SEAN THOMAS

** I Just Don't Love You Anymore (Check-Colt, BMI) (2:14 - ** I'm Coming Home (Check-Colt, BMI) (2:35). CAMEO 229

JOHNNY KNOGOS AND THE G-MEN ** Johnny and the Mermald (Southern, ASCAP) (2:35) -** Raunchy Twist (HI-Lo, BMI) (2:06). GROOVE 0009

AMOS MILBURN JR.

** Dance Her by Me (One More Time) (LeBill, BMI) (2:15)-** The Last One (LeBill, BMI) (2:33). LeCAM

DANNY AND GWEN ***Submarine Race (Ding Dong, BMI) (1:55) - ** Deep Dream (Camarillo,

BMI) (2:22). LIBERTY 55490 THE MARATHONS ** Mashed Potatoes One More Time (Hidle-Little Darlin, BMI) (2:15)-** Little Pancho (Hidle-Little Darlin, BMI)

(2:15). PLAZA 507 JOHNNY DORELLI

*** Love Is Portofino (Overbrook, ASCAP) (3:00) - *** Monte Carlo (Hollis, BMI) (2:27). CGD 10901

BILLY DUKE

** The Good Old Days (Knollwood, ASCAP) (2:25) - ** Summer at the Shore (Quartet, ASCAP) (2:25), CAPITOL

SLIM AND LITTLE ANN ** Send Me the Pillow You Dream On (Four Star, BMI) (2:58)-** I Love You Because (Fred Rose, BMI) (3:04). FURY 1068

EDDIE CANO, HIS PIANO AND ORK JOHNNY DOLLAR

JOE AND EDDIE *** Water Boy (Trad) (2:35) - *** *** The Man on the Hill-(Slim Willet, I Got Shoes (Trad) (1:48). GNP CRE- BMI) (2:42) CENDO 185

ROSCO GORDON ** A Girl to Love (Pamco, BMI) JOYCE PAUL

Shaw, BMI) (2:45). ABC-PARAMOUNT BIG SAM ** All About Love (Crazy Cajun,

BMI) (2:10)-* Anymore (Lion, BMI) (1:58). TRIBE 8301

RHETTA DEL ** You've Got to See Mamma Ev'ry Night (Leo Feist, ASCAP) (2:17)-** The Quiet One (Roosevelt, BMI) (2:35). RCA VICTOR 8079

BABY JEAN

** If You Wanna (Taylor, BMI) (1:55) -★★ Oh Johnny (Taylor, BMI) (2:00). STACY 505

**** STRONG SALES POTENTIAL

LATIN AMERICAN

DIORIS VALLADARES Y SU ORQUESTA

*** Tierra Quisqueya-ALEGRE 3105 -The Valladares crew turns in a rousing reading of a bouncy merengue here that should please the Latin American terp set. It moves from the opening bar, and the band hands it a good gang vocal as well.

*** Yo Lu VI-On this side the ork ** Gonna Love You Till the End of comes through with a wild pachanga that Time (McLaughlin, BMI) (2:25)-** really goes. It features a strong lead vocal

*** MI Paloma - ALEGRE 3104 - A bright pachanga effort spotlighting Pacheco and his charanga ork gets a solid reading here by the combo with the leader blowing a solid solo over gang shouts by the band, A big one for the L-A market. (Pachanga Comparsa)

*** Suav'ito - Another rousing effort that also spotlights some solid work by Pacheco and the boys. Both sides should do well in the field. (Comparsa)

ROLAND KIRK

*** Three for the Festival - MER-CURY 71924-A frantic upbeat side featuring Kirk on tenor, flute and manzello. The swinging ensemble and solo passages incorporate lyricless vocal scat work with the instrumental in the old style of Slam Stewart. Offbeat wax. (MRC, BMI) (3:05)

** You Did It, You Did It-(MRC. BMI) (2:24)

MANNY ALBAM *** Steam Shuffle-IMPULSE 208-Bright riff effort is handed a solid go by on jazz jock shows as well as jazz juke boxes. (Big Seven, BMI) (2:33)

** High Noon - (Leo Feist, ASCAP)

COUNTRY & WESTERN

-CHANCELLOR 104-A good new artist here and he turns in a smart reading, with chorus, of a medium beat weeper ballad by Bill Anderson. Good wax that has a chance, (Yonah-Pinetop, BMI) (2:12)

*** Two Sides of Love - A Philosophical portrait of the happy and the sad sides of love. Another listenable effort by Smart done to a stylish country arrangement. (Yonah-Pinetop, BMI) (1:45)

CLYDE McPHATTER *** Maybe - MERCURY, 72025-Chanter turns in a strong performance on this gospel-styled tune over warm backing by the gutty combo-which also features a gospel piano. Side could become a big one

-watch it. (Tree, BMI) (2:33) *** I Do Believe-Bright novelty is handed a sock reading by the chanter over a hand-clapping and enthusiastic backing. It swings and the singer sells it with feeling.

Watch both sides. (MRC, BMI) (1:59)

SLIM WHITMAN *** You Have My Heart-IMPERIAL 5871-Slim Whitman lifts his warm pipes and sell this country-pop effort with his usual feeling over good backing by the ork, His fans should enjoy it. (Travis, BMI)

(2:43)*** Blues Stay Away From Me-The chanter sells this moody blues effort with charm, stressing his unusual vocal sound on this sad but melodic song. Backing is

** Line for Lyons (Skyview) (2:28)- ** Lumber Jack-WINSTON 1064-** Tin Tin Deo (Tin Tin Day-O) An interesting saga disk of a trek to the (J. J. Robbins) (2:32). GNP CRESCENDO big woods north of Montreal, Has a flavor like "North to Alaska," and Dollar hands

soft and simple. (Lois, BMI) (2:38)

it a persuasive reading. (LeBill, BMI) (2:00)

(2:37)-★★ As You Walk Away (Milt ★★★ The One Who Carries the Torch-CHANCELLOR 105-Here's a new gal who has a style that's similar to Patsy Cline. On this side she sings a heartfelt ballad and she's well backed by chorus and ork, Good material and it could grab country action. (Lowery, BMI) (2:35)

> ** Blg Girls Don't Cry-(Yonah-Pinetop, BMI) (2:15)

SMILEY MONROE

*** Bluegrass in Hollywood—TOPPA 1073-Smiley Monroe sells this novelty effort with spirit over first-rate country picking by the boys. It should grab spins and sales in country marts as well as with some city folk. (Wil-Flo, BMI) (2:06)

** Small Wooden Cross-(Mixer, BMI) (2:47)

*** MODERATE SALES POTENTIAL

COUNTRY & WESTERN

WALLY DEAN ** Dean's Breakdown (Frontier, BMB)

Just Don't Love You Anymore!

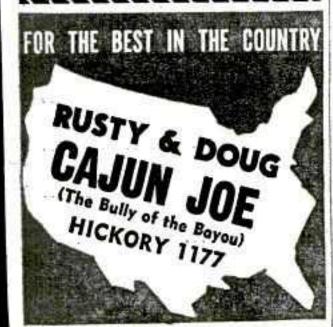
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(2:14)-+++ Sleeping Giant Reel (Fron- | SEPTEMBER 8. 1962 tler, BMI) (3:86). ACADIA 1003

TOM O'NEAL ** Sleeper Cab Blues (Three C's, BMI) (2:45) - ** Too Many Tickets (Cedariane, BMI) (2:15). CHEATHAM

GOLDEN STATE BOYS ** Wicked Woman (Wil-Flo, BMI) (2:45)-** Always Dreaming (Wil-Flo, BMI) (2:05). SHAMROCK 717

** Guntighter (Black Night, BMI (2:33) ** Cowpoke (Frank, ASCAP) (3:14). COLUMBIA 42525

RHYTHM & BLUES

WILLIE MABON

** Got to Have Some (Janjo, BMI) (2:26)—★★★ Why Did It Happen to Me (Janjo, BMI) (2:02). FORMAL 1016

JAN BRADLEY ** Whole Lot of Soul (Janjo, BMI) (2:40)—★★★ Pm Gonna Change (Janjo, BMI) (1:58). FORMAL 1017

ART FARMER-BENNY GOLSON

** Another Git Together (Hendricks, ASCAP) (2:56) — ** Space Station (Kayak, BMI) (2:52). MERCURY 72029

JAZZ THREE STAR HOWARD McGHEE AND THE BLAZERS ** House Warmin' (Part I & II) (Arc-Ninny, BMI) (1:45, 2:20). ARGO

LIONEL HAMPTON *** Bossa Nova Jazz (Glad-Hamp, ASCAP) (2:45)—** Gladys (Glad-Hamp) (2:15). GLAD-HAMP 2008

POLKA

BOB MASTEL AND THE POLKA SHARPS

** Seattle-Tacoma Schottische (Linqua-Musica, BMI) (1:51).-* Tempo of Dakota (Lingua-Musica, BMI) (2:50). PLEASANT PEASANT 62

LIMITED SALES POTENTIAL

Shake That Thing (Bailey's, BMI) (1:53) Rock With the Boogie (Twist) (Bailey's, BMI) (1:50). BROSH 800

SWINGING SAMMY MARSHALL BMI) (1:49)—Come Back to Me (Sorority BMI) (1:49)—Come Back to Me (Sorority Fraternity, BMI) (2:53). TJB BRANDES "Big Butter and Egg Man" and

DORIS KNOLL The New-Frontier (Ralph's BMI) (2:12) Ladies Day at the Ball Game (Ralph's,

BMI) (3:00). ELGIN 5561 FANTABULOUS (LITTLE JOE) The Gospel Truth (Parts I & II) (Lil-Etta,

BMI) (1:30, 2:08). PROVERB 1009 JACKIE EVANS I Still Love You (Kenyon, ASCAP) (2:20)

-I Never Knew (Signet, BMI) (2:28) FRANKIE DRAKE

I'll Never Run (Marlene, ASCAP) (1:16) -I Worry (Mariene, ASCAP) (2:18). MARLENE 338

BILLY FURY Once Upon a Dream (Bourne-Rank, ASCAP) (1:55)—I'm Running Around (Ed. Kassner, ASCAP) (2:00). LONDON 9548

CLAUDE McLIN AND COMBO I'm Breathless (Allegro, ASCAP) (2:50)-Ruff (Allegro, ASCAP) (3:00). ALLEGRO

JEANNIE EMERSON Baby Oh Honey (Bryant, BMI) (2:16)-I'm Missing You (Bryant, BMI) (2:44). WESTPHAL 100

THE TORQUES Take Me With You (When You Go) (Janet, BMI)-Make That Women Mine (Janet, BMI). ACME 3001

JOE SIMMONS The Trail They Call the Mavajo (Four Star) - Songs of the Mavajos (Bayel-

COUNTRY & WESTERN

Toledo). SPUR 8427

KENNY BIGGS

There's No Excuse (B-W, BMI) (2:35)-Swingin' Swanee Rock (B-W, BMI) (2:30). ACADIA 1006

HOWARD VOKES If This World Wants Peace (Starday, BMI) (1:55)-Willy Roy (The Crippled Boy) (Acuff-Rose, BMI) (1:55). ACADIA

HOWARD VOKES Ghost of a Honky Tonk Slave (Vokes, BMI) (2:07)-The Love I Once Knew (Will Never Return) (Starday, BMI) (4:05) ACADIA 1005

JACK SILVERS The Long Arm of the Law (Frontier, BMI) (3:28)-Anytime (Hill & Range, BMI) (1:51), ACADIA 1004

CHARLES HOAGLAND AND THE HONDARAS Come On Over, Here, Baby (Happy Hearts, BMI) (2:21)-Dreams Can Come

Maitland Steer WB to Record Sales

Continued from page 6

any full year period in the com- | sales level on several strong proper-

pany's history. Maitland credits the label's growth uct array. He feels that "Music includes Joe Smith, in charge of Man" will be hitting its sales stride WB's national promotion, and hired a full-time promotion man in each of the top singles areas, giving the firm a staff of eight men working under Smith. Maitland brought in Bob Sommers in charge of sales, heading four district sales managers under him. Joel Friedman has remained in charge of the firm's merchandising.

Maitland Salutes Weiss

Maitland saluted Bobby Weiss, international sales director, as an essential element in the label's growth. Indicative of the international market's importance to the firm's success, Maitland said, was the fact that the label's president is about to leave for a WB foreign licensee conference in Amsterdam, arranged by Weiss. In addition, Weiss will accompany Maitland during a four-week tour of the label's foreign affiliates. Maitland said that some 10 WB affiliates will be covered during his in-person visits of the affiliated firms. His overseas trip will open with meetings in London held with the EMI and English Decca executives.

During the forthcoming year, Maitland bases his predicted 25 per cent increase over the current fiscal

Banjo Santly Dies

• Continued from page 8

his own music publishing firm in the 1920's called Sanson Music. In addition to being a plugger, Santly also found time to write songs. Among the tunes he composed were "There's Yes, Yes, in Your Eyes," which sold more than Jingle Mint Twist (Sorority Fraternity, a million copies, "Hawaiian Butter-"Before We Say Good Night."

When Santly started his career at the turn of the century he sang such songs as "Absence Makes the Heart Grow Fonder" and "When on he plugged such songs as "When You Know You're Not Forgotten by the Girl You Can't Forget" and helped popularize "My Wife's Gone to the Country," "Everybody's Doing It" and "That Mysterious Rag."

Other songs he helped get started were "I'm Forever Blowing Meet Again" and "Carolina in the were "no immediate plans to work Morning."

writing brothers, the others being score. the late Henry Santly and Lester Santly. He is survived by his widow, Augusta; a sister, Mrs. Eva Adler, and a brother, Lester Santly. Bubbles," "My Buddy," "Till We Ascot Records

Ronald Sack Named

radio stations has named Ronald L. Sack as manager of publicity and promotion, with headquarters in New York. He'll report to Don Curran, the division's director of advertising and publicity. Sack was formerly promotion manager of ABC-owned WLS, Chicago.

True (Happy Hearts, BMI) (2:54). HAPPY HEARTS 127

PAUL FRANKLIN, ERNIE BELISLE AND THE PICKIN' PARTNERS

That's What Mama Says (Happy Hearts, BMI) (1:55) - Our Anniversary (Happy Hearts, BMI) (2:44). HAPPY HEARTS

TOM AND JACK Don't Make Me Cry (Elgin, ASCAP) (2:40)-Treasures of Silver (Elgin, ASCAP) (2:56). BRYTE 229

SACRED

BILL HICKS AND THE SOUTHERNS Jesus Is Coming (Happy Hearts, BMI) (2:41)-When Jesus Comes Again (Happy Hearts, BMI) (2:47), HAPPY HEARTS

ties in the WB sound-track hopper, Part of the personnel to whom in addition to the label's own prodduring the coming year; "Gay Purree," the Judy Garland-dubbed animated cartoon feature, is expected to deliver top LP sales; "Gypsy," using the original Broadway score, will be filmed as a musical, countering a previous decision to produce it as a dramatic film. This will give WB Records the original sound track.

BILLBOARD MUSIC WEEK

NEWS REVIEW

CBS Needles Soap Opera

NEW YORK — If viewers to CBS-TV on August 30, 10-11 p.m., thought they were watching something which looked like a soap opera, complete with demonstration commercials, and which sounded like opera, they were absolutely right. The show was the latest effort of CBS News to provide musically flavored culture to TV viewers, on the heels of the success of its August 16 hour-long poetry special (see BMW, Septem-

Titled "Arias and Arabesques," the show's first half-hour was a showcase for a new short opera by Douglas Moore, former dean of music at Columbia University and composer of "The Ballad of Baby Doe." Moore's target in the satirical work was the field of daytime medical soap operas, under the title of "Gallantry." Cast members included Laurel Hurley, Charles Anthony and Ronald Holgate, with Martha Wright as a sort of musical Betty Furness extolling the virtues of Lochinvar Soap ("the soap of Silken supremacy") and Billy Boy Wax ("the waxy wax that spells relax") between scenes in a hospital operating room.

Second half of the program was a modern ballet, "Parallels," chore-You Were Sweet Sixteen." Later ographed by John Butler and danced to music by the late Wallingford Riegger. A CBS concert ork was under the direction of Alfredo Antonini. Composer Moore appeared at intermission time on the program to discuss contemporary music with tenor Jan Peerce, who acted as over-all program host.

When asked, CBS said there out a deal for an original-cast al-Joe Santly was one of three song bum on the opera, or for the ballet

Librettist for "Gallantry" was Arnold Sundgaard, and the telecast was directed by Martin Carr and produced by Pamela Ilott.

CHARLES SINCLAIR

Author Dick Adler NEW YORK — ABC-owned Named to Fill Drake Board Post

NEW YORK-Dick Adler, cowriter of such Broadway scores as "Damn Yankees" and "Pajama Game," has been appointed to the council of American Guild of Authors and Composers, to fill the vacancy created by the recent resignation of Milton Drake.

The appointment was made by a unanimous vote of the council, Miriam Stern, AGAC executive secretary, announced.

On another front, Miss Stern noted that collections of mechanical royalties for writers from publishers total \$1,200,000 so far this year. "At least 10 per cent of this is 'found' money," Miss Stern noted, "which the writers would not otherwise have received. This more than makes up for the 5 per cent collection service fee which we deduct to cover collection ex-





BOBBY BLAND SCORES TWICE



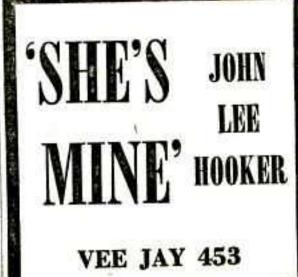


Moving Up On The Charls! GOTTA MAKE YOU MINE" b/w Johnny Is A Thorn Lamar For Free Dee Jay Sample Copies Write:

KAPA RECORDS

803 R Government St., Mobile, Alabama





VOX JOX

Continued from page 46

sively. Joe Simmons has taken over Landis' spot at KPET, which features both pop and c.&w. wax.

Jim Gaines, formerly program director of WTUF, Mobile, Ala., has succeeded Dave Lyman as p.d. at WLEE, Richmond, Va. Lyman has moved into the p.d. post at WQUA, Moline, Ill. . . . Paul Coburn, KWIC, Salt Lake City, is celebrating his 25th year in radio this month while vacationing in Las Vegas and Hollywood. . . . Perry Davis has completed his year in the Utah National Guard and has returned to the 9 p.m.-1 a.m. time slot at KALL, Salt Lake City. Fred Rinehart moves out of that time period at KALL and into the job of continuity director, succeeding Dick Braun. Meanwhile, Paul Smith is also slated to return from the Army to take over his old shift at KALL from 10 a.m. to 2 p.m., currently piloted by Wayne Henry.

"The Colonel," Robert E. Lee, is temporarily dropping his morning deejay chores at KTKT, Tucson, Ariz., to concentrate on his new post as program director of new outlet KICM, Golden, Colo. . . . Rodric M. Smith has been named director of systems and procedures for Westinghouse Broadcasting. . . . Sammy Russell has joined WOLD, Marion, Va., as assistant program director and deejay. He featured a "name the show" contest during his first two weeks on the air. The winning name was "Swinging With Sammy." Russell writes "I am having trouble getting these labels—Decca, Mercury, Warner Bros., MGM, and Colpix."

Dan Neavereth is taking over Tom Shannon's "Buf-falo Bandstand," WKBW-TV, Buffalo, until Shannon returns from six-month duty in the Army, according to Cos Cappellino, promotion manager for the Onondaga Supply Company, Syracuse. . . Singer-comedian Willard Ellis has joined KGLC, Miami, Okla., in the 4:30-5:30 p.m. time period. The program will originate from the new Bob Cummings Motor Hotel in Joplin, Mo. . . . George Schindler, Deejay Division, Show-Biz Comedy Service, reports that the firm's new disk jockey gag series, "Days, Dates and Data," is now available. Booklet features gags specially tailored for days of each month.

NOTICE

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SEPTEMBER 4, 1962

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

SEPTEMBER 8, 1962 PROGRAMMING PANEL

This Last

Week Week

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

THE QUESTION:

What basic advice would you give to young people who want to enter the radio disk jockey field today?

THE ANSWERS:

H. R. KRELSTEIN, President Plough Broadcasting Company, Memphis

First and foremost, listen to and

be guided by the orders of your employer. Learn the basic responsibilities of a radio station as holder of the federal license. The air belongs to the public. As an air personality you have an obligation to inform



as well as entertain. Above all, the microphone you sit in front of is not your own public address system.

BILL KALAND National Program Manager, Westinghouse Broadcasting, New York.

The would-be disk jockey should develop as many



interests as he possibly can and weave them throughout his show so that they help stamp h is personality. He should approach what he is doing with a gentle, well tempered conviction. He is not

on a soap box and audiences generally don't like to be harangued. He should develop a broad interest in all kinds of music and particularly all kinds of popular music. What he shouldn't do is imitate what seems to be a popular disk jockey or a popular style. Nor should he become a crusader for a single narrow segment of music.

JOHN V. B. SULLIVAN Vice-President Metropolitan Broadcasting Corp. & General Manager, WNEW Radio, New York

Needless to say, you must know

music. But far more important, you must have an awareness of what is going on in the world today. An eager, inquisitive mind and an active imagination are more important than knowing who played the third trumpet on



the last record you played. You must be able to communicate with your listeners, covering a broad age span, in many areas beyond music to be successful today.

Alpert GM at TV Digest

WASHINGTON-The appointment of Arnold Alpert as general ter of the same name as well as and circulation, was formerly publisher of "U. S. Radio" and "U. S. American Music Company of Chiington.

BILLEOARD

TITLE, ARTIST, LABEL

EASY LISTENING

Hot 100

1 YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345 7 4 RAMBLIN' ROSE, Nat King Cole, Capitol 4804 6 5 A SWINGIN' SAFARI, Billy Vaughn, Dot 16374 8 ALLEY CAT, Bent Fabric, Atco 6226 7 8 SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424 5 7 CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405...... 8

From this week's Hot 100

13 BABY ELEPHANT WALK, Lawrence Welk, Dot 16364......14

16 I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332 5

(17) 19 THEME FROM A SUMMER PLACE, Dick Roman, Harmon 1004...... 6

20 - LONG AS THE ROSE IS RED, Florraine Darlin, Epic 9529

RADIO-TV BRIEFS

Stefen Record to London

MILWAUKEE - Walter Mc-Guire, London Records group, has concluded a pact to cut and distribute Citation Records' "I Fought the Law," b-w "Say, Mama." The "Law" number features a lead vocal by Paul Stefen with the Royal Lancers. The single, on the Beer City-based label has stirred considerable attention in some Midwest markets. It won mention as a regional breakout in Billboard Music Week (Sept. 1).

Name Cross Replacement

WASHINGTON—The guessing game that's been going on around the FCC as to who would replace Commissioner John Cross, whose term expired on June 30 but who has stayed on until a replacement could be named, has ended. The new face in the FCC line-up is E. William Henry, a Memphis lawyer who was considered a real dark horse for the post. Henry, reportedly, has good New Frontier connections and was of considerable aid to the Kennedy faction in the last Presidential election.

Mills to Handle Western

NEW YORK - Mills Music, Music Company Ltd., of Vanpublisher of the weekly newslet- Mills has exclusive representation throughout the world-apart from various radio-TV directories, has Canada-of Western's catalog of been announced by Editor-Pub- more than 500 choral selections, lisher Albert Warren. Alpert, secular and sacred, as well as whose responsibilities will include vocal music, piano and organ solos, administration, sales, promotion and a series of children's songs. Mills banner.

Ad Lib Names Distribs

NEW YORK-Several new distributors have been named by Bob Gans, president of Ad Lib Records. Included in the list: Berto's Sales Corporation, Charlotte; M. G. Krupp Distributors, El Paso and Phoenix; United Record Distributors, Houston; All South Distributors, New Orleans; Schwartz Brothers, Washington, D. C.

New Schwartz Bros. Offices

WASHINGTON — Schwartz Brothers, one of the largest independent distributors in the country, is opening brand new offices at the old George's warehouse in this city. Firm is moving to George's 43,000-square-foot warehouse on Labor Day (3) and will open for business on Tuesday (4) in its new new home. Address of the new establishment is 2146 24th Place, N.E., Washington 18. Schwartz Brothers executive, Harry Schwartz, said that the move demonstrates the firm's belief that there is still room and a future for the independent distributor today. Firm covers D. C., Maryland, Virginia, and part of West Virginia.

Moschetti Lists Line-Up

PITTSBURGH - Eddie Moschetti, Century Records president, Inc. has signed a deal with Western has named the following distributors to handle Century's line: C & manager of Television Digest, Inc., couver, B. B., Canada, whereby C Distributing Company, San Francisco; California Record Distributors, Los Angeles; Florida Music Sales, Miami; M. S. Distributing Company, Chicago; Dale Enterprises, Boston; Craig Corporation, Seattle; Music Hawaii, Inc., Honolulu; Hopkins Equipment Company, Atlanta; Alpha Dsitributors, New York City; Jetro FM." He'll headquarter in Wash- cago, will continue under the Record Distributors Corporation, Buffalo.

COMING SEPTEMBER 22...

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PLAN FOR IT...

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PUT IT TO WORK
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ARTIST BIOGRAPHY SECTION

offering biographical, record and talent-buying facts on each of the 200 best selling record personalities.

PLUS ADDITIONAL FEATURES OF INTEREST

- to help disk jockeys program
- to help dealers buy and sell
- to help operators buy and program
- to help talent buyers select the best artists for their locations, movies, TV shows, etc.
- to help newspaper columnists with an unending source of interesting, useful material

BIG BONUS FEATURE

BILLBOARD

MUSIC WEEK'S 15th ANNUAL

DISK JOCKEY POLL

The Top Artists . . . The Favorite Records as selected by the nation's Disk Jockeys including: Favorite Singles and LP's, Favorite, Most Played & Most Promising • Vocalists, Male & Female • Vocal Groups • Instrumental Groups • Bands • Instrumentalists

> DATED: SEPTEMBER 22

ADVERTISING DEADLINE: SEPTEMBER 6

WITH THE COUNTRY JOCKEYS

By BILL SACHS

he recently moved to Station WOVE, Welch, W. Va., where he found the c.&w. record files nearly empty, with no current releases at all. He asks for help from the artists and diskeries. . . . Bob Jennings, deejay at WLAC, Nashville, has a new release on United Artists, "Three's a Crowd" b.w. "You're Forgetting That You Forgot Me." If you've been missed in the mailing, drop a request on your station letterhead to Scoopie Brucie Harper, WLAC-Radio, Nashville. . . SP/4 Jack Reno, who mans the turntables at Station KFLW.

Uncle Roy Canfield writes that Fort Leonard, Mo., typewrites that he's in need of taped introductions and records. . . . Deejay copies of Judy Lynn's new United Artists release, "Footsteps of a Fool," written by Danny Harrison and Don Carter, are available by writing on your station letterhead to Joanne Harrison at Box 27, Man, W. Va.

> Verlin Mays, a veteran of 17 years in the c.&w. jockey field, now holds the reins on "RFD 1230," country and gospel seg on Station WBBI, Abingdon, Va. To do the proper job, Mays says he needs

help in the way of new releases from the artists and diskeries. He advises further that Bill Monroe and His Blue Grass Boys will be the guest band during the annual Burley Tobacco Growers Festival in Abingdon October 18-20. . . . Trina, femme platter spinner at KPIK, Colorado Springs, Colo., typewrites: "The response to my call for new disks from new artists has been good, but I can still use more of the same, as long as they are country. We program nothing but c.&w. music from sun-up to sun-down and my show is for the purpose of giving the newer artists a chance to be heard. I'm still new at the deejaying job, but have worked in country music promotion several years and love anything connected with country music." Trina gets her mail

- det

at 2730 Baltimore Avenue, Pueblo, Colo.

Marvin L. Hoerner, of M. L. H. Enterprises, Amboy, Ill., reports that, according to T.A.N. rating service, his show is now No. 8 on the Top 10 radio shows in England. "Artists wishing to have their releases exposed to this vast listening audience, send them along and I'll guarantee the spins," writes Hoerner. "I'm also in need of interviews," continues Hoerner. "Featured thus far on the show segment, 'Fireside Chats,' were Kathy Dee, Jimmie Skinner, Hank Robey, Al Dexter and Wade Ray, with many more coming up. Another segment, 'D.J.'s at Large," spotlights deejays from around the country, introducing the top tunes in their areas. Deejays wishing to participate, get in touch. We also do 'Country Music Spotlight," in which we feature, through song and story, the per-

formers who have helped advance country music. Thus far we've featured segments on Hank Williams, Jimmie Rodgers and the Carter Family, with many more on tap. The program is presented each Sunday afternoon on Radio Luxembourg in association with the C.&W. Music Appreciation Society of Great Britain."

KNEZ, Lompoc, Calif., which in the past has operated daytimes only, last week went full time. The station also inaugurated for the first time a nighttime c.&w. show, with Pop Day engaged to spin the country wax. Needless to say, the station is in need of c.&w. records. Day is a sergeant in the Air Force and deejaying is an extra for him. He recently finished six months in Titan missile school in Wichita Falls, Tex., and shifted to

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- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
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- Billing only to rated firms and on orders of 4 Insertions or more. All others, cash with order.

Copyrighted material

Cousin Ed Denkema, who whirls the country wax at WLAV, Grand Rapids, Mich., writes: "Thanks for Sundays. . . . Chuck Brigman has your co-operation on my pleas for left the country slot at WCNF, records. Thanks to you, I'm on the Weldon, N. C., to take over similar way to building a most complete li- duties at WFMX, all-country operbrary. The only record company ation at Statesville, N. C. Chuck

that hasn't come through is Mer-|SEPTEMBER 8, 1962 cury." . . . Bill Bowser, formerly at WFAI, Fayettesville, N. C., and now on WFNC, that city, recently celebrated his 15th year on the air. Bill has two shows daily, 2-3 p.m. and 7-8 p.m., Monday through Friday, plus a 6:30-8 a.m. stint on

asks artists and diskeries to revise! their mailing lists accordingly.

Jack Reno, Box 328, Waynesville, Mo., puts out a plea for promo tapes and releases from artists. Jack spins 'em on two stations in Missouri. . . . "Thanks for publishing my requests for records," scribbles Cliff Coldiron, of WEHH, Elmira, Heights, N. Y. "We get much better service now, although service from the larger companies is still slow." Cliff had as recent guests on his show Bobby Helms, the Stewart Brothers, Bob Perry and Joe Edwards, who played to a crowd of 1,600 on a recent engagement in Elmira, N. Y. Coldiron invites country artists playing the territory to drop in for a visit on his show. . . . Chaw Mank, of Blue Ribbon Records, Box 30, Staunton, Ill., invites jocks to write in for his firm's new release, "I Don't Want a Bracelet or Diamonds (I Just Want Elvis Instead)." Mank says he's presently scouting for a polka to back his "The

Johnny Daume, currently spinning two and a half hours of c.&w. music daily at WCHI, Chillicothe, Ohio, adds another two-hour slot the first week in September. "Needless to say," writes Johnny, "it takes a lot of records to fill four and a half hours daily. I am also doing three hours daily of a modified Top 40 show and can Tony Williams use any good rockers. I am programming almost entirely from my own library and have given the other deejays here free access to my records." Daume's address is P. O. Box 325, Chillicothe. . . Another station to make the switch to a 24-hour country format is KFDI, Wichita, Kan., where jocks are Johnnie Western, Jay Hawk, Jim French and Night Hawk. They are short on oldies and have a great need for newies.

Elvis Presley Polka."

Tex Clark, of Brite Star Records, Newbury, Ohio, is offering deejay samples of Freeman Ervin's new blueists and disk firms to warrant it. If the situation changes, I will be happy to contribute

Cue Card Man Gets Message, Writes Score

BILLBOARD MUSIC WEEK 61

NEW YORK - A former cue card holder on CBS-TV's "Captain Kangaroo" kiddie show, Clark Gesner, has made good both on the show and in the field of children's

Showcased on the program's August 31 telecast was a song from a new original-cast album, "A Musical Visit to Captain Kangaroo's Treasure House," which 24-year-old Gesner penned as part of the original score and lyrics for the album, now being released on the Peter Pan label.

Gesner, currently an Army pfc, got his idea for the album when he worked on the show last season holding cue cards. He asked officials of Robert Keeshan Associates, the show's packagers, if he could try his hand at an album score based on the Captain Kangaroo characters. When he presented the score, a few months later, it was approved without change.

It isn't Gesner's first fling at show-writing. In 1960, when still a senior at Princeton, he wrote the score, most of the book, conducted and directed a student-produced musical, "Breakfast in Bedlam."

Mercury Signs

CHICAGO — Tony Williams, former lead singer for the Platters, has been signed as a solo recording artist by Mercury Recording Corporation for its Philips label.

Williams also has a contract to record with the Platters on Mercury. Both Williams and the Platters are managed by Buck Ram.

Williams' first album, "The Magic Touch of Tony Williams," will be released shortly. Williams has also recorded a single for Philips.

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AUSTRALIA, Brian Nebenzahl P O. Box 418, North Sydney HONG KONG: Carl Myatt 44 Mt. Kellett Road, The Peak JAPAN: Robert Wynn 521-3 Chome, Sihimo Meguro Meguro-ku, Tokyo NEW ZEALAND: Fred Gebbie P. O. Box 5051, Auckland PHILIPPINES, Luis Ma Trinidad 264 Escolta, Manila

★ ★ ★ THE AMERICAS ★ ★ ★ Frank Luppine Jr., International Sales

Director Billboard Music Week 1564 Broadway, New York City 36 MEXICO: Dr. Otto Mayer-Serra Apartado 8688, Mexico City PUERTO RICO: Anthony Contreras 26 Gertrudis St., Santurce

WORLD-WIDE MUSIC-RECORD BUYERS' GUIDE

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grass release, "Lover's Party" b.w. "Out of My Mind." Put your request on your station's letterhead. . . . Randy Hawkins, now spinning two hours of country music each Sunday on WBZY, Torrington, Conn., says he needs more releases to keep the show rolling properly. . . . Station KPCN, Dallas, has switched to a c.&w. music format. . . . Harold Harris, P.D. at WMFC, Monroeville, Ala., typewrites: "I am unable to supply you with chart information on c.&w. records, as we do not receive enough records from the art-

my chart data each week." A crowd of several hundred saw Gary Parkhill, program director of CJLX, Fort William, Ont., fall flat on his kisser after a 651/2-hour wake-athon at the Canadian Lakehead Exhibition in Fort William recently. Gary had hoped to stay awake the entire week to promote the Lakehead area and the station, but the attending physician said that Gary had been too active during his wake-athon. A cow-milking contest a few hours before his collapse on stage attributed to his loss of strength. However, he won the contest pitted against a seasoned rural lad, Dave Carter, CJLX country jock. Carter has been promoted to the top deejay spot on the station with his daily 10 a.m. to 2 p.m. stint on which he spins a mixture of pops and c.&w. He also conducts "Carter's Corner" from 3 to 4 p.m. daily as well as the "Great Northwestern Opry" from 8-10 p.m. on Saturdays.

S IN PROCESS OF MANAGEMENT OF THE REST OF THE STREET, T

International News

Continued from page 42

Mussolini-Maria Sciclona baby if it tour is proving a smash success. is born on December 12, his birthday. . . . Graz, lots!

NEW ZEALAND

Laugh Records Big Sellers

By FRED GEBBIE Box 5051 Auckland, N. Z.

The two strongest singles here, surprising enough, are semi-comedy boy Mike Sarne, whose Parlophone pressing of "Come Outside" is riding in the No. 1 spot on the majority of parades. Second hot one is that zany "Ahab the Arab" by Ray Stevens, and though only two weeks in, it has soared to No. 2 on the charts.

It looks as if New Zealanders have been in need of a laugh.

We have just had a visit from the King and Queen of Thialand. Though advance information was that he is an ardent jazz fan, not one of his social engagements included jazz; in fact the powers that be entertained him at a typical concert by the NZ Broadcasting Corporation Orchestra with a complete classical program. . . . English teenage pop singer John Leyton is due here for a few concerts soon, but unfortunately his best overseas hits have been banned by radio stations here and nobody knows him.

PHILIPPINES

Movie Provides Zip to 'Al Di La'

By LUIS MA. TRINIDAD 264 Escolta, Manila

"Al Di La," just like Italian shoes, is a big hit in this country. The song is heard 22 times in the current Warner Bros. motion picture, "Lovers Must Learn" (originally titled "Rome Adventure"), starring Troy Donahue, Angie Dickinson, Rossano Brazzi and Suzanne Pleshette. This has helped make it a moving record.

RCA Victor's Al Hirt and Epic's Dalida. Joe Rene and their respective orchestras play convincing supporting roles in the nation-wide excitement generated by "Al Di La."

cameramen, reporters, announcers and technicians from this country's newspapers, radio-television stations and motion picture companies left for Jakarta for the long-awaited

Asian games. DZAQ-TV (Channel 3, ABS) shipped out one of its video tape units (it has the only two units operating in the Philippines today) and is expected to telecast, ahead of all other media here, day-to-day results.

PUERTO RICO

Valdes in Rare P.R. Appearance

cal hotel, WAPA Television and Miss Burnett.

come here as godfather of Romano Teatro Chino, Valde's three-week

Valdes has 13 albums to his credit and hundreds of singles. Local booker Myrta Silva Productions outbid many others to handle Valdes' tour.

Jorge Morel, Argentinian guitarist, is appearing once more at El Mediterraneo night club. Morel's first Decca album, "Warm Guitar," a big seller here, will be followed soon by a new release.

Recent visitors to Puerto Rico included Ralph Berson, director of sales, Pickwick International (Design, Grand Prix, Cricket records); Sal Daniele, with Mrs. Daniele, sales manager Cee Bee Distributors of New York (Somerset, Stereo disks. Hottest is the British cockney Fidelity, Sonordor records), and Mel Mack, Bargaintown merchandising executive.

> Barker's, Puerto Rico's biggest discount house, opened a new store recently in a brand-new Centro del Sur Shopping Center. Harold S. Herman is manager. Barker's operate similar stores in other Latin American cities and also at Orange, Conn.

> Sears, Roebuck of Puerto Rico will soon open one of the biggest units in their chain. It will be located in Hato Rey, fast-growing suburb of San Juan. Harry Montero, long-time Sear's executive, will supervise purchase of records and allied lines. This store is expected to be opened by late October 1962.

SPAIN

Twist Fights on Against Madison

By RAUL MATAS 32 Av Jose Antonio, Madrid 13

The Madison is making its move to replace the Twist among youngsters. However, Decca, Barclay, Durium and London have just launched a lot of Twist material here by Bob Azzam, Clint Webster, Eddie Barclay, Bill Black's Combo and Les Chausettes Noires. Harold Nicholas, called the Madison's "papa" in France, is beginning to find favor.

Caterina Valente and his brother, Silvio Francesco, and Pat Boone all have releases of "Quando Quando Quando" in Spanish record shops. Also "Le Petit Gonzalez" by

Los Tres Sudamericanos from Paraguay arrived here and will perform at "Pasapoga" during September. One of them is Casto, the au-A regiment of photographers and thor of "The Poet Cried," music recorded already by Cauby Peixoto, Lucho Gatica and many others.

Chilean pianist Patricio Pizarro will play at the Music Palace in Barcelona with the city's symphony orchestra directed by Rafael Ferrer.

As vacation time ends, retailers are selling summer hits as musical souvenirs of the happy holidays.

NEW YORK — Emmy Award winner Carol Burnett, singer-comedienne star of Garry Moore's CBS-TV series, may be bowing out of the Moore show this season, but her future in TV seems nicely secure. She has been signed by CBS pre-recorded introductions to his to what the network described as "a long-term, exclusive contract" under which she'll appear in a number of musical specials, and as a guest star. Due in the CBS 1962-1963 schedule as a starring vehicle with recordings, it may be surprisfor her is "Calamity Jane," a oneshot TV musical comedy which minded record executives have Vicentico Valdes, popular is likely to appear as an original-Cuban-born singer (Secco Records), cast album. Martin Goodman Pro- or to design such shows and salutes is making his second visit to Puerto ductions and Ashley-Steiner han- in the form of "packages" which Rico in 12 years. Appearing at a lo- dled negotiations with CBS for can be placed with radio stations.

SEPTEMBER 8, 1962 Art Carney Opus **Back for 3d Time**

NEW YORK - Prokofieff's Peter and the Wolf" is due for another boost this fall. ABC-TV's award winning (Sylvania, Ohio State, etc.) version of it, "Art Carney Meets Peter and the Wolf," is due for its third network airing November 25, with radio-TV's biggestspending client, Procter & Gamble, as sponsor.

By ABC's estimate, an average of 50 million viewers saw the musical TV special during its two previous telecasts. Though the show contains a great deal of original material (Carney tries to have the Wolf reinstated in the animal fellowship), the basic story, with the Prokofieff score, is portrayed within the frame of the show by Bil Baird puppets.

LP Trade-Ins

• Continued from page 52

in plan was tested, Music City plugged it on its numerous radio programs (Music City is among this area's leading radio time buyers). However, the extent of advertising the policy now is limited to several posters in the stores. The results delivered have been without the support of outside advertising.

RACKERS' WOES SAME AS INDUSTRY'S, SAYS BECKER

Continued from page 4

follow suit." He said he had been asked his feelings about the deal by virtually every record manufacturer representative who visited his firm's table during the three-day convention, and the feeling he had was that more such deals would be coming shortly.

What about credit and returns, two of the most frequent criticisms of the rack industry by manufacturers and distributors

in the past?

Becker said he felt much of the criticism was overstated. He noted that rack merchandising is a "young industry with growing pains." He said that one of the biggest reasons for credit and return problems was the desire of the rack jobber to be competitive, often forcing him to buy heavy to take advantage of a specific deal.

He said he felt that most manufacturers don't homestly know the actual figure on rack jobber returns. He noted, however, that one company who did have such figures (RCA Victor) had told NARM that rack jobber returns were no higher than 8 per cent. Becker said he felt this figure was hardly excessive when most firms operate on a 10 per cent average.

He also took issue with a much talked-about credit survey taken by a large record manufacturer.

The survey reportedly showed that of some 135 leading

rack jobbers, only seven had acceptable credit. "I know the so-called survey you're talking about," Becker

said, "but what is it based on, where are the specifics, and what do they mean 'acceptable credit?'

"I know one thing, the company that was supposed to have taken the survey is here, they're actively soliciting our business, and, more important, they're selling us. If our credit is so bad, why are they here?"

Vee Jay Follows Cameo in Deals

Continued from page 4

Chess and Checker and ABC-Para- "maybe the idea is good but the noted that Columbia exec Mor mount. ABC exec Larry Newton six-market test they say they con- Hoffman and Larry Owens were said later merely that the group ducted was done through probably had "agreed to consider it, but I the best rack jobber credit risk in couldn't possibly say now what we the country and he's not a member took part in their rack meetings. will do, if anything."

favorably disposed to giving a betregional sales execs, Sid Schaeffer nitely overemphasized. from New York and W. D. (Dee) both opposed to any closer relacredit problems.

"We don't want the headache of carrying their paper. There are just too many of them who owe lots of money now," said Kilpatrick. "We couldn't circumvent our distributors and ask them to hang on to the paper. And we don't want the problem ourselves."

Mercury's Kenny Myers noted that he doubted whether his company would ever go along with any compromise with the racks. "We have learned that only seven racks out of some 135 in the country handling records are really sound credit risks.

"And two of these are not members of NARM," said Myers. We couldn't think of direct dealing under those conditions."

Another manufacturer opposed

ings. Among these, reportedly, were to the Cameo concept, noted that of NARM. What's a good idea with Other manufacturers were less him may not be with many others."

ter break to racks. Warner Bros. the credit problem was being defi- record business has seen in recent

Kilpatrick, from Nashville, were are undercapitalized," said one. the staid atmosphere of the Edgetionships with racks because of business. They're having their while," was a frequently used ad-

will remain and others will fall by the wayside, just as it is with distributors and dealers. Give then a few years. The ones who are on the scene then will be solid."

Despite this kind of talk, it was accompanied by one of the company's credit representatives, who

Most of those present agreed that the sessions were the most Other company spokesmen felt serious and businesslike that the years. Frivolity and hospitality "Of course, a lot of these people suites were nowhere to be seen in "But this is a young aspect of our water Beach. The term, "worthgrowing pains. Good, solid ones jective in describing the meetings.

Jazz 'Casual' Is Set as TV Series

Continued from page 46

of a two-part show titled "Music | wet part of Dallas than there were of America" and featuring Frances last year. Archer, Beverly Gile, Cynthia Gooding, Brother John Sellers, and the late Cisco Houston and Tom Scott. As with "Jazz Casual," it will be seen on NET's network of there were not enough customers, non-commercial TV outlets. The It was the same in precinct one U. S. Information Agency and NET co-produced the series. The shows trace the growth in America of folk music from colonial days to the settling of the West.

The process has continued. To-

front, NET announced scheduling | day there are fewer taverns in the

"When Oak Cliff was wet," one operator explained "there were just too many spots with too many games and too much music. And after Oak Cliff voted dry."

Fittest Survive

He pointed out that the more stringent requirements for a beer license, the bigger initial investment required to open a tavern, plus the added cost of running the place once it is opened, have all combined to weed out the insincere or incompetent owner.

And this has worked in favor of the music and game operator. Because the tavern owner of today has put a sizable investment into his place, he intends to make it a success, to see that it is well managed. He intends to build up good will and steady customers. This is what he has done.

Now, with fewer places but more customers, music and games in the new-type tavern almost all show a profit.

In fact, this operator added that the locations which he has had for the past few years in precinct one are now paying off twice as much as they did when Oak Cliff was

salutes to their top talents to radio stations in the top markets? Is it an impossible assignment?

"Not necessarily," said BMW's source. "It would probably have to be done by working through top management and program officials There are reasons for the hesi- sell the idea of special "packaged" of the major radio station groups."

Radio's Home-Grown Speculators

Continued from page 46

songs and impressions.

Sammy Speaks Highlight of the show—as with the Disney salute—is slated to be some new material, "recorded especially for WHN presentation, which has never before been heard on any station in New York." In it, Davis will be interviewed about his show business background, his friendship with the Sinatra clan, and his future plans. Davis also own songs.

Though both shows have obvious audience-attracting quality, particularly in their attention to taped "guest star" material to blend ing to some to find that promotiondone very little to foster the trend,

Davis, studded with waxings of his tancy, of course. A project such as the KHJ or WHN brand of local spectacular will draw plenty of cooperation (interviews, special material, guest shots, special continuity, etc.) from diskeries-if the request comes from the station. This gets record executives off the hook if other stations in town gripe about "exclusivity."

> "We wouldn't dare try to sell such concepts at the deejay level," the publicity-promotion chief of one of the major labels told BMW in discussing local radio specials.

"If we approached one jockey in a major city to make an exclusive deal for a special, the other jockeys would be bound to gripe and give us a hard time for weeks. You can plant newspaper and magazine stories on an exclusive basis in major cities with no great trouble, probably because editors are more mature than deejays."

How could recording companies

MUSIC AS WRITTEN

Continued from page 54

lumbia record lots of good. She's co-operating nicely on interviews and personal appearances. . . . Helen Gambale of the front office at Columbia and Kenneth Folsom of the sales force have announced their marriage. . . . Jimmy Durante, Eddie Jackson and Sonny King head an all-star show at Boston Garden this weekend to aid charity. It's already a sellout.

CAMERON DEWAR

Chicago

Local WGN deejay, Sig Sakowicz, is the man responsible for a new bill before Congress, co-sponsored by two Midwest congressmen, to install a new memorial on Wake Island. Sig was on a recent visit to the island. He said the monument consisted of "just two hastily erected wooden plaques with a propeller and motor in between. Back home, he started the wheels rolling.

The recent opening of Pepe's on Mannheim Road near the O'Hare International Airport, and in the vicinity of the recently opened Sahara Inn, again adds impetus to the belief that this will soon be a "string." The Sahara has headlined such acts as Bobby Darrin, Jack E. Leonard, Keely Smith, Vic Damone and Joe E. Lewis. Pepe's opened with Billy Daniels. It was planned that Zsa Zsa Gabor would open at the Flying Carpet Inn, also on the strip, but plans fizzled. At any rate Chicago is jumping.

Eddie Matthews, general manager of Laurie. LeGrand and Rust Records, was in town briefly recently to do a promotion on "Copy Cat" by Gary U. S. Bonds, "Richie," by Gloria Dennis, and two new singles by William Hoffman. . . . Joi Dari, opening at the Boom Boom room is said to be set for a recording pact with a local firm.... Rom Carey, comic, opens the Playboy Club this week.

Bill Berman of Kent Records informs he has taken on the Prestige line of labels.... Will Mercer, folk singer-banjoist. between Playboy Club engagements is plugging his latest album "Banjo and Ballads." The disk is issued by Mercer's own firm, Executive Records. He is ready to issue another package shortly. Dick Gassen, promotion man at Summit Distributors is leaving to join Columbia, and Bill McCloud, formerly with Capitol. joins the Summit organization.

Shure Brothers, Inc., of Evanston, Ill., manufacturer of high fidelity products has a new eight-page catalog describing the firm's line. . . . Li'l Wally and his Polka Band will play the first day of the World's Fair of Music and Sound opening here this weekend. The rest of the 10-day run will find Wally at the Jay Jay Record booth.... Pianist George Shearing is illustrating the importance of improvisation in jazz on the educational TV Station, WTTW, on Sid McCoy's program. The show will be seen September 4. STEVE SCHICKEL

Hollywood

Comedian Jackie Mason will start a national tour here with his appearance at the Santa Monica Auditorium, September 8, followed by a solidly booked itinerary through May of next year. Tour includes New York's Copa, Chicago's Palmer House, Miami Beach's Diplomat Hotel, and a repeat "Evening at Carnegie" engagement in Manhattan. He is scheduled to record two more LP's for the Verve label.

Elektra President Jac Holzman has concluded a three-year distribution deal with England's Pye Records. The Elektra line will be issued under Pye's "Golden Guinea" banner, a lowpriced series comparable to \$3 in U. S. currency. . . . Jubilee's Rusty Warren will record a "live" LP ("Rusty Warren in Orbit") during her current engagement at the Anaheim (Calif.) Bowl. ... According to Metro, Columbia Records has called for an initial pressing order of 100,000 LP's of its original sound-track album of the film, "Billy Rose's Jumbo." The musical stars Doris Day, Jimmy Durante, Martha Raye and Stephen Boyd. LEE ZHITO

Pittsburgh

The Holiday House, which features Toni and Jan Arden, currently is negotiating with comedian Jackie Mason and Liberace. . . . Lloyd Price gave the Peppermint Lounge West one of the better weeks it has had in recent months.

Tim Tormey, former Cosnat branch manager here, is now going into the night club business. He has bought Lenny Litman's former Copa on Liberty Avenue and will reopen it in the next few weeks as the Zanzibar. . . . Harry Belafonte's advance sale for his current week at the Civic Light Opera was \$70,000. indicating a sellout. Carol Burnett, the previous champ, had a \$60,000 advance, ending with \$116,000 for the week in the Civic Auditorium.

Stan Ediss, Dot branch manager, reports an encouraging sale for Keely Smith's new single, "What Kind of a Fool Am I?" . . . Myron Cohen has been set for the Ankara the week of LEONARD MENDLOWITZ September 7.

Fox Gets Dorabet Music Catalog

NEW YORK-Sam Fox Pub-Robinson and Caesar Giovannini, through its world-wide affiliates.

both composers and arrangers. All three will continue to work closely in exploiting the catalog through personal appearances and record-

Fred Fox, president of Fox, also lishing Company here has acquired noted that many of the Dorabet the catalog of Dorabet Music copyrights will be included in the (ASCAP). Dorabet has been headed Sam Fox film rights library and until now by Mercury recording background music. Fox will also artist Clebanoff and Wayne represent the Dorabet catalog

Wein Jazz Fest In Cincy Run

scaled from \$3.50 to \$5 (\$6 for speexcess of 15,000 patrons in three artists. performances at the Carthage Fairgrounds here August 24-26, for a rousing gross of \$62,500, which included take from program sales, parking and concessions. Show was reportedly budgeted for around No representative of the classical \$44,000. Over-all success of the show virtually assures a second such fiesta in 1963, Wein said.

Friday night features were Duke Ellington and band, Louis Arm- Bud & Tray Act strong and His All-Stars, and the Dave Brubeck Quartet, featuring Together Again Paul Desmond and Joe Morello. On deck Saturday night were the Garry Mulligan Quartet, featuring Bobby Brookmeyer, Joe Williams, the Horace Silver Quintet, the Newport Jazz Festival All-Stars (Ruby Braff, Pee Wee Russell, Marshall Brown and George Wein), Coleman Hawkins and Roy Eldridge. Sunday night's program had the Ahmad Jamal Trio, the Jimmy Smith Trio, Sonny Stith; the Jack Teagarden Sextet, with Pee Wee Russell and Ruby Braff; Ada Lee and Danny Cox. Father Norman J. O'Connor, Paulist priest of Boston University, emseed each night's proceedings.

The three-day fest ran off without incident, thus dispelling the fears of certain police officials and city dads who had opposed the jazz fest idea at its inception, nearly causing a cancellation. They had based their fears on rowdyism Everest Signs which had marked some similar which had marked some similar events in the past.

Promotion, publicity and adver- Troy Shondell tising on the festival were capably handled by John Sdoucos, Wein staffer, and Dino J. Santangelo local enterpreneur.

Count Basie Set For Reprise Date

HOLLYWOOD - Reprise Records is trying to get Count Basie for two albums, one with Frank Sinatra and one on his own.

Basie's Roulette contract expires at the end of September, after which he moves to MGM. However, Reprise reportedly has made an arrangement for two packages with Basie during the interim period between his departure from Roulette and his arrival at MGM.

While Reprise execs remained mum on the subject, it was learned that Mo Ostin, Reprise's vice-president, has been carrying on negotiations with Roulette's Morris Levy and MGM's Arnold Maxin to clear any legal obstacles in getting the two albums produced.

C-C LABEL SPLITS INTO TWO FIRMS

NEW YORK - The Caprice-Congress label combine is splitting up. Jerry Granahan, head of Caprice, has acquired all the shares of the label from his two partners Neil Galligan and Hutch Davie. In an amicable agreement, Granahan will become sole owner and president of the firm and will retain Janie Grant and the Angels.

Meanwhile Galligan and Davis will transfer James Ray to the Congress label. Linda Scott and the Bracelets will remain on the Congress label as before. Granahan will set up new offices for Caprice shortly.

Chalks Fat 62G Senate Committee Hears Plea To Save Arts and the Artists

Festival, produced and directed by ing or ignoring pleas for the now George Wein, attracted slightly in desperate needs of the arts and the

mittee of the Education and Labor ican talented performers must go Committee last week held a vigorous forum on this premise, under gain prestige-and only then are Chairman Claiborne Pell (D., R. I.).

AH, PEACE

HOLLYWOOD - Behind-thescenes talks are under way to reunite the former Bud and Trav vocal duo split up two years ago. Pair will return to Liberty Records to complete still unfinished LP commitments.

When each went as a single, Bud Dashiell formed a group called the Kinsmen and recorded for the Warner Bros. label. Trav Edmonson was signed by Reprise Records. However, it is known that each as a single hasn't reaped the rewards that either had gained during the Bud and Trav duo days.

The Bud and Trav pair, at the time of its rift, was regularly represented in BMW's best-seller lists. As singles, neither has hit the charts since the split-up.

HOLLYWOOD-Troy Shondell was signed last week to a five-year contract by Everest Records. The singer heretofore appeared under the Liberty Records banner.

Shondell's initial release for Everest will be a single, "Gone" b/w "Some People Never Learn." He's due here in two weeks to record an LP for Everest to be produced by the label's vice-president and general manager, Murray Cohen.

Shondell was signed in Chicago last week by Everest president, Bernie Solomon, following conferences between Solomon and the singer's agent, Gronauer. Among Shondell's noteworthy recent releases was his previous top-seller, "This Time,' and a later single, "Tears From an Angel" b/w "Island in the Sky."

Merits of Earphone Players Get Rating

WASHINGTON - Retailers interested in earphone record players for their customers will want to get a recent report on the merits of 14 makes of the phone players sponsored by the American Library Association. ALA's Library Technology Project used the services of Consumers' Research, Inc., of Washington, N. J., for the study.

Both mono and stereo players are included in the group chosen by the ALA project for testing. All are in the \$100 to \$200 price range, and the group includes at least one by each known manufacturer of earphone record play-

The first part of the report breaks down comparative merits of components of record players, and the second part discusses various aspects of each, then rates them as "recommended," "intermediate" and "not recommended."

The report is called "The Testing and Evaluation of Record Players for Libraries," and may be obtained for \$2 from the American Library Association headquarters at 50 East Huron Street, Chicago 11.

WASHINGTON-America may recording interests spoke at the lose the joy of great classical and hearings, yet it was pointed out that operatic performance and at the if America does not act now to save CINCINNATI — With ducats same time lose the cultural cold its performing symphony and opera war to the Communist countries, and ballet Americans will lose their cial box seats), the Ohio Valley Jazz if Congress does not stop disparag- taste for the classics at home and lose cultural prestige abroad.

It was pointed out that, economically, this branch of the performing A special Senate Arts Subcom- art is at last gasp. Too often, Amerto Europe to practice their art, they welcomed here with sellout showings in a few major cities. The rest of the country draws a blank.

> While the need for government help either in matched funds for local or federal arts programs, it was generally agreed that one single non-money bill needs passage to pave the way for action. This would be a bill to set up a Federal Advisory Council on the Arts.

Despite the high-sounding title, the Council's primary function would be a practical one. The Council of 21 presidentially appointed representatives would come from the best America has to offer in the arts and in administering programs and performances. They would have to find practical and economical ways of getting the performing and visual arts into the daily lives of the public. Like the private impresario, they would also have the job of getting the public to come to the arts and pay a reasonable admission for the privilege.

The Senate has already passed such an Advisory Council bill. The House, with jeers and jokes, killed an attempt to get passage over the heads of its balky Rules committee. However, the climate in the Rules committee itself is better now, said Representatives Thompson (D., N. J.) and Lindsay (R., N. Y.), who testified at the hearing. An Advisory Council bill would stand a better chance to move through Rules now, and passage in the House could almost be promised at least for the next Congress.

U. S. Commissioner of Education, Sterling M. McMurrin, speaking for the Department of Health, Education and Welfare, agreed with the need of action, but also warned that U. S. would have to assure the arts that there would be no political pressures put upon them as done in Soviet-sponsored programs. McMurrin said the Commission is boosting cultural programming in American education. Senator Javits was quick to point out that the government promotes science through special advisory groups, and just as much should be done for American youth who want a cultural career.

WILSON LANDS WNBC A.M. SPOT IN DEEJAY SHIFT

NEW YORK — Latest deejay shifting among key New York radio outlets found WNEW spinner Big Wilson resigning to make a shift to NBC radio flagship WNBC, replacing Jim Lucas as the outlet's prime morning personality, as of September 3. WNBC, in recent seasons, has sought vainly for an audienceattracting morning format, now apparently feels it has found the elusive formula in Big Wilson's personality-deejay-with-good-music style.

Into the vacated spot at WNEW, 8-midnight nightly, now goes Wally King, a warm personality ex - Cleveland jockey who has thus risen from part-time free lancer to station personality in just one

year at WNEW.

- Committee of the comm

Ops Share in Cleveland Boom Cool Weather Drags Down

By BOB SUDYK

CLEVELAND—Local coinmen are sharing in Cleveland's prosperity. The Port of Cleveland is booming, employment is climbing, and collections are healthy. And they're expected to get healthier in the last quarter of 1962.

The newspapers are reporting expansion among the operators and distributors and singled out Morris of increase. Music and games this since the late '30's. A few in-Gisser's Cleveland Coin Machine played about the same. Exchange Company for special praise in its world-wide sales of automatic games and juke boxes.

Like Cleveland Coin, distributors Monroe Coin Machine, Lake City Amusement and Shaffer Music Company have been significant users of the Port of Cleveland and the St. Lawrence Seaway. All report exports up this season and some eye-popping sales increases this year.

25 Per Cent Increase

Monroe Coin's Vice-President Norman Goldstein reports the sales increase for the fiscal year ending taurant locations that have gone June 30 was "unbelievable." In- out of business because of the fast siders report Monroe's rise at rise in popularity of the drive-in more than 25 per cent. President hamburger spots. Customers who George George reports that Mon-stay in their cars can't play a juke roe has outgrown the 7,000-square- box or a coin-operated game," said foot addition it purchased last year. Silverstein.

Lake City reports sales up subeven better the rest of the year, according to Larry Hornbeck, head of the Cleveland office.

Generally, operators report substantial collection increases over last year. A rise of between 5 and to \$10 worth of coins every week 8 per cent is the average margin

All in all, the good locations stayed good and the poor spots became a little poorer, according to most operators.

Drive-Ins

Hy Silverstein of Excel Phonograph Company expressed concern about a common problem throughout the industry-changing merchandising habits. He is especially mindful of the greatly increasing number of drive-in eateries, for instance.

"I've lost a number of good res-

Alfred Attewell, who has opstantially and getting better, and erated Attewell Music Company Shaffer is "up slightly and will be for more than 25 years, complains about local operators who are giving painted coins to their location owners to promote play.

Painted Coins

"Some guys are giving back \$5 or so. I haven't seen so much of local industry doing this," said Attewell. Though starting slow, Attelast month.

Pool table action has been mainhike in business.

Inc., reported the best gain over with a 15 per cent figure. Both financial position than at any time music and games are booming.

Sanford Levine of Atlas Music Company said that his 5 per cent increase figure was an "encouraging indicator of prospects for the final months of the calendar year." Charles E. Metro Sr. of C. M. Music Company revealed an estimated 5 per cent increase over last year that should hold well into

(Continued on page 71)

Bay State Summer Take

By CAMERON DEWAR

BOSTON—Weather appears to be the bogeyman in the path of greater profits for music operators in the Greater Boston and Bay State area during the third business quarter. While regular locations dividuals can weaken the entire have held fairly steady, reports are that the vacation locations have dragged grosses down by up to well's collections were picking up 20 per cent. Cool weather is blamed.

The year started off quite briskly responsible for Excel's 5 per cent | ly for most operators and continued on a slightly better level than Nate Pearlman of L & N Music, last year up until the summer. Nevertheless, distributors report the first eight months of last year that operators are in a sounder laws governing the machines by

in the last five years. Considering the poor weather, the stock market scare and the loss of many locations to urban renewal, the year may wind up a little better than

Operators are buying fewer games than they were a year ago. Two factors are blamed: the recent rumors of a boost in arcade and game taxes and the immediate problem of cool evenings that has kept the crowds away from beach areas. Bob Jones of Redd Distributing Company points out that in many sections of the State there is a complete misunderstanding of

(Continued on page 71)

Smash Tourist Crop Ups Rockies' Take

By BOB LATIMER

DENVER-A record influx of tourists to Rocky Mountain resort areas has proved the salvation for local coin machine operators and distributors this year. Game collections are running about 10 per cent ahead of last year, and juke box takes are doing an estimated 5 per cent more than they did for the first eight months of 1961. And while the tourists aren't spending as much money as they did a year ago, they are frequenting the more modest bistros. These are the locations with juke box music and coin games.

Prospects for the balance of the year are on the dismal side, most large operators believe, when the tourist season comes to an end. Thinking along these lines is based on the experience of the 1961 autumn, when collections nose dived immediately following the tourist season, and because the general economic picture in Colorado has not picked up, as was expected during the "so-called" Soaring 60's.

This year so far has been a year free of legislative problems, taxes or licensing increases. The only exception was the levying of a new tax on vending machines which sell items for more than 25 cents, which, of course, had little effect on the juke box and amusement machine field.

Kiddie Rides

Amusement machine operators credit their healthy 10 per cent increase to such factors as a big expansion in shopping centers in the Denver area in recent months. Hence, many amusement machine operators have bought kiddie rides, which showed well above average returns wherever they were spotted.

At least a dozen operators who had never before entered into the kiddie ride field are now profiting steadily from locations in dis-

count houses and large shopping centers.

Also, for the first time, juke box operators and amusement machine operators alike are looking into the bulk vending industry. Following the success of Continental Music Company with bulk machines scattered throughout major supermarkets, after previous experience with juke boxes and amusement machines only, other operators are going into bulk vending on a smaller scale.

Retirement

Another, somewhat unfortunate reason for a larger return on juke box locations was the retirement of several veteran operators in the Denver area, which, of course, left openings for new locations, or the purchase of good, healthy routes, by younger operators.

Milwaukee Ops See Strong Finish Making Year Among All-Time Best

MILWAUKEE—Beer City coinmen, with few exceptions, are looking confidently to a strong finish for this year. They say 1962 will rank with the ever, been a bit dull this summer. But on the whole, best years on their books. Revenue during the first eight months has pulled slightly ahead of the same period of 1961, but the profit margin is narrow.

Juke box collections showed unexpected strength this summer. Bobby Vinton's "Roses Are Red," "Wolverton Mountain" and a lengthy string of hit singles have kept the juke box coin boxes well

Jerome (Red) Jacomet, Red's Novelty Company, reports his volume has scored a 10 per cent increase during the first eight months of this year. The improvement has been evident in both his music and games departments.

"I can't figure it out," says Jacomet. "The general economy around here is healthy, but that isn't the main reason for the improvement. It can be laid to a combination of factors: economic conditions plus the raft of hit records being promoted by the disk jockeys."

Pool Table Collections

Arnold Jost, Arnold's Coin Machine Company, also reports healthy volume this summer. "We had a solid spurt of action in July. Our pool table collections have been well ahead of last year."

Music and games receipts have both shown improvement during the first eight months of 1962, said Leo Dinon, H. & G. Amusement Company.

"We enjoyed a good start during the first half of the year," Dinon said. "Our business has, howwe have no complaints to make."

Distributor Business

Distributors also report they are racking up a healthy year, according to Sam Hastings, Hastings Distributing Company, new and used equipment wholesaler. Hastings, who serves as president of the Milwaukee Coin Machine Operators' Association, also operates some hefty music and games routes.

"Our dollar volume for the first five months ran about 20 per cent ahead of last year," says Hastings. "We most likely won't continue at the same strong pace. But I see no reason why we shouldn't wind up at least a little better than we did in 1961."

Both operators and distributors are agreed on one point: zooming overhead costs threaten to erase

much of the year's profits.

According to Jacomet: "Climbing labor costs are the biggest problem our industry faces. It costs so much more today to hire and retain competent, skilled route and service help. They can get jobs in other industries with more pay for less hours. The average coin machine routeman here is putting in 44 hours a week. Servicemen put in even more hours. Payroll costs are developing into a heavy ourden to coin machine firms."

Only Hale Survive City Squeeze

By AARON STERNFIELD

NEW YORK-The bulldozer's impact is being felt by New York juke box and game operators. With entire city blocks being torn down for urban renewal projects, and with neighborhood taverns and tenements being razed to clear the way for luxury housing, the number of juke box locations in New York City has been reduced from about 10,000 to some 8,500 in the last year.

A reduction by 15 per cent in the number of locations should be a harsh blow to the city's coin machine industry -but it isn't.

Operators are now paying more attention to serving and programming for their remaining juke box locations, and collections are reflecting this increased attention. Many of the stops which fell victim to the bulldozers were marginal locations to begin with. So while the number of locations has decreased by 15 per cent, the total revenue taken in by the remaining 85 per cent has remained steady.

The Fit Survive

And the sharp competitive practices in the industry have taken their toll of operators. Bluntly stated, the inefficient or under-capitalized operator can't stand the gaff.

According to Al Denver, president of the Music Operators of New York, there are fewer operators in the city now than there were a year ago, but the survivors are in healthy shape. Marginal operators have sold out, and the part-time operator has all but passed from the local scene.

Despite the decrease in the number of machines, distributor sales to operators are keeping pace with last year. With a higher per-machine average collections, the local operators are more inclined to upgrade equipment. And with newer equipment, collections are further enhanced.

Loans, Bonuses, Fraud

All this would make for an encouraging picture were it not for three things-location loans, bonuses and fraud.

New York location owners are among the most sophisticated in the world; New York coin machine operators are probably the hungriest in the world. Mix these two elements and you have a bonus and loan structure second to none.

New York tavern owners will demand and get loans way out of proportion to economic reality. When a contract

comes up for renewal, they will augment the loan with a whopping big bonus.

Bluff Seldom Called

When the operator hesitates, the location owner will suggest that the operator's competitor will come up with the scratch. The location owner's bluff is seldom called. And he's usually not bluffing anyway.

Sophisticated location owners are not the only problems crooked ones are worse. Latest gambit involves a sharpie renting a vacant store, exacting large loans from competing operators on the promise that their juke boxes and games will be placed on the location when it opens, then skipping out.

No Solution Seen

No solution is in sight for the loan, bonus and fraud problems. Any agreement to restrict loans and bonuses, of course, would be illegal. And even if such an agreement were legal, the same sums of money would probably be passed under the table.

The operator who advances money and gets a promis-

sory note and contract at least has recourse to the courts. But despite these problems, there's still enough profit in the operating end of the business here to keep the local

coinmen solven.

IN PHILADELPHIA NEARLY

By GEORGE METZGER

PHILADELPHIA—For the most part, operators in this area have been experiencing an off year. Things were bad enough, they said, but when the summer came along, business really dropped. "It is the worst summer I ever remember," was the way one suburban coinman put it.

Leon Taksen, manager of the Amusement Machine Operators Association of Pennsylvania and a Harrisburg distributor, said there are "101 different reasons why business has dropped."

One of them, he said, is the legal problem. "Certain games have been outlawed and on many of the ones that remain you have to buy a \$250 stamp to operate them," Taksen said.

Then, too, there came the age-old cry of the operator to have the factories "give us something new." They all seemed to feel that if a new game was to hit the market now it would really go over big. The operators reported that everything coming out lately has been an old game with some slight change.

A downtown Philadelphia operator thought that the salvation of the industry might be bumper or pin pool. He said they could be priced so low that everyone could afford to buy

Many local operators—including those who have been around for a good many years with music and game routes-are slowly but surely slipping into vending.

See Need for Radically New Game to Stir Detroit Action

By HAL REVES

DETROIT-Motor City operators expect to bounce back from a sub-par summer and make a respectable showing for the year. Industrial layoffs have hurt collections here in the last few months, but the employment picture generally improves in September.

Roy Hathcox, Fairway Coin Machine Company, reports that game collections are ahead of music takes. Hathcox feels, though, that no significant upturn in game collections will materialize this fall unless the manufacturers introduce a radically new novelty item.

Maurice J. Feldman, Central Coin Machine Exchange, also cited the need for new game ideas. He said that game collections-particularly on bowlers and pool tableshave been doing well this summer.

Automation Hurts

only a rise in employment will help. The automobile plants have stepped ment found generally. Analyzing up automation, and the unskilled workers are being laid off. Relief checks don't provide for much money to play the juke box in the neighborhood tavern.

But operators are setting their sights on class locations, catering to people who haven't been hard hit

by the recent slump.

The general view of music operators was summed up by Erwin B. Moss, Moss Music Company. He said that despite the recent expected slump, "our gross so far is important. Operators generally have over last year. I look for things to be very good in the next few months. The amount of machines

being bought, and many calls operators are getting from beautiful new places, like restaurants that cost \$50-75,000 to open, builds encouragement. People have confidence in this town and I think Detroit will be O.K.

Encouraging business in new machine sales, both music and games, is reported by distributors, including those who find current operator reports of play away down. This paradox is the best expression of operator confidence.

Thus, Harold Christiansen, general manager of Angott Distributing Company, reported sales of juke boxes much better this summer than a year ago-continuing an eightmonth trend, and he looks forward but that game revenue is off by to even an improvement for fall.

Distributor Sales

"The best year in the past two years" is the report of Art Hebert, In working class neighborhoods, manager of Miller-Newmark Distributing Company, echoing a sentithe present drop in play, he commented: "This little layoff will soon be over, and people will be back to work."

Legislation taxes and legal problems have been generally absent, and none appear in prospect. Commissions remain unchanged, averaging 50 per cent. Two special location relation problems are giving operators some serious concern, however:

1. Location loans continue to be vainly sought some way to reduce or eliminate this situation. The cus-

(Continued on page 71)

EVERYONE READS CRY ACT Chicago Hums Hopeful Tune For Lively Last Quarter

By JOE KLEIN

CHICAGO - With rare exceptions, business here is good—and, in the main, better than in 1961, according to local distributors, operators and one-stoppers.

The response of Nathan Feinstein, Atlas Music Company executive, was a typical distributor spokesman.

"Business was excellent during the first eight months of 1962," he said. "It was better than during the corresponding period in 1961. And we look for even better things in the future - in the next four months and beyond that. That there are grounds for optimism was indicated by the fact that we have had two of our best months in July and August — even though the summer is usually bad."

Feinstein's enthusiasm is shared by Joe Kline, head of the First Coin Machine Exchange.

Exports Help

"Business is very good," Kline location. said. "The first eight months of 1962 were better than the like period in 1961. But as for the next four months—who knows? Exports are wonderful. Exports are most were as good as the similar period important to us."

bins, vice-president of the Empire months."

Coin Machine Exchange.

said. "And it's improving all the surveying the past and the future. time. The last quarter will be better than the first two. New prodcial condition. There is a minimum of cut-throat competition in the industry-that is, between operator and operator, and between distributors. We have all reached a more sensible level."

Commission Changes

Robbins added that the renegotiation of the 50-50 commission arrangement will become possible under certain conditions.

"It may be possible to achieve it with a new type of game," he said. "It may take a new concept of a game. Certainly it will be difficult, if not impossible, to do without the offer of new equipment to the

Joseph Schwartz, president of National Coin Machine Exchange, spoke more restrainedly.

"The first eight months of 1962 in 1961 and perhaps a little better,"

Even more unreserved in his ap- he said. "But it's hard to make a praisal of conditions was Joe Rob- prediction for the next four

Operators were somewhat less "We're far ahead of 1961," he buoyant than the distributors in

Unstable, Spasmodic

"The first quarter of 1962 picked ucts are helping considerably. The up," reported Jerry Frazin, owner operators are in pretty good finan- of Acme Automatic Music Company. "After that it started to slide and it's still sliding. Business just isn't what it should be. Unstable. Very spasmodic. Compared to 1961, it's about even and maybe a little better-perhaps by 10 per cent—but then, let's face it, the first six months of 1961 were rotten."

> Frazin envisions no improvement in the next four months.

> "Not unless the government drops the mortgage rate," he said. "The tight dollar is hurting. School children are particularly affected by the shortage of money. The take in school areas has fallen off. Restaurants are holding fairly. Taverns are all right during the week-

> > Cheerful Note

Larry Coop, manager of Western (Continued on page 71)

Phono Take Up, Games Down in South

By ELTON WHISENHUNT

MEMPHIS - Mid-South operators report that juke box collections for the first eight months of 1962 are a shade better than they were for a comparable period last year, from 10 to 20 per cent.

Poplar Tunes Record Shop, onestop which sells to all operators in Memphis and a great many in the Mid-South area, reports a greater sale of singles to operators this year than last.

Frank Berretta, partner, said sales were up 15 per cent. If this is business barometer, it would mean operators' estimates of revenue are not high enough.

But it could also mean, with higher gross receipts, an increase in operating costs could have reduced net take.

Bright Picture

records are better this year than up some. But Newell and Mclast and are remaining top quality.

Berretta said he had the biggest single seller in Ray Charles' "I Can't Stop Loving You" since Elvis Presley's "Hound Dog" backed with "Don't Be Cruel" in 1957.

Another big one, with more sales than other hits for several years, was Acker Bilk's "Stranger on the Shore." Another: "Roses Are Red," by Bobby Vinton.

Berretta looks for better business this fall than in the fall of 1961 because of continuing better records and normal growth and expansion of the business.

Drew Canale, Canale Enterprises, Inc., and Edward H. Newell, Or-Matt Amusement Company, estimated their music receipts the same this year as last.

Mixed Reports

Dowell said their games were down. Canale doesn't operate games, but has a large cigaret route.

All three predicted better business this fall than in 1961.

A continuing problem, as with operators everywhere, it seems, is threat of additional taxation. ("We're the most overtaxed business in the country," said Mc-Dowell.)

The 1963 Legislature, which convenes at Nashville in January, is sure to have one or more bills introduced toward that end. Operators will have to organize to fight it.

Another problem McDowell noted was keeping locations open. Locations owners after a year or so of long, hard hours, sell out. Turnover is constant.

McDowell also echoed a familiar Charles V. McDowell, general note voiced among operators and But Berretta's report is a bright manager of Southern Amusement distributors for years: "A new, picture for the business because of Distributing Company, operator dramatic amusement game to capthe reason he's sold more records: and distributor, said his music was ture the imagination of the public."

Everything Running on Even Keel, Dallas Eight-Month Report Shows

By O. R. ALLEN

DALLAS — Distributors, operators and one-stops all agreed that music and game business in the Dallas area has been good during the first eight months of 1962, and they see continued prosperity during the remainder of the year.

Abe Susman, owner of State Music Distributors, said that music business had been satisfactory and

proving.

Drexler pointed out that the usual summer slump had failed to records there are more sales.

Floyd Johnson, owner and operator of City Cigarette Service, has been picking up locations. B. H. Williams, a partner in B & B Vending Company, said that his company has enjoyed a business increase between 25 and 30 per cent over the same period last year. Both firms operate music and games.

Reason for the increase, Wilthat play on games is steadily im- liams said, is that taverns are fewer but better. It has become increas-Gary Drexler, manager of Mu- ingly hard, he explained, for a sic Box, a one-stop, said that col- potential owner to find and buy a lections have been much better good tavern and when he does find than at the same period last year, it he naturally is required to pay more for it.

This situation discourages the materialize this year and gave a fly-by-night owner and attracts the logical and yet obvious reason for more responsible sort. This makes the lack of it: Records have been for a steadier flow of customers, good, and when there are good with the results showing in music and game play.

Lots of Jobs Spell Rosy Coast Look

HOLLYWOOD—Coin machine operators here found business conditions during the first six months of 1962 running ahead of the same period a year ago, with the outlook remaining rosy for the remainder of the year.

Two basic reasons share credit for the business increase, according to operators surveyed by BMW: General economic conditions in the area are improved, and with more money available, thanks to a higher employment rate, more money is spent in coin-operated devices. (Sole exception to this is the San Diego market, hit hard by aircraft-plant lay-offs.) This was found to be true in music machines, games, and in vending machines.

Second reason given by operators is increased competition. As competition has become keener, it has forced operators to work that much more agressively-adding locations, changing equipment and providing more service-which, in turn, is

paying off with greater returns. Sound of Music

Juke box operators are showing a business increase in this area, attributing their boost to a marked improvement in the caliber of singles records. This factor has meant that music machines are reaping far greater returns this year than during previous comparable periods. The public in general has shown a greater interest in better singles records. Recording companies have rekindled the public's desire for singles by putting

out a more exciting product. Operators benefit from this, as do record dealers and other segments of the record industry.

In the games field, pool tables have become the rage here, and their popularity continues. Pool games have, in turn, given the over-all game business a shot in the arm. According to one operator, pool games have become so much in demandthat one cocktail location is removing several booths to make room for the machine.

In bulk vending, business similarly has continued to mount. More locations, as a result of keener competition, plus greater availability of money at the consumer level is held responsible for the revenue increase.

Continuing Tax Fight

Vendors also are waging a continuing battle through the Western Vending Machine Operators Association to keep community taxes in line. There are some 70 different municipalities in the greater Los Angeles area, each with a different tax structure and each with ideas of tapping the coin industry.

The association, through its tax expert, Eugene Zola, takes a different municipality each month and presents the coin operators' side of the argument in an effort to institute fair legislation. This has helped substantially in keeping various areas open to practical operation and in bringing back some whose heavy taxation has eliminated them from being worth an operator's effort.

Shady Coin Promoters Bilk Innocent Buyers, Says BBB

By JOE KLEIN

CHICAGO—"Unscrupulous promoters" are victimizing inexperienced persons through franchise agreements involving juke boxes, games, bulk vending machines and other coin-operated equipment, the Chicago Better Business Bureau

None of the established firms in the industry are guilty of the misdeeds condemned by the Bureau, it was explained.

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"The coin machine field is large

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good standing engaged in it," said said. A. B. Johnston, BBB vice-president. prospectuses prepared to show successful operations without preprofits can be made."

nated as a distributor.

He said that the promoter's said. pitch leaves the "distributor" conenjoyed with very little labor."

dollars in investment.

The sellers often present so-cations when supplied by the

and there are many concerns of called tables of profits, Johnston

"These displays should be "Nevertheless it continues to be in- checked carefully, as they are vaded by unscrupulous promoters usually based on perfect condiseeking investments from inexperi- tions, few of which, seldom if ever, enced persons. These operators use prevail for any given group of machines."

A survey conducted at one time vious experience and that unusual through questionnaires sent to several hundred individuals who had Johnston said that in many in- made inquiries of Better Business | machines and then hires the seller stances the machines are sold or Bureaus in connection with coin to service them. This is generally leased in a franchise agreement machine promotions, disclosed between the seller company and that less than 5 per cent of the the individual who may be desig- 182 who had purchased equipment had made money, Johnston much greater than the money

None reported having made vinced that "high profits can be profits of the nature promised or predicted by the promoter. Of the Usually, Johnston said, the "Dis- 182, Johnston said, only 35 were tributor" is required to sign a still operating. He claimed further contract calling for thousands of that all Better Business Bureaus have received complaints that lo-

seller were poorly chosen and unproductive of sales.

Johnston said that the Bureau has proof of the following:

Restricted Territory. In some instances the purchaser is given specific territory. In others the machines may be placed in any area. The promoter may attempt to sell territorial rights and the purchaser may be asked to pay a premium for a restricted territory. Instances have been reported where the purchasers found that coin machine concerns had allowed other purchasers to invade their respective territories.

Lease-Back Arrangements: Occasionally, a purchaser leases the

Guarantees: Some companies provide a guarantee which appears to offer a protection to the purchaser with respect to good locations. Nevertheless, numerous complaints have been received on this point. Purchasers say that it

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Operators Vending Machine Supply Co. 1023 South Grand Ave. Los Angeles 15, Calif.

(Continued on page 74)

referred to as a lease-back arrangement. Instances have been known where the cost of servicing has been turned in by the servicing company. In some areas the "lease-back" agreements have been held to be a security within the meaning of Section 2 (1) of the Securities Act of 1933.

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Philly Bulk Vendors Seek Ear Of City Council on Fair Tax

president of the newly formed the small, bulk operators. Pennsylvania Bulk Vendors Association, said the young organiza-

PHILADELPHIA—Manny Rake, | councilmen about the problems of

He said that the PBVA's legal representatives have been talking with the councilmen and when the time comes to pass the tax on vending, the association expects to be called in. Rake said he expects the council to ask the operators what they think is a "fair" tax.

The president of the association emphasized, however, that this is just one program of the PBVA. He said it will take up matters of interest to the bulk vending industry across the State.

Rake said the PBVA is still conducting a membership drive to enroll every bulk optrator in the State. The next meeting will be September 10 at the Adelphia Ho-tel, Philadelphia. Meetings are generally held the first Monday of the month.

Bill Labels Slug-Making Federal Rap

WASHINGTON — A bill to make the use or manufacture of counterfeit slugs for coin machines a federal offense was okayed by the Senate Judiciary Committee last week. The bill, H. R. 8038, already passed by the House, would broaden the anti-slug legislation to include paper or any other type of counterfeit designed or used to cheat coin-operated vending machines, pay telephones, et al.

Fines up to \$1,000 or a year in jail or both would hit the manufacturer or user of the counterfeit. Senate must vote on the bill before it goes to the President for signature.

During House hearings on the bill last year, the present federal sanctions and individual State laws

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against use of fake coins were found to be ineffective in protecting vending machines. Committee estimated that by 1965, vending sales and services would hit the \$4 billion mark.

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AMERICAN CHEWING PRODUCTS

37 years of manufacturing experience 4th & Mt. Pleasant . Newark 4 N J



25¢ OR 50¢ SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 261/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.



Detroit Ops Take New Rules in Stride

ators have apparently accepted Billboard Music Week that special standpoint. and adjusted with minimum difficulty to the new sanitary regulations recently established here. Chief Inspector Carl Gregory of

***** Two New Charms By EPPY Beautifully engraved

BAVARIAN BEER STEINS

Assorted \$8.00 Jamaica, N. Y. Out of this world-engraved

Air Command Rings

4 Styles MERCURY PROJECT . GEMINI . AURORA 7 . MOON ROCKET

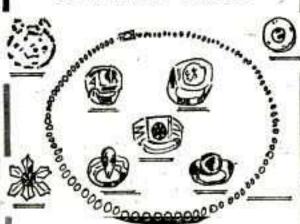
F.O.B., Jamaica, N. Y. AVAILABLE AT ALL EPPY

WAREHOUSES AND FACTORY

CHARMS INC. 91-15 144th Place, Jamaica 35, N.Y.

NEW! NEW!

BOYS' and GIRLS' JEWELRY SERIES



Consisting of 15 different items. Sensational value in each capsule, Fastmoving items will empty machines fast.

Series #100-Boys' & Girls' Items Series #101-All Girls' Items Series #102-All Boys' Items (Specify series when ordering)

Only \$40.00 per M Capsuled

NEW! 5c IMPORT SERIES

15 different items, gimmicks and

novelties. Only \$25.00 per M Capsuled

ONE STOP SERVICE...AT FACTORY PRICES GIANT SCARE 'EMS \$42.00 Per M

#17 Competition Series SCARE 'EMS 32.00 Per M NEW JR. SCARE 'EMS .. 27.00 Per M FRIGHTENING BUGS 25.00 Per M EPPY SHRUNKEN HEADS . 42.00 Per M HORRIBLES 42.00 Per M



JUMBO Sc ROCKET

AK'S ACORN 5c & 10c

CAPSULE MACHINE The perfect vendor for all types of standard capsules. These are the finest bulk vendors in America. Machines have original slip-out coin mechanism.

WRITE FOR PRICES

SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL

ORDERS UNDER \$20.00. Rake Coin Machine Exchange

609 A Spring Garden St., Philadelphia 23. Pa. WAlnut 5-2676

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

provisions have been adopted to make regulations and enforcement also be utilized, in which several economically feasible, particularly for the smaller operators. For example:

1. Ball gum operators may operate without the otherwise required commissary if their operation is small enough so they may operate directly from the wholethis instance, they may handle their sanitizing procedure effectively right on location, it is conceded.

nut vendor is not allowed to do purposes, as necessary. this, because of the different nature In connection with the central

DETROIT-Bulk vending oper- the Detroit Board of Health told of this commodity from the health

2. A central commissary may operators may pool their requirements in one commissary and save costs. Any type of food product comes under this regulation.

of a home is prohibited, and this rule was at first expected to hit bulk operators hard. But the Desaler or jobber to the machine. In troit zoning ordinance itself bans such an operation, Gregory pointed out. Operation from a home is impractical because the Health Department does not normally have However, the operator of a bulk access to a home for inspection

Operation of any food route out

Eppy Introduces Multi-Hued Nuts

JAMAICA, N. Y. — Eppy 79 cents a pound for a pre-mixed Charms, Inc., has broken with nut and charm pack. tradition to introduce colored pistachio nuts to the bulk vending industry. The firm is selling Jumbo Rainbow Pistachio Nuts in a variety of colors as opposed to the standard maroon.

George Eppy, president of the firm, explained that lack of eye appeal has been hurting pistachio nut sales for years, and he feels that the multi-colored assortment in bulk vending machines will stimulate these sales.

pound for a straight nut pack and ducive to sales.

The nuts are packed in clear polyethylene bags, with each bag containing a colorful label for display in the bulk vending machine.

The concept of selling the operator pre-mixed bags of charms and confections was bowed by Eppy a couple of weeks ago when he introduced a ball gum and charm mix, also packed in five-pound

Eppy feels that many operators will be aided by the pre-mix packs because they will not be faced with The nuts are packed in five- the chore of hand mixing. He also pound bags, 30 pounds per ship- feels that the ball gum-charm ratio ping carton. Cost is 70 cents a in the pre-mixed pack will be con-

commissary, special inspections are made to determine that operators are really using it, especially for their sanitizing operations and not just renting the space as an evasion of the law and actually working out of homes or elsewhere.

One central commissary, established by Ray Merritt, now has about 30 operator-customers. Each has a private locker about 4 by 4 feet for storage, and access to use of the sanitizing and other general equipment in common. Each man has his own key to the general commissary, and the arrangement appears to be working.



Combination

Weighs \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Classcovered dial protects pointer when

Complete With Sturdy Carrying Case ORDER TODAY

Dep., Bal. C.O.D., F.O.B. N.Y.

J. SCHOENBACH

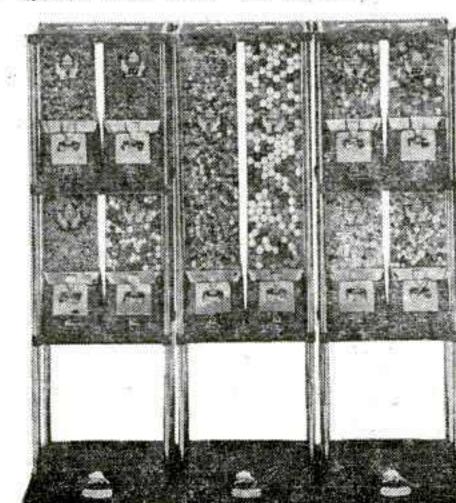
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Mathines. Senitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900

BEAVER VENDORS Patent BEAVER MARK I (waterproof)

ANSWERS TO THE OPERATOR'S DREAM

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



MARK I DELUXE CONSOLE Contains 3 Complete Sections, 10 Units

CAMPBELL VENDING, INC.

BUFFALO 4, N. Y. 541 SENECA ST. PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS.

NAME __ COMPANY____ ADDRESS _____

Contains Contains 4 Units 2 Units 8 INCH 8 INCH PLEXI PLEXI PLEXI GLOBE GLOBE GLOBE

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

EUROPEAN NEWS BRIEFS

Game Ops Form Own Swiss Group

BASLE—Swiss games operators are planning the organization of an operator association to campaign for a reduction in license fees and to combat discrimination against coin games in this country. The gamesmen took the decision after unsuccessful negotiations with the phonograph operators for the expansion of the latter's organization into a joint juke box-game operator group. Games operators have protested the "trade snobbery" of the music men, who by refusing to admit the gamesmen are believed to be encouraging discrimination against them on the part of local tax authorities.

Push More Phonos for S. Italy

ROME—Italy's juke box trade will sponsor a "juke box development program" for Southern Italy, which the trade categorizes as "underdeveloped phonograph territory." The trade will provide financing and technical assistance in the opening of distributorships and the establishment of service facilities in the phonograph frontier territory. For example, there is a grand total of 432 phonographs in Sicily and 194 on Sardinia. In the Basilicata area a recent trade census turned up just 11 machines. These figures are about 25 per cent of the corresponding totals for the industrial areas of Northern Italy. The juke box development program scheme is being pressed in the south of Italy by the Italian government.

(Continued on page 69)

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.

JUST TELL HER JIM SAID HELLO TEEN AGE IDOL I'VE GOT MY EYES ON YOU **PUNISH HER** SOMEDAY

SHE'S NOT YOU

BOBBY VEE (Punish Her) BOBBY VEE & THE CRICKETS (Someday) Liberty 55479

ELVIS PRESLEY

RCA Victor

8041

RICK NELSON

Imperial

5864

IF I DIDN'T HAVE A DIME ONLY LOVE CAN BREAK A HEART

GENE PITNEY Musicor

Recent Stereo Releases For Juke Box Operators

All titles listed below are from recent Seeburg "Artist of the Week" packages. All are available in 331/3 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.

A Touch of Velvet, Jim Reeves, RCA Victor (Pop Standard) Have You Ever Been Lonely/Just Walking in the Rain Be Honest With Me/Welcome to My World

(It's No) Sin/I Fall to Pieces Am I That Easy to Forget/All Dressed Up and Lonely Wild Rose/I'm a Fool to Care

There Goes That Song Again, Brook Benton, Mercury (Pop Standard)

After You've Gone/I'll Get By I Don't Know Why/Breezin' Along With the Breeze

I Didn't Know What Time It Was/Blues in the Night All of Me/I Love Paris When I Grow Too Old to Dream/There Goes That Song Again

The New Sabre Dance, Otto Weiss and His Crazy Organ, Jubilee (Pop)

The New Sabre Dance/Night People Bitter Sweet In Orbit Buzz'n Boogie/I've Got My Love to Keep Me Warm Magnolias & Moonlight/I Find You Wonderful Pepe/Rhumboogie

This Is the Blues, Volume 2, Pacific Jazz (Jazz) Groovin' Blue, Part I and Part II New Groove, Part I and Part II Big Jim, Part I and Part II Sad March, Part I and Part II That Healin' Feelin'/Tempo De Blues

What Happened in Dallas When Prohibition Hit a Big Community

By O. R. ALLEN

DALLAS—What happens to the game and music business when a major section of a metropolitan That's what Oak Cliff, a section of Oak Cliff might not be missed. Dallas with a population of 200,-000 did some seven years ago.

was legal, probably contained more cheaper and salaries were lower than its share of taverns. When than today. All of this gave impetus prohibition came, game and music locations suddenly disappeared.

In fact, with the drying up of in. Things looked great. Oak Cliff, only one wet precinct Lonely Oasis

remaining wet area in the city go around.

looked like a sure-fire quick-money spot for the potential tavern owner of the get-rich-quick type, and a rash of new bars suddenly opened

At that time, just after the dry vote in Oak Cliff, beer licenses This area, when the sale of beer were easier to get, rents were to the new tavern craze. Taverns opened; the games and music went

But tavern owners wanted big remained in Dallas, a precinct profits, and they wanted them fast. which takes in all of the downtown They were not interested in good area and a big section of suburbs. will and steady customers. Besides, after all the new openings, there At first, of course, this lone just weren't enough customers to

It all added up to the bleak fact that beer was failing to sell, and music and games were getting little play. Sure, there were a lot area suddenly votes itself dry? in this section. It looked as though of locations to take the place of lost Oak Cliff, but, because of oversupply and mismanagementprincipally mismanagement—these locations were either dead or dying.

And die they did. In the meantime it had become more difficult to get a State beer license for those who did want to risk opening a new spot. Rent and lease costs rose, as did the salaries of workers.

Once again the music and game operator saw his locations decreasing, not as suddenly as they had done when Oak Cliff voted dry. but decreasing nevertheless.

Europe Coin Mfrs. May Invade U. S. Yet

the sleep of Chicago coin machine cause of American know-how. manufacturers at the moment it is not the specter of a massive invasion of the American industrial ers," he said. "But, of course, they complex of foreign producersan ultimate possibility suggested by the plans of European makers of film juke boxes.

Yet, if the opinion of experts attached to the Department of Commerce and the Chicago Association of Commerce and Industry is worth anything, that prospect merits recognition.

occupied at the moment in seeking American sites for the establishment of branch plants for European manufacturers.

Whether any of the "invaders" are makers of coin devices is unknown.

What is known is that a European manufacturer of coin-operated equipment would encounter no extraordinary difficulties in establishing productive facilities on American soil.

He would be expected to comply with city ordinances, state laws and federal statutes-no more and no less. He would face no penalizing tariff-like walls to keep him in an unfavorable competitive could become effective as the law. position. On the contrary, he would have the protection of the monopoly and antitrust laws against the possibility of prejudicial restraint.

J. H. Plattner, vice-president of Foreign Trade Consultants, Inc., feels that the foreign coin-machine

Heat Wave Stifles Juke Box Urges

DENVER-Hot weather, hitting the high 90's, slowed collections considerably last week in the Denver area. Since few of the juke box locations in the mountain capitas are air conditioned, music takes fell off sharply. Operators who have prime spots in the cooler were pleased to find big increases Act. in both juke and amusement machine collections.

This proved that not only tourists, but Denverites themselves were heading for the hills to combat the stifling city heat.

Top records for the past week were "A Swinging Affair," with Billy Vaughn; "Come On Little Angels," with the Belmonts; "You State. Golden Needles," with the Springfields, and "Tijuana Border," with Ed Clod.

CHICAGO—Whatever disturbs producer would fail simply be- United States will eventually join

"They wouldn't offer much competition to American manufacturcould have something up their

the Common Market. He lauded the coin-machine in-

dustry for its robust participation in the world market.

"It compares favorably with the sleeves. They could come up, for lamentable fact that only 40 per instance, with a compact juke box." cent of all American manufac-Plattner predicted that the turers do any export at all."

Eastland Bill Conference A private firm of Chicago consultants and engineers is heavily societies and engineers is heavily societies and engineers is heavily societies.

committee of representatives and sage in July (Senate had already senators last week agreed on es- passed the legislation earlier in the sential terms of the Eastland bill session by voice vote). The broad shipments of gambling devices. However, the House-Senate conferees did trim down the leeway of the Attorney General's office the elements of chance and possibilto regulate under the bill, and it must get House and Senate approval before it can go to the President for signature.

As amended by the conferees, the Attorney General's role in banning interstate shipment of gambling devices will not include issuing rules and regulations which Deleted by conferees was paragraph which said:

"The Attorney General shall make such regulations as may in his judgment be necessary to carry out the provisions of this Act and the violation of any such regulation shall be punishable as provided in Section 6 of this Act." Justice Department spokesmen say this precludes the Attorney General from issuing "advisory opinions" or issuing regulations having the effect Members of the New York State of law enforcement under the terms of the legislation.

A second change made by the conferees clearly affirms the right of any State to legislate exemption for itself under the revised law, as under the old Johnson anti-slots act. Nevada was the only State to exempt itself and declare slots legal mountain resort areas, however, in the State, under the Johnson

The State of Maryland, which presently allows local sanction by four counties of slots and pinball gaming machines, would now have tion). to declare these devices to be legal in the State if they are to cross State lines into any Maryland county. The only alternative would be to manufacture them within the

Don't Know Me," with Ray The third change made by con-Charles; "Silver Threads and ferees was to strike out the proviso compelling testimony under weekend, including Friday dinn grant of immunity.

In other respects, the bill re- person.

WASHINGTON-A conference mains as amended at House pasto strengthen the ban on interstate definition of a gambling machine covers gaming pins and any type of device manufactured primarily for use in gambling, containing ity of pay-off. Amusement pinball games are exempt from the bill.

> Provisos for strict registry and reporting of all gambling devices, and stamping of identifying numbers on the machines remain in the amended bill banning the devices from interstate commerce.

New York Ops To Elect **State Officers**

SACKETT LAKE, N. Y. -Coin Machine Association wil elect officers Saturday (15) at the Laurels Country Club here. The annual busines meeting, set for 1:30 p.m., will also be devoted to a discussion of local, State and national legislative problems.

Some 400 New York State coin men are expected to attend th weekend outing, sponsored joint by the Music Operators of New York (the New York City group and the New York State Operator Guild (the Hudson Valley associa

Participating unofficially is th Westchester Operators Guild, which is sending a large delegation to the

Nash Gordon, Music Operato of New York, is in charge of rese vations. He may be reached at 25 W. 57th Street, New York. T through Sunday dinner, is \$39

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WANTED . . . Gottlieb ALOHA-LANCERS-FOTO FINISH TROPIC ISLE-FLYING CIRCUS MERRY-GO-ROUND-LIBERTY BELLE BIG CASINO ... OKLAHOMA ... SHOW BOAT TOP PRICES PAID!

POOL

N. ILLINOIS, N. INDIANA and IOWA OPERATORS—ORDER NOW! Gottlieb's New 2-Player

PREVIEW

GIVES YOU A LONG LOOK AT GREATER PROFITS! See Page 74

SPECIALS	
Completely Recondition	ed
SWEET SHAWNEE	\$495
SWEET SHAWNEE TWIN RED ARROW	395

SALE PRICED! Completely Reconditioned BRIGHT STAR, 2-PI.\$195 WHIRLWIND, 2-Pl. 215 DANCING DOLLS 265 QUEEN OF DIAMONDS 195 SUNSHINE 175 STRAIGHT SHOOTER 185 SUPER CIRCUS 195

NATIONAL COIN MACHINE EXCHANGE Chicago 14, III.

BUckingham 1-8211

when answering ads . . . Say You Saw It in

Billboard Music Week



HAROLD HOFFMAN, left, general manager of the Royal Distributing Company, Cincinnati; Paul Hott, manager of the firm's Columbus, Ohio, branch, and Dick Gilger, right, branch sales manager, prepare to greet the guests at the firm's recent open house. Royal played host to hundreds of Central Ohio coinmen at the recent opening of the Columbus branch.



MR. AND MRS. BOB BEGLEY, right, receive a lamp as a door prize. Dick Gilger, Royal's Columbus sales manager, makes the presentation.

EUROPEAN NEWS BRIEFS

Continued from page 68

1-Mark Coins in Short Supply

FRANKFURT-West Germany's coin machine patronage is expanding rapidly, and the Bundesbank, Germany's central bank, has the evidence: a shortage of coins. Treasury studies show that there has been scant change in retail trade coin requirements; the shortage is the result of increased coin machine patronage across the board. The central bank has authorized the issuance of nine million additional one-mark coins and it will soon authorize additional smaller coins. Total German banknote currency circulation amounts to 22 billion Deutschemarks plus 1,5 billion Deutschemarks in coins.

Parking Tickets Deductible?

HAMBURG—German operators are conducting court tests of their claim that traffic fines levied on their employees in the performance of duty is tax deductible as a business operating expense. A number of firms have notified local tax authorities that they are deducting traffic fines and court and legal costs connected with the cases from their tax payments. Trade attorneys contend that if employees are cited for traffic offenses connected with their regular duties, such costs represent a legitimate business expense. Most of the cases at issue involved tickets given for wrong and overtime parking while the employee was making service calls to locations.

Big Market Looms for Payouts

HELLENTHAL, West Germany — The O. J. Hoffman concern, a leading German manufacturer of payouts, has just introduced three new models in its Neomat series—the Selecta, Triola and Tertia. The Tertia represents expansion of the Neomat series into a second product line, the Hellomat series. The Hoffmann firm is gearing up for increased output based on plentiful signs that payout legislation will be liberalized in the Common Market area on the German pattern, thus creating a potentially mammoth market for German machines. The German payout machine law is being sold to other countries in the Common Market as a "model for the satisfaction of the primeval urge to risk and gain."

Monaco to Be Mecca for Masses

MONTE CARLO - Production of the Monaco Black Magis version of Tonomat's Teleramic phonograph is being increased, both because of growing acceptance of the box and in line with Prince Rainier's plans to convert Monaco into a "poor man's playland" for survival against the threat of French economic sanctions. Teleramic is distributed in Monaco by Paul Planche. The Black Magic version is assembled locally under the industrialization program which propelled Rainier into his clash with General de Gaule. France's economic crackdown on Monaco is scheduled to begin in October.

High Court to Hear III. Stamp Fuss

CHICAGO - The Illinois Su- of a gaming stamp by a liquor | vest the Commission with such ments on the right of the State troversy. to withdraw liquor licenses from holders of the \$250 federal gaming device stamp, the office of the Illinois Attorney General said here last week. The hearings will probably be this month.

Chicago attorneys feel that the courts of other states-even though they would not be bound by the ruling of the Illinois tribunal-will be certain to take judicial notice of the decision. Illinois is only one of several States where the possession

WANTED IMMEDIATELY! SHOP MANAGER-MECHANIC

Must have reference and experience with UNITED EQUIPMENT. DAN STEWART, DAN STEWART CO. 140 East 2nd South, Salt Lake City, Utah DAVIS 2-2473

ATTENTION LOS ANGELES

Collector-Mechanic . . . Music, Photo, Pins, Arcade

Would like to relocate. Many years' experience in public relations and sales. Please send complete information of your firm and offer. All letters held in strict confidence. Would be interested in purchasing part of route for services.

Write Billboard, Box #182 188 W. Randolph Chicago 1, Ill.

preme Court will hear oral argu- licensee is a subject of legal con- power.

The Attorney General's office Clark will assert that it did. explained that two points will be at issue in the case.

One will involve the action by that it did not. which Illinois Liquor Control Commission promulgated a rule for the revocation of a license without ty Superior Court Judge Donald statutory authorization.

books makes specific provision for to penalize a liquor licensee for such de-licensing as a penalty for possession of the \$250 stamp. the possession of the stamp. The Commission assumed that it had were suspended or revoked by the a right to do so under the State's Commission before its action was liquor control law.

of the Attorney General's staff, the Subsequently, the litigation against court will be asked to determine whether the Legislature intended to

Westchester Ops Resume Meetings

WHITE PLAINS, N. Y .- The Westchester Operators Guild holds its next regular meeting Monday (17) at the American Legion Hall here. After a summer layoff the group is resuming its monthly meeting schedule.

A large delegation of Westchester operators is expected to attend the joint Music Guild of New York-Music Operators of New York outing, to be held at the Laurels Country Club, Sackett Lake, N. Y., September 14-16.

Attorney General William G.

The plaintiffs in the original case -two tavern keepers-will contend

The State will ask the court to reverse the decision of Cook Coun-S. McKinlay in which he ruled No law on the Illinois statute that the Commission had no right

Between 300 and 500 licenses challenged by the Retail Liquor Thus, as explained by members Dealers Association of Illinois. the Commission was assumed by the tavern keepers with the support of the Association.

OPS TAKE LOOK AT NEW PHONO

CHICAGO—Operators will have their first look Tuesday (4) at a new Seeburg coin phonograph acclaimed by the firm's officials as "revolutionary" in design and operation. The distributors will make the initial announcement of details and innovations. Distributors, some of them from abroad, saw the model for the first time at a secret showing here last week.



Sutherland Distributing Co.

2710 McGee Trafficway

Kansas City, Mo.

Premieres the revolutionary all-new



Seeburg breaks t your profitable

FOR SALE

Shuffle Alleys, \$50.00 each — Keeney Diamond, United Team Shuffle Alley, Bally Jet Bowler, Bally Rocket Bowler. Used Games, \$50.00 each—Bally U.S.A., Bally Spelling Bee, Bally Crossword. Send one-half deposit. **GUERRINI'S**

1211 W. 4th St. Lewistown, Pa.

TOP EARNINGS

EVERY TYPE OF LOCATION EVERYWHERE

THE PRICE IS RIGHT

Send for **New Listings** Today

ARCADES-GAMES-BINGOS-RIDES-MUSIC, ETC.

Exclusive A M | Dist. Ea. Pa. 855 N. BROAD STREET, PHILA. 23, PA. PHONE: CENTER 2-2903

> Say You Saw It in **Billboard Music Week**



Midwest

DETROIT DOINGS . . .

Officers and directors of the Music Operators, Inc., will meet in a few weeks to decide on future plans for the organization, according to Erwin B. Moss, secretary-treasurer. The MOI has been relatively inactive for several months, and the future of juke box organization in Detroit remains problematical.

The Pinkston Music Company, operated by Richard A. Pinkston Jr., and Richard A. Pinkston III, has discontinued the restaurant business which it formerly ran, and is concentrating on the juke box operation. . Roy Hatcox, who operates games and juke boxes under the name of Fairway Coin Machine Company, has moved its headquarters, formerly at Flat Rock, to the close-in suburb of Lincoln Park.

A. Jordan Spring, veteran operator of the Ray-O-Lite Amusement Machine Company, believes that the way to operate successfully is to stress good service, noting the difficulty of getting good servicemen despite employment conditions. He adds that he has kept so steadily on the job of running his route that he has not taken any real time off in 18 years.

William Angott, route manager for the Angott Distributing Company, has been vacationing in Chicago. Meantime, Harold Christiansen, general manager for the company, is reporting optimistically on machine play generally in the area.... Don Ruffles, salesman and music specialist for the Miller-Newmark Distributing Company, has left for a two-week vacation to parts unknown. His chief, Manager Art Hebert, says it will take another two months to recover from his own just completed Northern Michigan vacation.

Fred Chlopan, executive director of the Detroit Shuffleboard Association, has been the host for the summertime meetings of the association at his suburban home. Sessions will resume at the usual downtown quarters in the fall.

Frank Silver, Central Coin Machine Exchange, has returned from a vacation at Atlantic City, while Joe Kretzmer, Central serviceman, has been vacationing in Northern Michigan. Boss Maurice J. Feldman reports a landoffice business in remodeling and sale of used games for home recreation room use—in fact has trouble getting enough to fill the demand. Feldman notes a firm rule in conversion-remove all coin mechanism, so that the games can only be used manually.

Charles Bogard, who has operated a small juke box route in his own name for some years, is registering his business as Chuck's Music, allowing a more positive identification for locations and customers. . . . Wallace Riley Springer has taken over sole ownership of the Westwood Music Company, located in the West Side suburb of Inkster, following the withdrawal of his former partner, Larry Campbell. convention.

Springer is operating a retail record shop at his headquarters in addition to his route, and is assisted in the retail end by his fiancee. . . . Richard S. Pesci, who has operated a mixed route of juke boxes, pool tables, and other games for sometime in his own name, has formed Peco Vending, Inc., as a Michigan corporation, for his route. Headquarters are in the downriver suburb of Southgate. HAL REVES

CHICAGO CHATTER . . .

The Wico Corporation abounded in activity as the third quarter of 1962 nosed itself around the corner. It was inventory time and, at the same time, the firm was readying its 165-page, 1963 catalog for post-Labor Day distribution. It won't be till October 11 that Milt Wiezer, general sales manager, will be able to get away for a rest at Hot Springs.

Theodore Rubey, president of Marvel Manufacturing Company, returned last week from a Miami Beach vacation. Meanwhile, Mrs. Estelle Bye, Marvel's office manager, entertained her visiting grandson, Russel, whose father is her son, Robert. Mrs. Bye takes a deferred vacation in October. . . . Marie Hopp, secretary at Purveyer Distributing Company, is back from a Wisconsin Dells vacation.... Art Gold, co-head of Carousel Industries, will make use of his vacation time in October to attend the NAMA convention in San Francisco.

Dan Polo, secretary of the Hy Polo Amusement Company, is back from a 15,000-mile tour of Mexico and Canada.... Here's what they're saying about business during the traditionally bad months of July and August: Clarence Schuyler, president, Games, Inc.: "Lousy. I could have closed the door and saved money. Hope it will be better. It couldn't be worse." Col. Lew Lewis, head of Merit Industries: "July and August weren't bad. Just fair. On par with other years." . . . Milt Wiezer, Wico: "We were quite fortunate. July and August were good. Things seemed to hold up a little better." . . . A spokesman for the Marvel Manufacturing Company: "Business was very good." . . . Art Gold, co-head Carousel Industries: "Bulk business depends on traffic and we had it this summer. Business was good." . . . Hy Polo, head of the Hy Polo Amusement Company: "It was pretty bad, but it started to pick up toward the end." . . . Mort Secore, sales manager, Chicago Dynamics Industries: "Business was amazingly good during these normally slow months. We are happy to be in a position to say this. I believe that it is a fallacy to assume that July and August are bad months. They need not be. We have simply formed the habit of saying JOE KLEIN

East

BOSTON BRIEFS . . .

Jim Hunter, manager of the Wurlitzer factory outlet, notes that recent sales have been beyond expectation. In fact, he's had great difficulty getting in an odd game of golf, particularly since Bill Sweeney. sales manager, is off to South Carolina on a two-week vacation. Jim's only beef about summer in the hub is that the crowds at the Red Sox Park opposite the plant make it hard for customer parking.

Capt. Bob Sylvester of National Music and Radio Company, Somerville, made the papers this week when his Coast Guard Auxiliary took 13-year-old Everett Knowles out for a cruise in Bob's boat to view marine activities in North Shore waters. The lad's arm was recently re-attached by surgeons in an historic operation last May.... Harold Bond, Brookline operator, is back from a Cape Cod vacation. . . . Ralph Lackey, Karel Music Company, Roxbury, has been so busy this summer he doesn't see a possibility of a vacation, but he'll go to San-Francisco in October and try to combine a vacation with the NAMA CAMERON DEWAR



Struve Distributing Company, Inc.

963 Folsom Avenue

Salt Lake City, Utah

Premieres the revolutionary all-new



ber 9, 1962 ks the barrier to table growth!

NEW *Rowe* ami 3 in 1 phonograph

You can program 200, 160 or 100 selections to fit any location. Features fabulous self-contained Stereo Round.* Brilliant design, moving color. Loaded with play building features.

*Patent pending See your Rowe AMi Distributor!

Rowe AC Services Division of Automatic Canteen Company of America 18 So. Michigan Ave., Chicago 3, III.

FOR SALE **GAMES & BOWLERS** Gottlieb Tropic Isle\$315.00 Bally Congress Shuffle 95.00 Bally Star Shuffle 195.00 Bally Deluxe Club Shuffle 295.00 Chgo. Coin Queen Bowler 345.00 C C. Star Rocket Williams 10 Spot 195.00 Midway Shooting Gallery United Handicap Shuffle 75.00 Chicago Coin Players Chalco United Royal 165.00 PHONOS Seeburg KD \$295.00 Wurlitzer 2304 or 2310 545.00 Call, Write or Cable Cable: LEWJO We are now distributors for Smokeshoppe and Cottlieb. Exclusive Wurlitzer Distributor 1301 N. Capitol Ave. 329 W. Ninth 31. Covington, Ky. Indianapolis, Ind. Greater Cincinnati Tel.: MElrose 5-1593

Tel.: AX 1 6969

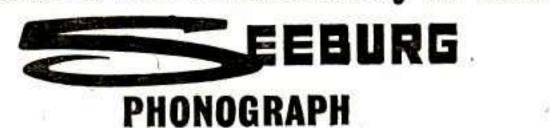


WOLFE DISTRIBUTING CO., INC.

310 Riverside Ave. Jacksonville, Fla.

832 Barrone St. New Orleans 13, La.

Premieres the revolutionary all-new



Sept. 15 International Inn Tampa, Fla.

Sept. 12 Lenfant's Boulevard Room New Orleans, La.

Seeburg breaks the barrier to your profitable growth!

local officials, and he feels this has sic organization is needed to prediscouraged many operators.

Location Loans

Perhaps the biggest local problem is that of loans which appear to be getting out of hand. Some operators believe that a strong mu-

WANTED BINGO MECHANIC

for work at Honest Johns in fabulous Las Vegas on slot machines with electronic applications. Must be qualified between ages 30-40. No past record. Top money for right man. Call

Norman Little Las Vegas, Nevada Dudley 2-3633 collect

Valley 6 Pocket Pool,

Kaye 6 Pocket Pool,

Bally 6 Pocket Pool,

Bally ABC Bowling

75" x 42"

75" x 42"

FOR SALE

75" x 42" 185.00

C. C. Variety Roll Down. . Write

C. C. World's Fair Gun . . . Write

Lanes B/A 125.00

Bally ABC Tournament... 125.00

Bally ABC Strike B/A.... 125.00

Bally ABC Champion B/A. 195.00

Un. Jumbo B/A 275.00

Un. Bonus B/A 325.00

Un. Playtime B/A 350.00

Un. Duplex B/A 450.00

Un. Handicap B/A 495.00

C. C. Double Feature B/A 275.00

Wms. Trade Winds Write

2423 Payne Ave. Cleveland 14, Ohio

Phone: Superior 1-4600

W/Rollover B/A 195.00

C. C. TV Bowling League

. \$185.00

. 185.00

sent a united front and wish that something could be done through a public relations program to offset the present poor public image. Urban renewal has been responsible for the loss of many locations which operators can never hope to regain.

A Roxbury operator, Ralph Lackey of Karel Music Company, finds that even with more machines out this year, summer doldrums have kept profits at a lower level. But he has hopes that an upturn is near and that the year will end up as well as 1961.

Like Lackey, Cyrus Jacobs of Interstate Music Company in Roxbury, feels that the recent law to permit dancing on Sunday in the State may bring collections up considerably during the rest of the year. Jacobs points out that the

BARGAINS

FOR THE WEEK

GAMES

350 OF THEM

BIG WAREHOUSE

CLEARANCE SALE

Received a Large Lot of Drink

and Coffee Vending Machines

in Trade, also a Large Lot of

WHAT DO YOU NEED?

SPECIALS FOR THE WEEK

Vender\$125.00

1 Lot of Older Shuffle Alleys,

Bally, United, Chicago Coin-

Write for More Information on

the Above, Also on Used Drink

Write or Call Us Collect.

MAin 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

2315 Olive Street, St. Louis 3, Mo.

Phone: MAin 1-3511; Cable: Cendist

11 Column Stoner Cigarette

GAMES

GAMES

Phonographs.

Venders.

locations to urban renewal he predicts the last quarter should bring profits to about the same level as last year.

Retains Hope

Harold Bond of Brookline is optimistic about the next three months but at this point he admits

Harold Bond of Brookline is optimistic about the next three months, but at this point he admits to being about 10 per cent off from last year chiefly on account of the poor summer.

an increase, but since he lost many

machines in operation have shown | SEPTEMBER 8, 1962

From the distributors' viewpoint, operating conditions appear to be equal to or better than a year ago with the exception of some summer spots. They judge games as being a little slower than last year up to this point.

Chicago Hums --

• Continued from page 65

Automatic Music Company, restores the more cheerful note. "It's better than in 1961." he

"It's better than in 1961," he said. "We don't know exactly why. Maybe better locations. Maybe more locations. I think that it'll be okay for the balance of the year."

Charles Marchetti, office manager of Melody Music Corporation, views it all more somberly.

"It's a little slower than last year—but not too much," he said.
"Business has slowed because of tavern closings. Why do they close? Simply because there is no business. The manufacturers and distributors are trying to help. I can't see any improvement in the next four months."

Chicago's coin machine industry may feel the impact of three developments before the end of the year.

License Decision

The right of the Illinois Liquor Commission — or the absence of such right—to withdraw a liquor license from the holder of a \$250 federal gaming device stamp is involved in a pending action before the Illinois Supreme Court. The case was taken to the tribunal by Illinois Attorney General William G. Clark after a Cook County court had ruled against the Commission. A decision is expected by December.

An effort to put the operator on the longer end of his split with the location—probably by changing it to 60-40—is slowly gaining momentum. A game operators meeting to explore the problem is scheduled for October.

The Illinois Department of Revenue has launched an unrelenting drive to collect State tax due on games. Officials of the Department's investigation section plan confiscation of the equipment unless the tax is paid by September 15.

Detroit Action

• Continued from page 65

tom is now reported so prevalent that locations are said to be shopping right down the list of operators by phone and "taking bids." Under this system, the operator who offers the biggest or most enticing bid for a loan is the one who gets the location.

2. Term leases from locations are evidently becoming more common and more acceptable to locations. While some operators have reservations about the value of a contract to them, the general trend

appears to be the other way.

Thus Christiansen noted that his firm is getting frequent requests for copies of contracts from their operator-customers—something rarely heard of before, and notes, "They are not going out and making big expenditures unless they have some guarantee behind it," like a contract to protect a new box.

MEN WHO READ
BUSINESSPAPERS
MEAN BUSINESS

www.americanradiohistory.com

• Continued from page 64

1963. He expects the present increase to climb.

Ben Mart of J. B. Music Company sees collections about the same as last year with a recent upward trend evident. Joseph Lukin of J. L. Music Company reports income off a fraction but rallying.

BILLBOARD MUSIC WEEK 71



look to ROCK-OLA for advanced products for profit



Equipment List

EXTRA
WURLITZER
TEN TOP
TUNES

United 20 Ft. Bowl A Rama
1,100

Bally 16 Ft. Bowler (300
Score) 1,100

Bally Golf Champ 75
3 Seeburg 100C, ea. 150
Wurlitzer 2000 (Converted) 225
Wurlitzer 2200 395
Wurlitzer 2404, Hi Fi 600
Wurlitzer Hideaway with
10 Wall Boxes 300
Williams Jolly Joker 335

Gottlieb Flipper\$ 225

Gottlieb Flipper Parade ..

Gottlieh Flipper Fair

Bally Space Gunner

Bally Sharp Shooter Gun ..

CC. Explorer Shuffle

C.C. 2 Player Rocket Shuffle

(1 Play)

CC. Ray Gun

Keeney Sportsman Gun ..

Williams Roll A Ball

C.C. Rocket Shuffle

REX-BILOTTA CORPORATION

Illinois Attorney General William 821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross-Sales Mgr. GRanite 6-4071.



Southeastern Vending Distributors, Inc.

801 S. Cedar St. Charlotte 8, N. Carolina

Now Distributors for North and South Carolina

Premieres the revolutionary all-new



PHONOGRAPH

Friday, Sept. 7, 1962

Seeburg breaks the barrier to your profitable

when answering ads . . .

Say You Saw It in Billboard



S. L. LONDON MUSIC CO., INC.

3130 W. Lisbon Avenue, Milwaukee 8, Wisconsin Phone: DI 4-3220

Premieres the revolutionary all-new



PHONOGRAPH

Wednesday, September 5

Seeburg breaks the barrier to your profitable growth!



CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14



Joe Ash says . CONTACT ACTIVE

THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

You can ALWAYS depend.

en active all ways

AMUSEMENT MACHINES CO. 666 N. Broad St., Phila 30, Pa. POplar 9-4495 Write or wire for prices

"THERE IS A DIFFERENCE!!!"

4	
BINGOS	
Bikini Can Can Circus Queen County Fair Lido Roller Derby Golden Gate Big Show Cypress Garden Double Header Parade Key West Manhattan Nite Club Show Time South Sea Sun Valley	\$675.00 795.00 595.00 495.00 795.00 595.00 Write 110.00 110.00 110.00 110.00 125.00
ARCADE EQUI	425.00

Standard Metal Harvard Metal Typer 195.00

Evans Hole-in-One ..\$125.00
Red Ball (Midway) .. 195.00
Sidewalk Engineer .. 125.00
Autophoto #9 825.00
Autophoto #11 1,850.00
Exhibit Hi-Ball 75.00
Keeney League B.B. 125.00
Radiogram, Fl. Mod. 110.00
Love Meter, Fl. Mod. 125.00
Evans Bat-a-Score 125.00
Periscope 110.00
Pitchem-Battem 125.00
Cross Country Cross Country
Drivemobil 250.00
Phila. Toboggan Write
Bally Golf Champ 175.00
Bally All Stars 125.00
Goalee 110.00
Midget Movies 125.00
Motorama 175.00

Sportsman 150.00 C.C. Long Range 495.00 Polar Hunt 165.00 C.C. Ray Gun 395.00 Space Glider 375.00 Safari Gun 175.00 Seeb. Bear Gun 175.00

ARCADE EQUIPMENT Twin Hockey Quarterback Silver Gloves Vacuumatic Card
Vendor

DISTRIBUTORS FOR WURLITZER, UNITED, GOTTLIEB AND MIDWAY.



M. S. GISSER 2029 PROSPECT AVE., CLEVELAND 15, OHIO Sales Manager All Phones: Tower 1-6715



BADGER SALES CO., INC.

2251 W. Pico Blvd. Los Angeles 6, Calif.

Premieres the revolutionary all-new



September 10

aks the barrier to ofitable growth!

Door Wide Open To Deal With Greyh'd Stops

CHICAGO—"Any legitimate operator could come in and deal with

That's the promise of William E. Hastings, director of traffic of the Chicago-based Greyhound Corporation.

And it is not inconceivable that if any such deal is consummated, the operator will wind up with 5,000 locations. There are that many Greyhound stations in the

Hastings explained the corporation is in direct charge of 160 of its stations. The others are rented on a commission basis. The corporation reserves the right, however, to negotiate a contract for all of its stops. At the time, local terminal agents are permitted to make their own arrangements with local operators.

National Contract

Hastings said that Greyhound has a national contract with the National Amusement Company. He added, however, that the contract in no way precludes the almost unlimited variety of devices handled by other operators.

"The income from these machines represents a very definite economic contribution to our firm," Hastings said. "The receipts help to maintain our larger stations. And, in fact, this seemingly incidental revenue is important everywhere in defraying station expenses."

Hastings said that Greyhound has enjoyed gratifying business relationship with game operators.

Service Standards

"We expect a very definite understanding about servicing, of course," he said. "We cannot afford to have broken down, unproductive machines taking up space. But, then, we haven't had any serious problems in that respect."

Railroad officials, he said, have also learned to respect the economic importance of game and other coin equipment in their stations.

Shark Their Meat

FREEPORT, L. I., N. Y.—Bill Falk, president of Plastic Processes, and Manny Greenberg, head of Buymore Vending, played active roles in the catching of a 185-pound make shark here. Also in the fishing party were Mr. and Mrs. Ed Craven, Norman Reich and Greenberg's grandchild. The party also caught several bluefish.

> WURLITZER HAS THE TEN TOP TUNES

ONLY

WANTED luke Box Mechanic

Steady Work Good Pay Give details and reference in first letter Write Box No. 177 Billboard Music Week

188 West Randolph

Chicago 1, Ill.

OPERATE UNITED

Shuffle Alleys

Bowling Alleys WELCOME EVERYWHERE

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

WE HAVE IT-YOU NEED IT

Let us send it to you: Send us your order with a small down payment, and what you need will be on its way.

Children's Dides

	Cilliai Cil 2 Kiac	
1	Dopey Duck	\$100.00
1	Lazy Bones Dog	110.00
1	Capitol Palomino	110.00
4	Bert Lane Merry-Go-Rounds	175.00
4	Lee Merry-Go-Rounds	175.00
3	Bert Lane Lancers	225.00
1	Exhibit Trigger	200.00
20	Exhibit Big Broncos	200.00
200		-

Modern Dista Co.

3222 Tejon Street, Denver 11, Colo Phone GRand 7-6834

GIVE TO DAMON RUNYON CANCER FUND

ZIG-ZAG

Counter Game 5-bell play. 16-56-106 play. Size 12"x17"x 9". In line scoring, high scoring. All natural, wood cabi-

\$49.50



SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box. \$159.50

Wall Model\$105.00

SPECIALS! POOL SUPPLIES

21/4" Pool Balls 1-15 w/Cue Ball.

We carry complete line of Pool Supplies-Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.

MARVEL Manufacturing Co.

2845 W. Fullerton Ave., Chicago 47, Ill. Phone: Dickens 2-2424

Exclusive Chicago Area Distributor for

PHONOGRAPH and PARTS

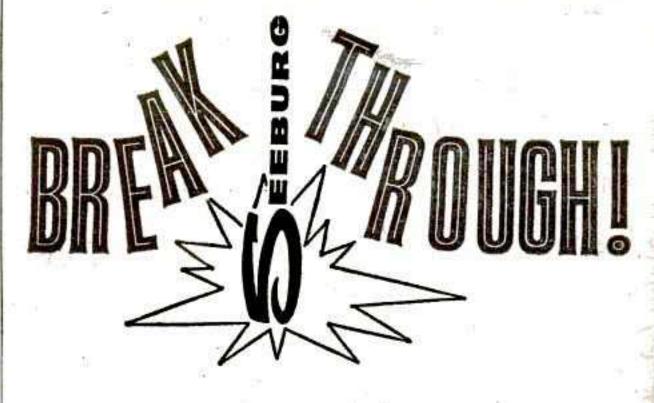
SEND FOR

1962 CATALOG

64 Pages—Fully Illustrated.



Cable: "FIRSTCOIN"-Chicago Dickens 2-0500



REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Boston (Brighton) 35, Mass. PHONE: Algonquin 4-4040

Premieres the revolutionary all-new



PHONOGRAPH

Monday, September 10

Seeburg breaks the barrier to your profitable growth!



LIEBERMAN MUSIC COMPANY

257 Plymouth Avenue, North Minneapolis, Minn.

Premieres the revolutionary all-new



Friday, Sept. 7, Calhoun Hotel

Seeburg breaks the barrier to your profitable growth!

Rock-Ola Holds Coffee School

SCRANTON, Pa. — D. Mc-Grady, field service engineer for Rock-Ola, recently held a coffee machine service school at Active Amusement Company's branch office here. Active personnel at the school were Joe Kovach, branch manager; Chuck Miller, salesman, and Vince Simone, serviceman.

Operators and servicemen attending the session included Gene Goodman, Joe Gustin, Gene Caljean, Joe DeCosimo, Bill Olson, J. Butala, S. Profitta, Peter Albano, Mickey Midish, Bernard Lamont, Hugo Brozzetti, J. Bergannio and Edward Drouse.

Also Edward Drouse Jr., Joe Williams, Bill Ferrario, A. P. Naro, Robert Moyer, Roy Stump, Bill Kline, Richard Halzer, Carl Mollett and Emil Hein.

WANTED JUKE BOX

for large city in Middle West Give details and reference in first letter Write Box No. 179 Billboard Music Week 188 West Randolph Chicago 1, III.

when answering ads . . . Say You Saw It in

ATLAS MUSIC CO.

2231 Fifth Ave. Pittsburgh 19, Pa.

Premieres the revolutionary all-new



Watch for Our Showing Date

Seeburg breaks the barrier to your profitable growth!

4242 W. FILLMORE ST. . CHICAGO 24, ILLINOIS

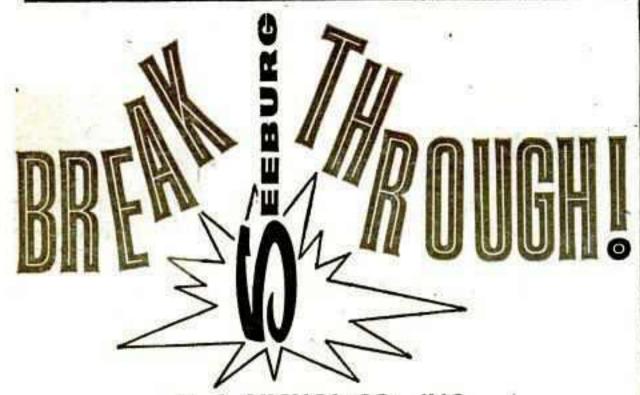
buy the best-buy Williams



SEE THESE NEW AND **EXCITING FEATURES IN** ALL NEW WILLIAMS GAMES

PROFIT TESTED!

New 24 volt system . New "push-pull" latch mechanism for front/ polished chrome metal one-piece flippers • New modern style metal back door . New Relays . New "brushed nickel" front-



B. J. NICHOL CO., INC.

226 So. Flores Street

San Antonio 5, Texas

O'CONNOR DISTRIBUTING CO., INC.
9030 Directors Row Dallas 7, Texas

H. A. FRANZ & CO.

606 Dennis

Houston 2, Texas

Premieres the revolutionary all-new



PHONOGRAPH

B. J. NICHOL CO., INC.

Ramada Inn, San Pedro & Loop 410 Highway, San Antonio, Tex. Sept. 14th. Cocktails 6:15. Dinner Follows.

O'CONNOR DISTRIBUTING CO., INC.

Executive Inn Motor Hotel, 3232 W. Mockingbird Lane, Dallas, Tex.

Sept. 12th.

H. A. FRANZ & CO. 606 Dennis, Houston 2, Tex. Sept. 5th. 6:00 p.m.

Seeburg breaks the barrier to your profitable growth!

Arkansas Op Hurt In Auto Crash

BLYTHEVILLE, Ark. — Joe Michie, 45, owner of Gay Amusement Company, suffered injuries in an auto wreck last week when the driver of a pick-up truck ran a stop sign and crashed into Michie's car.

Michie, a newly elected director of Arkansas Music Operators' Association, had a bad head cut which required 17 stitches.

Shady Promoters

· Continued from page 66

is impossible to comply with all of the conditions the seller lays down.

Other guarantees promise a dissatisfied buyer that the seller will take back the machine after a trial period at or above the original purchase price. Usually such so-called guarantees are nothing more than an option of doubtful value which the seller does not exercise.

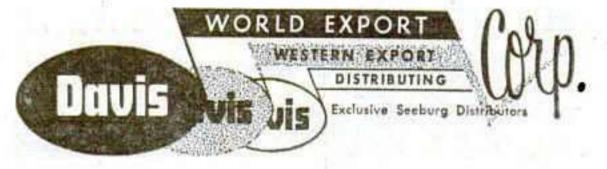
Servicing-Source of Supply: Cases have been known of machines containing such mechanical defects as allow their operation by slugs or even pieces of cardboard.

ESTABLISHED FIRM

Wants to Buy, Lease or Manage

route consisting of coin operated kiddie rides, juke boxes or Background music in the state of Florida. Send full particulars to Box 442, Billboard Music Week, 1564 Broadway, New York 36, N.Y.





Premieres the revolutionary all-new



BUFFALO

Friday, September 14 Peter Stuyvesant Hotel SYRACUSE

Saturday, September 15 Randolph House (Thruway Exit 37) ALBANY

Sunday, September 16 Sheraton Ten Eyck Hotel

Seeburg breaks the barrier to your profitable growth!

DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DA

It's Always Profitable to Operate Gottlieb Games!





SEEBURG INTRODUCES AREVOLUTIONARY NEW PHONOGRAPH

Distributors' National
PREMIERE PRESENTATIONS

Begin Sept. 4th

KEEP AN EAR ON THESE TWO CHART BREAKERS!

JIMMY ELLEDGE "A GOLDEN TEAR"



#8081

SAM FLETCHER "ME AND THE ONE THAT I LOVE"



#8076

Both tunes introduced at the NATIONAL ASSOCIATION OF RADIO ANNOUNCERS' CONVENTION in St. Louis!

ORDER BIG!

ORDER NOW! RCAVICTOR THE MOST TRUSTED NAME IN SOUND