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

By OMER ANDERSON

BERLIN - Coin machine manufacturers and operators in this ommunist-beleaguered city are seeking closer contact with their U. S. ounterparts.

Berlin manufacturers would like tangible assistance from the imerican trade, and the operators are badly in need of moral support, nothing else.

A mere show of interest by the U. S. trade in the problems and light of West Berlin's coinmen would hearten the trade here. It is eing suggested that an invitation be issued for a visit to West Berlin y a committee representing the U. S. trade-manufacturers, distribuors and operators.

Technical Advice

Manufacturers would like to enlist support from their American ounterparts in getting credits and U. S. orders. There seems to be a onsiderable amount of technical advice and assistance U. S. producers ould give to Berlin producers.

Operators would like support of the American trade in pressing national Sound Fair Corporation blank and pre-recorded tape, dis- occupying the morning. The exhine West Berlin city government for tax relief and the relaxation of will be headed by Coleman Finkel play fixtures and merchandising bits would be open to the trade in

ertain restrictive legislation.

West Berlin operators also feel they should receive special conces- president of the Rice firm. Hal B. ers, interior design of sound sysons from GEMA, the German copyright society, and from diskeries. Cook, who is active currently on tems, decorators and decor, acces- sessions would occur Wednesday

W. Berlin Coinmen SOUND FAIR SEEKS REPRESENTATION Seek American Aid FROM MUSIC INDUSTRY SEGMENTS

Invite Tape, Phono, Component, Design, Accessory Firms And Publications to Exhibit for Both Trade & Consumers

tional Sound Fair, a combination executive co-ordinator of the fair, the fair, the need has long existed business conference and trade and Cobo Hall, Detroit, has been for an all-encompassing record inpublic exhibit of products, is now selected as the locale for the first dustry convention and consumer being projected to bring together of the annual fairs, with dates al- public relations effort. The fair, a all facets of the record business, ready set for next July 25 through gathering for the whole disk induswith special emphasis on the 29. retailer.

The fair will be under the active (Continued on page 56) the disk scene with Record Source, sories and publications.

NEW YORK-The first Interna- Inc., will be vice-president and

Broad Representations

management of James O. Rice As- gories of exhibitors according to sociates, specialists in the field of current plans. These include recconvention program development ords and record merchandising. and management. The Inter- phonos, components, tape units, tional business sessions and forums as president. Finkel is a vice- units, business machines for retail-

According to the principals of try-distribs, dealers, manufacturers and juke box elements-will There will be 11 different cate- fill this need, say the spokesmen.

As presently envisaged, the trade part of the fair would open on Wednesday July 25 with educathe afternoon, Additional forum

(Continued on page 2)

Dealers Join

HOLLYWOOD-The Southern alifornia Record Dealers Associaon last week joined the Society of ecord Dealers (SORD) to become te eighth regional dealers' group the nation to climb aboard the ational Society's band wagon. The roup changed its name to SORDos Angeles, and elected Harold fartin (Martin Music) as its presi-

as centered around the future of te local dealer group's buying coifficulty in getting under way. (Continued on page 52)

WSM, CMA Hold Annual Events

Nashville Scene

By REN GREVATT

NASHVILLE-A number of high political figures lent a colorful note to the 10th annual WSM Country Music Festival here last week, as country deejays from the At the same meeting, discussion United States and Canada flooded into convention headquarters in the Andrew Jackson Hotel. Among perative which has experienced those extending their unqualified York's Carnegie Hall Wednesday Louisiana Gov. Jimmie Davis, noted that this 10th annual country

Gov. Buford C. Ellington, former The New York Times, The Wall Congressman Ross Bass and Nash- Showbusiness Illustrated. ville Mayor Ben West.

Beyond this, the annual round of hand-shaking, back-slapping and thanks from artists to jockeys was highlighted by new evidences of the broadened base of country music. Friday morning (3) guests attending Brooks, an executive of the group, the WSM welcome breakfast were said the Society has already put a told that a troupe of the leading performers of "Grand Ole Opry" would appear in a concert at New endorsement of country music were evening (29). In addition, it was

Sen. Estes Kefauver (D., Tenn.), bash was being covered in depth by Gov. Frank Clement, Sixth District Street Journal, and the magazine,

> The Carnegie Hall affair will be conducted as a benefit for a newly formed organization known as the Musicians Aid Society, Inc., dedicated to building a relief fund for aging musicians. Dr. Gregory deposit on a hotel on the New Jersey shore which will be used as a home and rehabilitation center for musicians.

Featured speaker at the WSM (Continued on page 52)

Association Gains, New Plans

NASHVILLE - Country Music Association members attending the group's annual meeting here Thursday (2) were told by Treasurer Bill Denny that the organization now has \$10,900 in its coffers, \$3,000 more than at any other time, and that there is a possibility for the addition of a donation of \$25,000 more during the coming year.

It was also brought out that there are now more than 700 organizational and individual memberships in CMA. During the meetings here, Columbia Records join Capitol and RCA Victor ar the major diskeries holding hamila, - kesn

eejay Program ervice Merger

NEW YORK - A 24-hour, ven-day-a-week disk jockey proamming service is now available stations as the result of a merger tween Jim Ameche Productions nd Worldwide Programming rvice, Inc.

The two companies supply taped ejay shows to stations, and curntly provide programming for 3 outlets across the countrypplying more than eight hours a ly in some cases. Programming ivers every type of music-classi-

(Continued on page 8)

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Best Buys in Records 37 Best Selling Phonographs & Tape Recorders Bubbling Under the Ho Double Play Disks Hits of the Wor Honor Roll of Hot 100 Hot C.8

Programming Gulde-Singles by Category Top LP's by Catedia

Top Marke



EDITORIAL

May Unite Trade

A long hoped-for development in the record and allied industries appears to be nearing fruition. This is the First International Sound Fair, scheduled to be held at Cobo Hall, Detroit, July 25-29 (see separate story).

The concept of such a fair is a challenging one, and the need for such an all-encompassing effort has long been recognized. Given the support of manufacturers and other segments of the record and sound industries, the benefits accruing would be tremendous. Implicit in the planning is a public relations effort which would bring to our industry very real values.

The record dealer organization, SORD, is already enthusiastically supporting the project, which will be under the management of James O. Rice Associates, an experienced firm in this field.

We urge record manufacturers, distributors, dealers, as well as the equipment facets of the business, to grasp the opportunity and participate in the forthcoming venture at Cobo Hall. The Fair, with its consumer and trade aspects, could easily be a milestone in the developing maturity of our industry.

Giving the Industry the Business

By J. PIERPONT FRUMMP President, Glopp Records

How to Succeed in the Record Business Without Really Trying? Simple! You do it with failures. Big, loud "bombs." Bloopers. We copies! did not become a billion-dollar industry overnight, you know. We, as an industry, had to unlearn so much!

the window, Charlie! Research? don't succeed, try MUSIC! Ha! When I think back to The Good Old Days-the chances we missed, the idiocies we perpetrated! A.&r. men with Ph.D.'s in Music! Can you image our naivete? Studio musicians from Juilliard! Arrangers! Great song writers! All right, so we were insane. But, we never quit; we at Glopp Records groped from the darkness, overcame our glaring inadequacies, to lead

How?

By groping, that's how! Boy, was I lucky when I discovered the importance of hair! Of course, it is only today that this seemingly simple education is regarded as a milestone paralleled only by the invention of the phonograph, itself.

Remember how they howled when we hit 'em with the Hairdoos? It wasn't until the Permanent Pompadours cut "Crazy, Crazy, Crazy! that they started to cop Glopp ideas and profit from Glopp initiative! Ask yourselves: Where McCraklin Hits would the Curlers, the Pony Tails, the Dandruffs, the Wild Roots, the Scissor Cuts, the Bouffants, the Crew Cuts and the Duck's A's be NOW, without Si DeBurns?

'al quarrels, a cell-block riot. Who are retaining their brisk pace.

but Glopp would have ever conceived of the all-time recording masterpiece: "The Autobiography of Roger Maris," a 28-disk collection in a Limited Edition of 61

In closing, to get back to answering the BIG question: How to Succeed in the Record Business Without Really Trying? The real answer Tried and tested formulas? Out is: Try everything-then, if you machines two blocks away.

UPSTAIRS AT CARNEGIE

Intriguing Backstage Negotiations Surround Columbia-Richter Issue

By BOB ROLONTZ

NEW YORK - Columbia Records this week will release the first of five individual two-album sets by Sviatoslav Richter. The sets, the Hall concerts were considered an sion for the use of the Carne first of which is titled "Sviatoslav Richter at Carnegie Hall" are the tapes of his five widely acclaimed entire set. Ramco sold the tapes to such a use. Beethoven concerts held in New York in the fall of 1960. These mark the first U. S.-made LP's by Richter to be released by Columbia. And thereby hangs a remarkable tale, even for the record business, classical or otherwise.

When the tapes of the Russian pianist's concerts were made at Carnegie Hall last fall, Sol Hurok, unaware that they were being made. It is understood they were recorded by Ramco Trading Corpor-J. J. Frankel. Ramco has an ar- tapes rangement with the Russian Cultural Ministry to issue Russian tapes, decided that it should have tapes on the Artia label, as well as a contract with the Russians themto release Russian-made recordings selves saying that it was okay to whether they were recorded in the the Russian Trade Ministry for an concert hall itself, or by a guy in agreement. Weeks of negotiations the first row with a button mike followed between Schuyler Chapinned to his suitcoat and the tape pin, Columbia classical a.&r. chief,

purchasers. Columbia, anxious to Beethoven concerts had been have Richter tapes, both for the corded. Meanwhile, those close sale value and for the cultural the situation indicated that C value - since these five Carnegie negie Hall people, whose perm epochal event-put in the highest name had not been obtained, we bid, \$60,000, as an advance for the insisting upon the usual fee I Columbia for this sum, and at the same time offered Columbia idemnification against a possible law- tapes, and pressing the first LP

Up to this time, only RCA Victor had issued any American-made ready to be shipped out to d Richter tapes, through an arrangement with Hurok.

Split With Russians

Since Russian artists don't negowho presented the concerts, was tiate their own recording pacts, Ramco Trading Corporation made shipment of the albums. its agreement with the Russian ministry as to the split of the ation, the company headed by \$60,000 from Columbia for the

Columbia, after buying the on the MK label. It is not known release them. And so it went to and the Russians.

Be that as it may, Ramco began During this time, Hurok was ap-

offering the tapes to prospective prised of the fact that Richte

At the same time Columbia v going ahead with mastering I with the pianist.

By October the firm had s tributors, and had even placed ad in a consumer magazine to a vertise the albums. Two weeks a Columbia put the set on its regul release list - but still withhe

Comes to a Head

Then, a week ago, everythi came to a head. The Russi Trade Ministry came through w an agreement that satisfied Colubia Records. Hurok held talks w Ramco Trading Corporation. Ar it is understood, the Carnegie H board is making its peace wi Ramco as well. As to the dispo tion of the \$60,000 advance, it understood that the Russians w receive well over \$40,000 of t \$60,000 laid out by Columbia, almost \$4,000 per record for t 10 LP's. How much Richter w receive is not known.

Meanwhile, Columbia is issui its first U. S. Richter albums th week. They will probably sell li hotcakes, but the recording en neer will never receive any cree

SOUND FAIR SEEKS REPRESENTAT

Continued from page 1

evening. The same general se- important but separate markets America (SORD) has already quence would take place on Thursday. A Friday morning business seminar capped by a final luncheon would close out the trade part 2,000 and 4,000 dealers is proof the fair.

exhibits would be thrown open to the public. And, assuring a substantial public turnout, would be a series of top talent public concerts in such classification as "teen beat," country, pop and classical. Four

Dallas Region

DALLAS-Hottest newcomer to Slowly, we mastered the art of go into sales orbit here is Jimmy groping. We took our microphones | McCraklin's "Just Got to Know"

would thus be attracted.

Attendance Target

An attendance target of between jected with 40,000 to 50,000 con-On Saturday and Sunday, all sumers expected. On the dealer front, Howard Judkins, president of the Society of Record Dealers of

SAN FRANCISCO - An array of strong starters here last week included "The Lion Sleeps Tonight" by the Tokens (RCA Victor) and "Hallelujah, I Love Her" by Buddy Greco (Epic). Barbara Dane's "I'm on My Way" (Rey) enjoyed brisk sales following her appearance at out of the studios! "Lunacy!" they (Art-Tone). Another impressive a nightspot here. Fabian's "Wild all cried as we recorded wrestler's seller in Dallas-Fort Worth market Party" is also enjoying a healthy groans, the sounds of animals area is the McGuire Sisters' "I Do, reception, while Silvio Silvera's (angry, hungry and at play), mari- I Do" (Coral). Singles sales here "Bridgitte Bardot" is continuing to win impressive attention.

pledged his organization's co-operation in the event. A number of other industry trade organizations may also participate in the allindustry affair. An advisory board Roger S. Littleford Jr. ... New York Off consisting of important executives at all levels of the industry is now in the formative stage. Membership of this body is expected to be announced shortly.

The Rice firm recently staged a successful national discount store management congress at the Hotel Astor here. Other organizations for which such affairs have been operated, include the American Society of Industrial Engineers, the National Paint and Varnish Association, the International Management Congress and others.

Both Rice and Finkel have had lengthy associations with the American Management Association, while Cook has been active over the past 12 years with Capitol Records, Columbia Records and Warner Bros. Records, prior to starting his own firm, Record Source, Inc.

RECALL FABIAN MADE YOU'

NEW YORK - Chancellor Records is calling back Faa's new record "Made because of unfavorable oncerning the title tio stations and "nnists."

he replaced 'h," and week.

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HERE'S YOUR ACTION ... IN ADVANCE!

AD TRUE-- WEEK'S



ALBUM PRICE BATTLE IN PHILADELPHIA; SOME DEALERS GIVING UP SINGLE DISKS

Gimbel's and Korvette's Stage Battle Royal Over LP Prices; Record Shop, Sanders Ditch 45 Recordings

price war between Gimbel Brothers and Korvette's was the highlight of the disk scene here this week, with the Chestnut Hill section of the well for us this week," said Miller. other smaller disk dealers flooding city, reported, "We gave singles up "That's because the store across into both stores to buy as many of the hotter items as possible for their own stores. In another development, it was learned that a number of smaller Quaker City disk outlets are arranging for their eating them. But the rack is big been paying off for us." singles business to be handled by rack jobbers.

In the middle of the week, Gimbel's was advertising all \$3.98 LP's at \$1.54, a price which dwarfs cuts Records, a firm in rack jobbing, in New York, formerly the leader in the discount picture. At the same time, Gimbel's pegged \$4.98 albums at \$2.14, and \$5.98 sets for \$2.44. In a later development, Gimbel's further slashed \$3.98's to \$1.49.

Legal Action

One disenchanted local retailer and rack jobber noted that he has discussed the matter with his attorney. "There is supposed to be a asserted, "But nobody seems of a mind to test the law. Our lawyer said he is trying to figure out if they can be stopped but he doesn't know yet. Frankly, I'm a discounter myself but within certain bounds. This is getting completely out of hand. It's ridiculous."

Another dealer noted: "Man, it's crazy what they're doing. Gimbel's tape recorders. and Korvette's are really murdering us with their advertised and unadvertised sales. Gimbel's is now holding back on quantities a little because the dealers have been killing them by buying up their stocks. Now they ask people, 'Are you a dealer?' The good part about buying stuff there is that you get a much better price than the distributor gives you, and you can charge it. I say, charge the stuff and then let 'em wait. The distributor salesman will cut you off on credit much faster than a department store will on a charge account.

"The only trouble is that Gimbel's doesn't have too good a selection. I'd rather buy my stuff at Korkette's because they have everything you could want. But man, those prices are too much, aren't they? Somebody's pencil must have slipped on that last Gimbel's ad. How do you like that \$1.49 price?"

Give Up On Singles

Meanwhile, there were interesting reports on the changing status of the singles picture. The Record Shop, in the central city sector, rebecause we are losing money on tion of levying annual royalty fee

PHILADELPHIA—A major LP | them. There are too many of them | Al Miller, at Levin's Record and we get stuck with too many." store, sounded one bright note on

10 months ago. Now we're getting the street didn't get in its supplies back in, but we have a rack jobber of records in time. We're selling at handling them for us. We are just 86 cents regularly, but each week too small to force the distributor to we run a special of three of the take anything back. We get sick of hottest singles at 65 cents. It has enough so he can throw his weight around and force the distributors many years after his initial sucinto honoring his commitments."

ten's folded last week.

Another store, Allan Radio, in the picture. "Singles picked up

Eddie Fisher, a local light these cesses, was getting action on two Allan is being served by Rondell different records here this week. There were good reports on his manufacturing (with its own label) "Tonight," on Seven Arts and on and retailing, with several stores "Milk and Honey," on ABC-Parain nearby New Jersey suburbs. mount. Another new one getting Ronnie Schaff of Allan reported spins is "The Slide," by the Lavthat he has picked up a number of enders being distributed by Cameo. smaller retailers lately as singles Eugene Church is generating some accounts. Meanwhile, two more re- action with "Mind Your Own Busitail casualties came to light. Sand- ness," on King. Three thrushes, ers Modern Music Shop threw in Patsy Cline, Linda Scott and Timi the towel several months ago. Ler- Yuro were all reported doing well with their newest efforts.

sell for a minimum of 4 per cent over your own cost," this dealer Berlin Ct. Rules for GEMA Vs. Tape Recorder Owners

significant, perhaps decisive, legal recorder. Presumably, GEMA victory in its campaign to exact would obtain master lists of tape royalty payments from owners of recorder purchasers from producers

The West Berlin Superior Court has just ruled that the mere fact of tape recorder ownership is prima facie evidence of "intent to tape music."

Therefore, according to the court's decision, GEMA is justified in demanding annual royalty payment from each tape recorder owner on the premise he is taping music controlled by the German copyright society.

If the tape recorder's owner refuses the GEMA payment, he must furnish proof, according to the court decision, that he is not taping music and will not tape music for the rest of the calendar year.

In effect, the Berlin court's decision shifts the burden of "taping proof" from GEMA to the recorder owner.

The court's ruling thus bears out the recent warning of Dr. Erich Schulze, in a statement to the Billboard Music Week, that GEMA is determined to press the tape recorder issue to a successful finish.

When GEMA lodged the tape recorder suit with the Berlin court, ported, "We're giving singles up the German society stated its inten-

---ribution.

Short Disk Stocks Hurt Detroit

DETROIT - New records get- a week to get records into the

g some dealer action in Detroit store-in this case they come from

a shinning point in the East, rather

BERLIN — GEMA has won a of 10 Deutschemarks (\$2.50) per and then dun the owners on an annual basis.

> the tape recorder manufacturers would keep a list of all domestic purchasers of tape recorders, through instructions to distributors and retailers. These lists would be turned over to GEMA.

> Now GEMA has the apparent authority to demand the royalty payment, but it has still no practical way of enforcing the decision. Trade sources say it would be "patently absurd" for GEMA to establish a sleuthing arm dedicated to ferreting out and dunning tape recorder owners.

Trade sources estimate it would estimated 1,200,000 recorder owners (Dr. Schulze says this estimate

Thus, the West Berlin court's an elusive victory. Trade sources say the copyright organization now has the choice of (1) continuing its legal fight against Grundig and keeping of purchaser lists, these lists to be supplied to GEMA; or (2) ignoring the purchaser as an individual and focusing entirely on manufacturers.

Outlets; Doe, James, Sims Strong Prior to the Berlin court's ruling, Dr. Schulze indicated in his statement to BMW that GEMA had decided on the latter course.

GEMA proposed, Dr. Schulze explained, to levy a fixed royalty fee against each tape recorder solds

It was GEMA's idea that the

cost GEMA more money than would be derived in collections to compile meaningful lists of all the includes dictation machines).

decision has presented GEMA with broke loose on the New York dealer scene last week. Disk featured the Crystals, a rock and roll group, on the Phillie label (a brand other manufacturers to compel the new one) with a tune called "There's No Other (Like My Baby)." The record, a Biliboard Music Week Spotlight, in the October 30 issue, was getting good to excellent sales reaction in Manhat-

getting good action in New York city. A record shop in Harlem for are Linda Scott's record of "I Don't | instance, will have a record that Know Why" on Canadian-Ameri- is selling mighty well, and getting this fee to be included in the price can; Bobby Rydell's "I Want to no action downtown at all. Anbe paid by the Thank You" and "Door to Para- other store in Brooklyn, for examdise" on Cameo and the Magnifi- ple, will have a smash seller with cent Four's rendering of "The a local group in the neighborhood,

LEGIT REVIEW

'Kwamina' Slightly Out of Balance

As a vehicle for the musical theater, "Kwamina," which opened at the 54th Street Theater September 23, is less than adequate. The show suffers badly from a lack of balance. Some of the music by Richard Adler has lilt and life, the dance and musical staging by Agnes de Mille is almost always engaging and exciting, the settings by Will Steven Armstrong dazzle the eye with their mood, brightness and invention; but all the aforementioned go for nothing because Robert Alan Arthur's book founders in a sea of message.

In essence, the play is about the emergence of a new nation, an African nation, which has lived under British rule, and which finds a multiplication of problems in its birth as an independent State. It is a play of conflict; a musical, in fact, of too many conflicts. Interwoven into the action are the conflicts between black and white, Colonial Britain, and her subjects, tradition and progress, superstition and enlightenment, not to mention problems between boys and girls. The sheer weight of all these conflicts plus some embarassing torpid dialog blunts what should have been an energetic and vital production.

All the action in "Kwamina" takes place in West Africa, a land moving from darkness and Colonialism to freedom. Kwamina, played by Terry Carter, returns to his native village with a degree in medicine in hand and some very democratic Western ideas in his head. He is the chief's son to his own people, and a professional man to the white settlers; a female physician Eve, played by Sally Ann Howes, and the British Mandate Blair, played by Norman Barrs. Miss Howes readily accepts the young Negro doctor, but Barrs immediately gets into a battle with him about the proper place of the blacks in regard to exits and entrances.

What follows is a compounding of conflicts with the young English bred doctor running afoul of his own people's traditions in the person of the voodoo man Obetsebi, brilliantly and believably played by Brock Peters (the only really believable part in the entire book), his own father, when he refuses to marry a village girl to whom he became betrothed in childhood, and society in general when he and Miss Howes realize they are in love.

The culmination of all this, of course, comes when the chief dies and Kwamina becomes leader of the village. His betrothed is killed along with her lover in a wild but brilliant Halloween scene. The final episode is filled with songs and spirits of hope, but for the audience there is little more than hope—there is little that is believable.

The music, like the dance and staging, carries the show through an elongated first act. (There are two acts: the first running an overlong one hour and 40 minutes, and the second runs half that.) The brightest numbers are the leading "Cocoa Bean Song," a wild dance and sing rendition of "Welcome Home," and a third in which the children of the cast steal the show, "The Sun Is Beginning to Crow." Miss Howes tour de force, "You're As English As," has strong dramatic impact and humor, but, somehow, the listener has difficulty as he does in other numbers by Miss Howes, in getting Liza Doolittle out of his ears. The accent is so perfectly similar.

The players can hardly be blamed for the stiff and cumbersome dialog they are asked to recite throughout "Kwamina," for they are only speaking lines that are lacking in naturalness and flow. This, coupled with the burdensome conflicts of plot, makes "Kwamina" a show out of balance which carries its head above water through the long first act on the buoyancy of staging, choreography and music, but which suffers a quick drowning in the rapid climax of the implausable second act.

Jack Maher.

Singles Get N.Y.C. Boro Action; Crystals on Phillie Break Out

NEW YORK-One new record business was still holding up. A spokesman for Tri-Boro Records in Queens stated that the large stores selling single records at discount were grabbing off a lot of the singles trade. "I don't blame the kids for buying cheaper," he stated, "but it's pretty tough to compete." tan, Brooklyn and Queens.

County Breaks Breaking records in the New York area appears to have become

Among other fairly new records a regional task right within the "Are" on Whale, A num- and yet the record will have a were anxiously tough time getting off the ground Vames Ray's in Queens or the Bronx. And oftenta Make times the label is unable to get the ~ Ca- record moving in more than one et- section of the city even over a long period of time. It illustrates the difficulty of breaking a record

> across the country when it is hard to get a record started throughout

ne city.

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kens, Barbara George t in Balt. & Washington

chart climbers getting sales ords." "A Certain Girl," by Ernie aladiers on Miracle; "Every-Gotta Pay Some Dues," by in," by the Impressions on legging and racketeering. "Your Ma Said You Cried in Sleep Last Night," by Kenny on Musicor, and "Three Steps the Altar" by Shep and the tes on Hull.

ing a large spurt was "Moon by Mancini on RCA. ni's "Breakfast at Tiffany's" was outstripping everything newer album sales.

More Hot Ones

"Walk on By," by Leroy Van on Mercury; "The Way I by Jackie Wilson on Bruns-and "Young Boy Blues," n E. King on Atco. Gene s "Town Without Pity" on Musicor made sales the first-run showing of the iere, which included a perappearance by Gene, Hapor the nearby dealers, the ran out of disks and the ashed out to buy more to get lent autograph.

dealer reported good action Zentner's "Up a Lazy River" berty, and on "Little Man," nnie Francis on MGM. "Let Be Drums," by Sandy Nel-Imperial was beginning to (doing even better in Baltiand Bobby Rydell's "Door adise" on Cameo was comit of a slow start to make sales.

Loss of Thousands

st sales "that would total in ousands, if they were all up," said Milton Swiller, oes a brisk business in Recbe hitting the distributor, pattern. it's the manufacturers who iling to get the records out road.

ne of the hard-core, hip reccome in with BMW under irm. "They scare us by asknumbers they've seen adverby the manufacturer, and hat dollar is lost to record going pop.

Swiller is frankly a disr in the record line, "To this business, you have to a fight," he believes. Few argue.

contrast to this heavily d location in the heart of own Washington, a neigh-

ys Tour Columbia Plant

W YORK - Columbia Recand a full tour of its new n, N. J., plant last week. Campana, manager of artations and promotions for the took a group of radio execs Jim Love h the plant, showing off its big hit pressing machinery, with manager Joe Massimino act- Re guide. Among the guests onny Starr and Stu Walker NS; Ruth Meyers, Joe B. oe O'Brien and Frank Cos MCA, and Joe Marino

SHINGTON - Two break- borhood store uptown, the Austerested the Baltimore-Wash- drey Fichter, is pruning its pop dealers last week: "I Know" singles "down to the top 50, or rbara George on AFO, was perhaps the top 25," says salesman in the Capital, and "The Willard Chastain, "With today's leeps Tonight" by the Tokens troubles in getting the 45's, this is A, sold well in Baltimore. about the only answer for a neigh-Washington, last week, other borhood dealer who sells only rec-

Other area dealers dropping full lower 50. on Mint; "Greetings," by lines of 45's are in agreement with Chastain that the "fast buck, quick turnover" of today's music business firacles on Tamla; "Gypsy has made it susceptible to boot-

> even tried to browbeat us into setting up one of his racks in the II," by Dorothy Provine on Warner Dot; Bob Moore's "Mexico," Monstore," said one dealer.

Ladies' Day on BMW Hot Album Chart Shows Strong Distaff Side Sales Bid

the album market. Although Judy Wants" on Liberty. Garland is the only femme in the Also "bubbling" just off the montop 20 of BMW's best selling mon- aural chart this week are Roy aural chart this week, albums by Hamilton's "Only You," Epic; Sam six other thrushes are on the verge Cooke's "My Kind of Blues," and of moving on to the LP chart. "You're My Kind of Girl" by the There are eight canaries in the Norman Luboff Choir, RCA Vic-

Just off the chart this week are "One rack jobber in this area Fitzgerald's "Ella in Hollywood" on Other Great Hits" on Mercury; Verve; "Roaring Twenties, Vol. Billy Vaughn's "Berlin Melody," Bros.; Dinah Washington's "Sep- ument; Ray Charles' "The Genius

Kisses Sweeter Than Wine," monaural chart (as reported in Anita Bryant's first Columbia pack- BMW last week) are Bobby Lewis' age; "I Feel So Spanish" by Eydie "Tossin' and Turnin' " on Beltone; first week of November. Gorme on United Artists; Ella David Carroll's "Mexico and 11

NEW YORK - Female singers | tember in the Rain," Mercury, and | Sings the Blues," Atlantic, and are breaking through strongly in Julie London's "Whatever Julie "Drumsville," by Earl Palmer on Liberty.

Mitch Christmas Score

Mitch Miller's phenomenal, longtime success with his "Sing Along" albums was pointed up this week, when his latest album, "Holiday Sing Along With Mitch" moved onto BMW's best selling monaural Still on the verge of making the chart in the No. 135 slot. It is particularly unusual for a Christmas album to make the chart the

> Miller, whose NBC-TV show gives his "Sing Along" packages unprecedented exposure, currently has 11 "Sing Along" albums on the monaural chart-three of them in the top 20. His original "Sing Along With Mitch" LP (No. 13 this week) has been on the chart for 175 weeks.

The durability of another longtime best selling artist-Frank Sinatra-is also highlighted on this week's monaural chart. Sinatra's latest Reprise album, "I Remember Tommy" moved on the chart this week as No. 147. Sinatra now has six albums on the monaural chart including both the star's previous two LP's for his own label, Reprise.

E. J. Korvette's helped spark sales for Sinatra's "I Remember Tonimy" in the October 22 Sunday edition of The New York Times. (Continued on page 22)

Nelson, Dino Make "Little Altar Boy," a new disk by Healthy Economy Vic Danna, a semi-religious type

MINNEAPOLIS — This Twin Cities iron ore region appears to be emerging as the hit-making barometer for the Middle West. Dealers have consistently reported several breaking tunes, while other Midwestern dealers have had a comparatively slower singles sales situation. Only answer to date is a UA Ties Original

Iron ore strikes of several months back are over and workers are back on their jobs. Unemployment appears to be down. The buying mood has in general picked up, and the record business has gone with the tide.

Distribs

Distributors generally appear to be optimistic. They report their accounts receivable high, but this is natural for this time of the year because of the fall and Christmas programs involving delayed billing.

The big thing, said one distributor, "we're moving merchandise. Most of the bigger distributors are set up to handle the delayed billing, and many of the bigger manufacturers help out as well. We don't start worrying about bills until January-then if they (the dealers) don't pay, we start running into trouble.

Break-out tunes in the Twin Cities area — according to dealers and one-stops-are "Run to Him" by Bobby Vee, "The Lion Sleeps at Night," with the Tokens, and

"Little Altar Boy," by Vic Danna. The big seller up here is still Henry Mancini's "Moon River," but this has long been on the national charts and appears to be still climbing. Other chart tunes showing strong Minneapolis-St. Paul sales are "Blue Moon" by the Ventures, and "Walk On By" with Leroy Van Dyke.

Up in Fargo, N. D., Ron Clark at Station KXGO (one of the area's Music Mart is disillusioned with big break and their f

generally healthy economic picture in the area. Cast Package of Family Affair'

NEW YORK - United Artists Records has landed the originalcast album rights to the forthcoming Shelley Berman musical, "A Family Affair," and its parent movie firm, United Artists, is picking up a sizable amount of the show's \$350,000 backing.

UA's move into the Broadway show scene marks the first entry by a smaller label into the originalcast market, since Kapp lost more than \$70,000 on "Donnybrook" and ABC - Paramount dropped \$25,000 when "13 Daughters" folded after its Broadway opening.

Although Berman is under contract to Verve, the label only has him pacted for comedy performances and "solo songs." "A Family Affair" opens on Broadway February 3, with score (published by Tommy Valando's Sunbeam Music) by John Kadner and William Goldman, UA reportedly has also lined up movie rights to the show, thereby giving UA Records the sound-track package as well.

BMW NOTES

week's Country and Western Special in Billboard Music The three errors

Twin Cities Becomes Powerful Breakout Center for Hot Midwest Single Disks

well this time of the year.

At WIND, Morrie Streitmatter

possibilities: Gene Campbell's

"Turn Around, Look At Me"

(breaking in Milwaukee but still

not a factor in Chicago sales) was

action); "It Do Me So Good" with

Ann-Margret and "Johnny Will"

BALTIMORE - In Baltimore

last week, Sam Cooke's "Feel It"

was rapped by one dealer for its

suggestive title and words. A

dealer who has to make the scene

with upward of 30 teen-group

dances fostered by churches and

schools and apartment - house

groups say that the same good rock

tune by any other name would

have done a lot better in that area

and the beat, but the parents lis-

ten to the words, and they won't

This point was made by Mrs.

Roberson in the Music Mart. By

way of contrast, she pointed out

that "Big Bad John," still selling

strong, "had something for every-

body-even the parents liked it.'

"Moon River," Teeners who

couldn't get the single, shelled out

-"making a nice bit of music on

Radio Play Hit

heavy radio play of pop singles and

an aid to sales

play som-

have the record in the house."

"The teeners like the rhythm

than "Feel It."

tune that he felt should do very Ups Minn. Sales

CHICAGO-A pair of Minneapolis hits are starting to break strong had several tunes that he felt had in the Windy City and Milwaukee, following what appears to be a break-out pattern for hot new material in the Midwest.

"Let There Be Drums" by Sandy the hottest. Others: "I Don't Know Nelson (hitting BMW's chart for Why" with Linda Scott (hit BMW's the first time last week) and chart last week); "Miracle of St. "You're Ma Said You Cried in Marie" with Four Coins (no chart Your Sleep Last Night" by Kenny Dino (BMW's "Bubbling Under" last week) are the tunes and both with Pat Boone (both without any are getting excellent first reactions chart action). from retail outlets, one-stops and radio stations.

For the past month or so, Chicago has trailed its Twin Cities Parents Rap ribution was blamed anew market to the north by at least a couple of weeks. On numerous occasions hits have broken in the iron-ore belt, have drifted down to the Twin Cities, cut across to ty, one of several stores mas- Milwaukee and ended up in Chided by this dealer. How- cago. This week's two tunes by he thinks too much blame Nelson and Dino are following the

Milwaukee

Two other tunes are starting to break the Milwaukee hit barrier: "Turn Around, Look At Me" with ayers who patronize Record Glen Campbell (on BMW's chart for the first time last week) and "Losing Your Love" by Jim Reeves (not yet on the charts).

The new Mercury release, "Walk we haven't even had time to On By" with Le Roy Van Dyke, is yet." These knowing custo- getting considerable airplay in Chiwill keep after what they cago and could show up soon in -but the average teen-ager store sales. The tune is just startg in to buy a record, unable ing to break out in the Minneap-t it, will "take his dollar olis-St. Paul area, and is an excelmovie or a bowling alley, lent example of a big country tune

An interesting duel might be in And similarly, there is Mancini's the making over a ditty called "Peppermint Twist," A version by Danny Peppermint came out about for the Mancini album last week a week or so ago and is being picked up by Ron Clark of KXGO, the cash register." Fargo, N. D. (one of the big hitbreaking outlets up there), and Morrie Streitmatter, WIND, Chicago, one of the top rock and roll stations here.

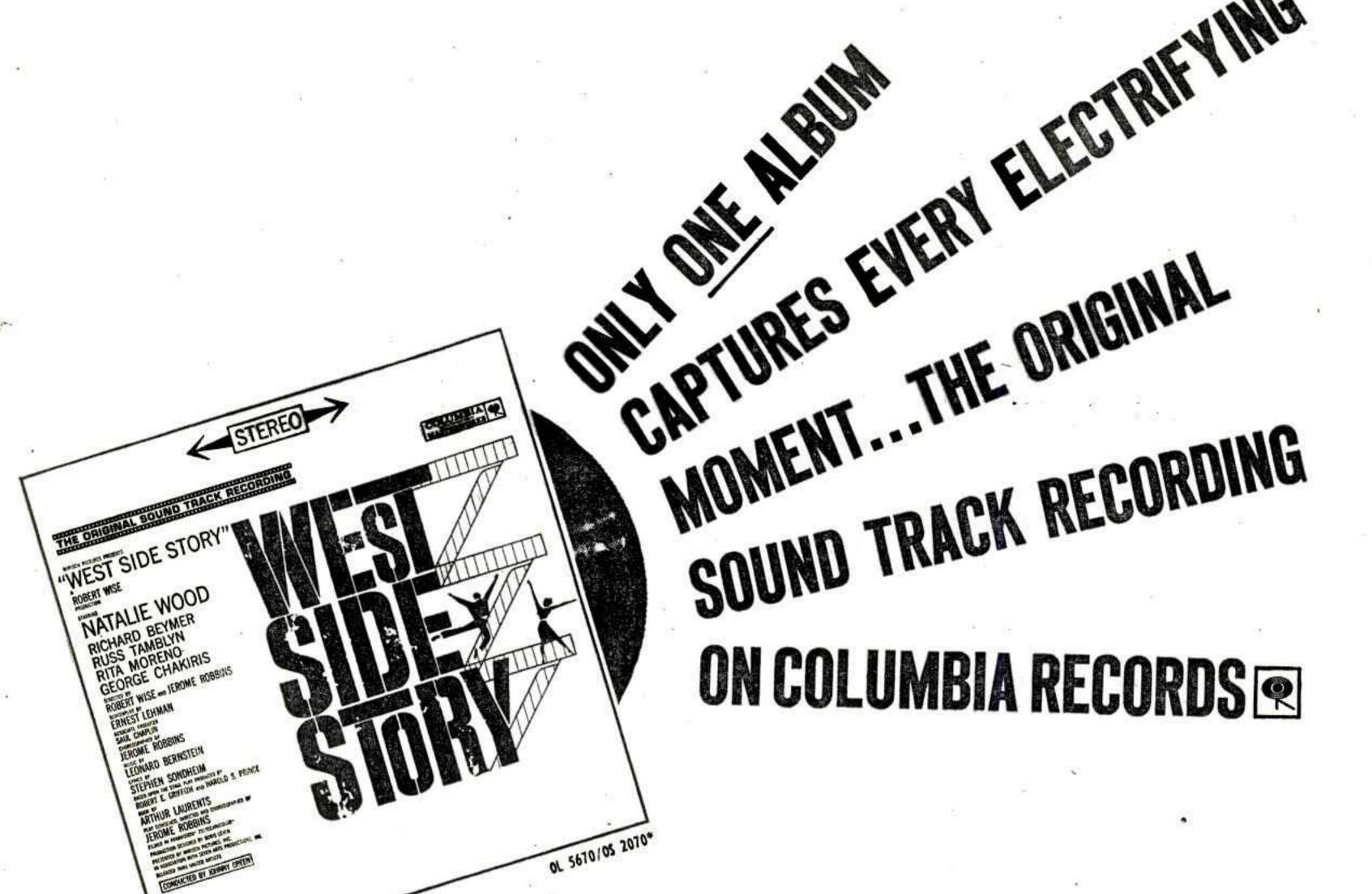
Covered

This week, a version by Dee, who has the bar Peppermint Lour and the Des

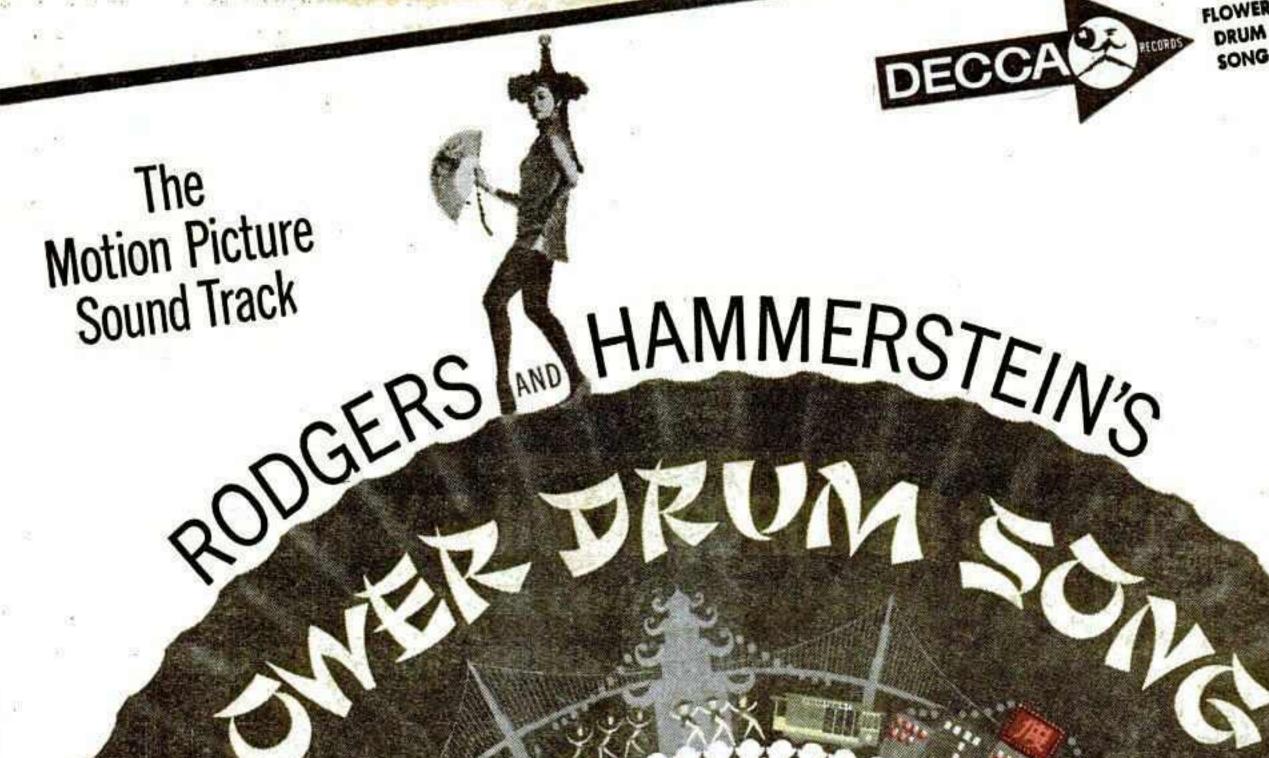
NEW YORK - In last

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A ROSS HUNTER Production in association with JOSEPH FIELDS

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NEW LP RELEASES

This listing of key LP's being released by manufacturers is intended as a buying guide for dealers and distributors. We will endeavor to list new LP releases as far in advance as practicable.

RCA VICTOR

CHOPIN'S CONCERTO NO. 1 IN E MINOR - Artur Rubinstein, New Symphony Orchestra of London, Stanislaw Skrowacewski, Conductor-LM-LSC 2575 (Nov.)

FRANCK: SYMPHONY IN D MINOR-Chicago Symptony Orchestra, Pierre Monteux, Conductor - LM-LSC 2514 (Nov.)

POULENC: CONCERTO IN G MINOR FOR ORGAN, STRINGS AND TIM-PANI; STRAVINSKY: JEU DE CARTES -Boston Symphony Orchestra, Charles Munch, Conductor-LM-LSC 2567 (Nov.) BACH: MASS IN B MINOR-Robert Shaw Chorale and Orchestra - LM-LSC 6157

THE INCOMPARABLE BJOERLING -Jussi Bjoerling-LM-LSC 2570 (Nov.) BIRGIT NILSSON-LM-LSC 2578 (Nov.) HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING-Original Cast-LSO-LOC 1066 (Nov.)

LET IT RIDE-Original Cast-LSO-LOC 1064 (Nov.)

MILK AND HONEY-Original Cast-LSO-LOC 1065 (Nov.) MORE MUSIC FOR DINING-The Mela-

chrino Strings and Orchestra-LSP-LPM 2412 (Nov.) MALAGUENA-Carlos Montoya - LSP-

LPM 2380 (Nov.) LANGUAGE OF LOVE-John D. Louder-

milk-LSP-LPM 2434 (Nov.) A CARLE-LOAD OF HITS-Frankie Carle, His Piano and Orchestra-LSP-LPM 2148

PACHANGAS — ARTHUR MURRAY'S MUSIC FOR DANCING-The Arthur Murray Orchestra-LSP-LPM 2428 (Nov.) FUN IN THE SUN-The Three Suns-LSP-LPM 2437 (Nov.)

BIG COUNTRY HITS—SONGS I HADN'T RECORDED TILL NOW-Hank Snow-LSP-LPM 2458 (Nov.)

THE INDISPENSABLE DUKE ELLING-TON-LPM 6009 (Nov.) MORE COUNTRY CLASSICS - Various Artists-LPM 2467 (Nov.)

NIGHT CLUB REVIEW

Peggy Lee Is Just Too Much

ever to stand in front of a microphone.

gave her services free for the evening.

Superlatives are no longer enough for Peggy Lee. The gal

is so outstanding, so much above the average of the better-

than-average night club performer, not only in her singing style

but in the excitement she generates, that to say she is superb

is almost faint praise. She is one of the great performers of the

era, and added to that, she is one of the most attractive femmes

thrown by Basin Street East in New York last Monday night

(30) when society, cafe society and show business assembled

for a dinner show given for the thrush's favorite charities and

which cost \$50 per person. The room, which owner Ralph

Watkins had dressed for the occasion, was jammed. Peggy

stayed on for almost an hour and a half, sang close to 30 songs,

and the toney crowd still didn't want to let her go. It was a

tribute to a wonderful performer. The loot collected from the

audience and the waiters, et al., went to charity, and Peggy

to give her own one-woman concert at Carnegie Hall. She is

no longer merely a pop singer. In her performance Monday

night, she actually sang groups of songs, blues, torch songs,

pop songs and the songs she has become identified with over

the years. She leads into each group with a bit of special

material, and the selections are neatly tied together. The way

quality. They include "Kansas City," "Basin Street," "Goin'

to Chicago" and "St. Louis Blues," among the blues items;

"Love Why Hast Thou Forsaken Me" and "Embeasse Moi," on

the torch side, and, of course, "Fever," "Manana," "Lover,"

"Why Don't You Do Right" and "Boston Beans" in the favorites

class. The backing by the Quincy Jones ork was swinging.

Peggy, too. Listening to her today is truly a rare experience.

Peggy's songs are remarkable for their depth, breadth and

her act is set it's more a concert than a night club act.

It is the feeling of this reviewer that Peggy is now ready

Her quality was outstanding at the white-tie premiere

NEAPOLITAN MANDOLINS — FSP-FPM 100 (Nov.)

LOS CHAKACHAS-FSP-FPM 102 (Nov.) CHANTE PARIS-Josephine Baker-FSP-FPM 101 (Nov.) MAGIC VIOLINS OF VILLA FONTANA

-FSP-FPM 103 (Nov.) AVE A GO WIV THE BUSKERS-FSP-FPM 104 (Nov.)

MORE DOUBLE EXPOSURE-Manny Albam and his Orchestra-LSA 2432 (Nov.)

CAPITOL

SWING! STAGED FOR STEREO-STAC 1635 (Nov.) STEINWAYS STAGED FOR STEREO-STAC 1636 (Nov. 13) PERCUSSION STAGED FOR STEREO-STAC 1637 (Nov. 13) STRINGS STAGED FOR STEREO—STAC 1639 (Nov. 13)

PUCCINI: MADAME BUTTERFLY-COM-PLETE OPERA-CL 3604-CL S 3604 (Nov. 13) BIZET: CARMEN-COMPLETE OPERA-

CL 3613-CL S3613 (Nov. 13) VERDI: SIMON BOCCANEGRA—CL 3617 (Nov. 13) GOUNOD: FAUST-COMPLETE OPERA-

DL 3622-DL S 3622 (Nov. 13) VERDI: LA TRAVIATA - COMPLETE OPERA-CL 3623-CL S3623 (Nov. 13) PUCCINI: GIANNI SCHICCHI — FSL 35473-FSL S35473 (Nov. 13) PUCCINI: SUOR ANGELICA—FSL 35748

(Nov. 13) BIZET: CARMEN-HIGHLIGHTS — 35818 (Nov. 13) VERDI: LA TRAVIATA-HIGHLIGHTS-35822-S35822 (Nov. 13)

GOUNOD: FAUST-HIGHLIGHTS-35827-

S35827 (Nov. 13) THE FABULOUS VICTORIA DE LOS ANGELES-35971-S35971 (Nov. 13) BERLIOZ: LA DAMNATION DE FAUST, OP. 24 HIGHLIGHTS - 35941-S35941

VERVE

CLAP HANDS HERE COMES CHARLIE -Ella Fitzgerald-V-V6-4053 (Nov.)

Bob Rolontz.

THE ESSENTIAL LESTER YOUNG -V-8398 (Nov.) LEE KONITZ MOTION-V-V6-8399 (Nov.) BLUE HODGE-Johnny Hodges - V-V6-

8406 (Nov.) THE ESSENTIAL COUNT BASIE—V-8407 (Nov.) STAN GETZ AND BOB BROOKMEYER-

IN A LATIN BAG-Cal Tjader-V-V6-8419 THE TRIO-Oscar Peterson, Ray Brown, Ed Thigpen-V-V6-8420 (Nov.)

V-V6-8418 (Nov.)

BUDDY RICH BLUES-CARAVAN-V-V6-8425 (Nov.) BOSS TENORS-Gene Ammons and Sonny

Stitt-V-V6-8426 (Nov.) KAI OLE-Kai Winding-V-V6-8427 (Nov.) ON BROADWAY . . . THE BEST OF YVES MONTAND-V-8428 (Nov.)

THE WORLD OF DOROTHY PARKER-V-15029 (Nov.) THE MANY SHADES OF BILLY GRAY— V-V6-15030 (Nov.)

MGM

GREEK SONGS - The Four Coins-E-SE3944 (Nov.) SONGS OF ACTION-U. S. Coast Guard

Academy Singers—E-SE3948 (Nov.)
CONNIE FRANCIS SINGS FOLK SONG FAVORITES-E-SE3969

THE SPECTACULAR SOUND OF SOUSA -Paul LaValle and the Band of America -E-SE3976 (Nov.) MUSIC FROM EL CID-Miklos Rozsa

Composer and Conductor - E-SE3977

(Nov.) MARTHA SCHLAMME IN CONCERT-E-SE3978 (Nov.) MARTYN GREEN SINGS THE GILBERT

AND SULLIVAN SONG BOOK-E-SE-3980 (Nov.) DANCE ALONG WITH LOPEZ-Vincent

Lopez and his Taft Hotel Orchestra-E-SE3981 (Nov.) THE MOOD IS SWINGIN'-Joni James-

E-SE3987 (Nov.) THE JUDY GARLAND STORY: THE STAR YEARS-E3989 P (Nov.)

THE MOOD IS ROMANCE—Joni James— E-SE3990 (Nov.) THE MOOD IS BLUE - Joni James-

E-SE3991 (Nov.) TODAY'S TEEN BEAT - The Titans-E-SE3992 (Nov.) MAY YOU ALWAYS - Page Morton-E-SE3994 (Nov.)

MERCURY

GALAXY OF HITS-Patti Page, Brook Benton, the Platters, Dinah Washington, Damita Jo and others-SRD 11-MGD 11 (Nov. 1)

GALAXY OF COUNTRY AND WEST-ERN GOLDEN HITS - George Jones, Leroy Van Dyke, Jimmie Skinner, Claude Gray and others-SRD 12-MGD 12

MORE GOLDEN HITS-Eddie Howard-SR 60655-MG 20593 (Nov. 1) CLYDE MCPHATTER SINGS THE GOLDEN BLUES HITS- SR 60655-MG 20587 (Nov. 1)

FRANKIE LAINE'S GOLDEN HITS-SR 60587-MG 20587 (Nov. 1) GOLDEN HITS BY TONY MARTIN-SR 60644-MG 20644 (Nov. 1)

SARAH VAUGHAN'S GOLDEN HITS-SR 60645-MG 20645 (Nov. 1) VELVET VIOLINS OF CARROLL, CLEBANOFF-SR 60224-MG 20564

(Nov. 1)
DANCIN' AND SINGIN' WITH TINY HILL—SR 60630-MG 20630 (Nov. 1) THE KING OF THE GOSPEL SINGERS -Little Richard-SR 60656-MG 20656

(Nov. 1) JAN AUGUST STYLES THE GREAT POP PIANO CLASSICS-SR 60659-MG 20659 (Nov. 1).

BALLET WITH A BEAT-Hal Mooney-PPS 6017-PPS 2017 (Nov. 1) MARCHING ALONG - Mike Simpson-PPS 6018-PPS 2018 (Nov. 1.

QUINCY JONES AND HIS ORCHESTRA AT NEWPORT 61-SR 60653-MG 20653 (Nov. 1) MY KINDA SWING-Ernestine Anderson

-SR 60175-MG 20496 (Nov. 1) THE LUSH SIDE OF CANNONBALL-By Cannonball Adderly-SR 60652-MG 20652 (Nov. 1) BALALAIKA-MUSIC AND SONGS OF

WHITE RUSSIA-By Svedlanoff and Poustylinikoff-SR 604-MGI 204 (Nov. 1) THE ST. OLAF LUTHERAN CHOIR-SR 60636-MG 20635 (Nov. 1) KHACHATURIAN GAYNE BALLET-

TCHAIKOVSKY ROMEO AND JULIET -Antal Dorati and the London Symphony-SR 90209-MG 50209 (Nov. 1) BERG SUITES FROM LULU AND WOZ-ZECK-London Symphony-SR 90278-MG 50278 (Nov. 1)

man Rochester Orchestra-SR 90165-MG 50169 (Nov. 1) FRANCK SYMPHONY IN D MINOR—

HANSON NORDIC SYMPHONY—East-

Detroit Symphony—SR 90285-MG 50285

LATE POP SPOTLIGHTS

SINGLE

CHUBBY CHECKER

THE TWIST (Jay & Cee, BMI) (2:32)—TWISTIN' U.S.A. (Kalmann, ASCAP) (2:20) — Parkway has re-released Checker's old hit to cash in on the new "Twist" dance fad. Checker recently sang the tune on Ed Sullivan's TV show, which should also help sales. A rocking performance which could make the charts again. Watch it.

TICO AND THE TRIUMPHS



MOTORCYCLE (Wajoma, BMI) (2:08)—Here's a teenslanted disking that could be a big seller to the 14-year- vice-president and general manold set. Amy picked up the master from the Coast. Tune ager of the firm. Stewart M. Levy starts with a motorcycle sound and then the lead swings is prexy of Worldwide, which is into a wild reading of the rocker with the group backing represented by the Coolicans, Inc.; him in Marcels' style. Flip is "I Don't Believe Them" the Ameche firm is represented by (Landis, BMI) (2:05).

Deejay Program

Continued from page 1

cal, pop, rock and roll, jazz and country and western.

Ameche's shows feature as deejays himself, Pat Boone, Jane Morgan, Hank Thompson, Johnny Bond and others. The Worldwide Parkway 811 line-up includes rock and roll and rhythm and blues programs piloted by George (Hound Dog) Lorenz, Amy 835 Resono, Inc.

MUSIC AS WRITTEN

New York

Pete Seegar is in Europe on a concert tour with his wife and daughter. . . . Keynote Distributors is now handling Caedmon Records in Cleveland.... Eddie White's Yamaha Music has acquired the Rambed and Debmar catalogs for Japan.... Don Robey of Peacock finished a hunting vacation in Denver. ... Myrl and Moonglow Records are being distributed by Bob Heller in Philadelphia.... Hopkins Equipment in Atlanta and Bold Records in Miami are new MGM, Verve and Cub distributors.... Jim Scherner is the national sales manager for Heart Records in Birmingham.

Former MCA agent Mimi Weber has opened her own personal management firm in New York.... Jack Jones is out of the Army and back with his singing career. . . . Disneyland Records are being distributed by Record Distributors in Miami. . . . John Bosworth, State editor for the Meridian Star of Meridian, Miss., is having two of his songs, "Sometimes" and "Magnolias in Meridian" recorded and published by Vincent Lopez.

Former ork leader Allen Roth, now off the ailing list, intends to return to show business in Pennsylvania's Stroudsburg. ... The Marty Melcher firms, Arwin Records, Daywin and Artist Music are moving to the Coast, and Bob Crystal will head the organization out there. . . . Joe Rene has renewed his Beltone a.&r. contract on a long term basis. . . . Amy Records has picked up the master of "Motorcycle" by Tico and the Triumphs.... Fenway Records is handling the United Artists line in Pittsburgh. ... Cleffers Paul Evans and Fred Tobias have teamed up. First song is "Johnny Will" waxed by Pat Boone.

Epic has signed two country artists, Dick Flood and Virginia Spurlock.... Vanguard has signed Shoshana Damari. Clara Ward, Erik Darling, the Greenbriar Boys, the Arbors and Hedy West, David Gude and Jackie Washington. . . . Dick Schory will present an evening of percussion pop music at Carnegie Hall November 19.... Marmeduke and Knollwood Music have acquired the Mundell Lowe score for the flick "Pattern of Evil." ... Alan Breeson and wife Rexine became the parents of a boy, Martin Steven, last week. Breeson is the assistant disk buyer for the J. W. Mays chain in New York. Mrs. Breeson is the daughter of chanter Rex Allen.

Connie Francis' MGM waxing of "Have Yourself a Merry Little Christmas" is the Christmas Seal Song of 1961 for the National Tuberculosis Association. . . . N. Y. Herald Tribune jazz critic George Simon's new book "The Feeling of Jazz" will be issued next week (14).... Karen Chandler and the Si Zentner ork are being publicized by the Mal Braveman office.... Prestige Records has upped Ron Eyre to vice-president in charge of sales, and has also appointed Benny Robles as field promotion head, Marion Bobel to national promotion chief, and Alfonso Johnson as dealer promotion exec. Bob Rolontz.

Chicago

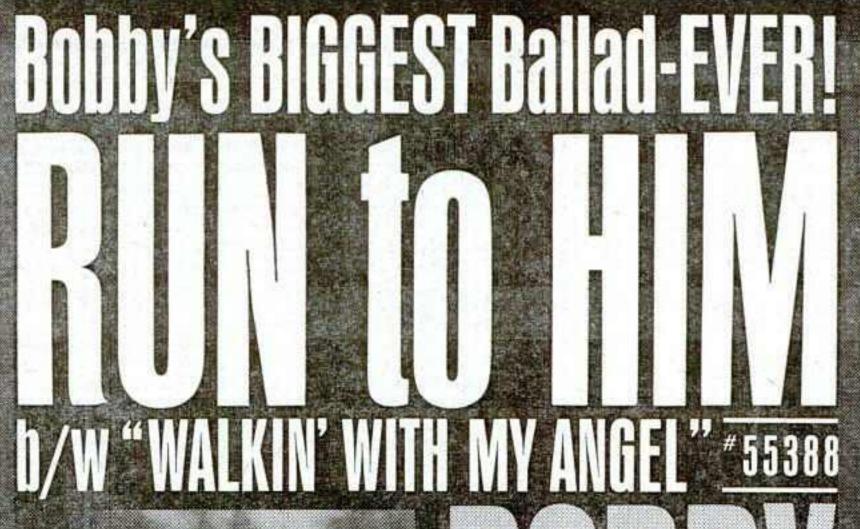
Amanda Ambrose, currently appearing in Leonard Bernstein's "Trouble in Tahiti" at the Gate of Horn here with Alexandra Hunt and Frank Carroll, has a pair of singles coming shortly on Vee Jay. The trio (Ambrose, Hunt and Carroll) were taped by WNUR's Dick Aleskow for a take on modern jazz to be aired on Aleskow's show. . . Joe Segal, a. & r. head of Delmar Records here, adds a weekly two - hour "Jazz "Progressions" show on WSBC-FM to his activities. . . Fred Straus, associated with Reginald J. Holzer in the newly formed Mid-American Motion Picture Corporation here, is negotiating for sale of a master he picked up by Lee Mathews, Cleveland.

Cosnat takes on Eve Records, new label here. Mike Andalina wrote the first release by Eddie Lee and his group. . . Mauri Lathowers, Capitol's promotion mahoff here, is doing some weekend club dates — Maurie blows a mean tenor sax with a local group. . . . Summit has taken on the Jazzland label, subsidiary of Riverside. . . It's a double coup for WCFL's Jay Smith — a pretty new wife, Susan, from New York, and a new show, his first, every Saturday . . . Barry Gordon, whose first Mercury release came out recently, appears on the Jack Benny TV spectacular this month. . . Playboy adds a third showroom — it actually built a fifth floor on the top of the building.

Capitol closes its Indianapolis., branch this week, with the Chicago branch taking over the Indiana territory. Resident salesmen will be stationed in the Hoosier State but merchandise will be shipped from Chicago. Ken Harric, Indianapolis manager leaves the firm. Other staffers are being absorbed in numerous Capitol branches. . . Rocco (Rocky) Catena, star salesman for Capitol in Chicago is promoted to assistant sales manager. . . . Mel Hall, former program director for WJJD here, replaces Dick Drury as program director at station KQV, Pittsburgh. . . David Allen, scat-singing tenor at the Playboy here, joins forces with arranger-conductor Bob Florence to do an album for Decca featuring the "bunny" theme. Allen tapes the Steve Allen show later this month for December 20 airing.

Amanda Ambrose, currently appearing in Leonard Bernstein's "Trouble in Tahiti" at the Gate of Horn here with Alexandra Hunt and Frank Carroll, has a pair of singles coming shortly on Vee Jay. . . . Joe Segal, a.&r. head of Delmar Records here adds a weekly two-hour "Jazz Progressions" show on WSBC-FM to his activities. . . . Fred Straus, associated with Reginald J. Holzer in the newly formed Mid-America Motion Picture Corpration is negotiating for sale of a master he picked up by Lee Mathews, Cleveland. Cosnat takes on Eve Records, new label here. Mike Andalina wrote the first release by Eddie Lee and his group. . . Summit has taken on the Jazzland label, subsidiary of Riverside. . . .

(Continued on page 12)



Yes, Bobby Vee does it again—this time with a smash ballad that's already selling big, and which will soon be selling the biggest!







RST IN THE FOREGROUND OF SO

FOLK TALENT & TUNES

By BILL SACHS

Disk spinner Lawton Williams, who also heads up the program department of KCUL, Dallas-Fort Worth, reports that the station is enjoying the highest rating in its history. The 50,000-watt, allcountry and western outlet features top-rated country deejays with local news and weather seven days a week. A thorough sprinkling of sports is thrown in to keep up with the trend of the sports-minded listeners served by KCUL, Williams says. He has been making personals in the Dallas-Fort Worth area in recent weeks to plug his new Mercury platter, "Anywhere There's People." . . R.E.F. Recording Company, P. O. Box 448, Indiana, Pa., has three new releases in 'Francine," by Bob Scott; "Thunder, Lightnin'," by Steve Shuma, and "Just One Step Too Many" b.w. "I Won't Believe My Eyes," by Ron Castle, a newcomer to country music. A request on your station letterhead will fetch you sample copies.

Tom Reeder has returned to WARI Radio, Abbeville, Ala., as deejay and general manager, after spending two weeks in Richmond, Va., winding up last-minute preparations on WDYL Radio, which hit the airwaves last weekend, with Bob Cobbins as general manager. In addition to his managerial duties at WARI, Reeder is programming eight hours of country music, six days a week. His most requested tunes at the moment, he reports, are Hank Locklin's "Happy Birthday to Me," Jimmy Dean's "Big, Bad John," Bill Phillips' "The Outsider," Bill Anderson's "Po' Folks" and Clyde Beaver's "Ain't Gonna Drink

More." . . . If you've been missed in the mailing of Jimmy Simpson's new Nashville release, "Life Goes On (I wonder Why)," shoot an airmail request to Jimmy at Radio Alaska, Box 1960, Anchorage, Alaska, where he spins the c.&w. melodies.

Copies of the new Columbia release, "Diesel Train" b.w. "Beautiful Moon of Kentucky," by Jim and Jesse, may be obtained by writing to the lads, on your station letterhead, at P. O. Box 801, Lynn Haven, Fla. . . . WCNG, Cannonsburg, Pa., has changed its call letters to WARO. Artists, distributors, publishing firms and diskeries are asked to change their lists accordingly. . . . Requests for record service on c.&w. and gospel disks have been received from Joe Ray, WWYN, Erie, Pa.; Harold Showman, WVSC, Somerset, Pa.; Jerry Woodring, WTRN, Tyrone, Pa.; Gilbert Carney, WPME, Punxsutawney, Pa.; Dean Sharpless, WPHB, Sandy Ridge, Pa.; Howard Vokes, WAVL, Apollo, Pa.; Tom Conners, WCPA, Clearfield, Pa., and Virge Brown, WGRP, Greenville, Pa.

Little Joe Penny, for the past year with WNNT, Warsaw, Va., has joined WYAL, Scotland Neck, N. C., to fill the spot recently vacated by Tom Reeder. Little Joe is pushing six hours of country wax daily. He says he is working toward building a better c.&w. library for the new 5,000-watter and will try anything that has grooves. . . . Lynn Stanton, who has her own "Lynn Stanton Show" daily over WREM, Remsen-Utica, N. Y., appeared recently with Johnny Cash on WREM's "Radio Jamboree" at Utica Civic Auditorium. Lynn is a former nitery thrush. . . . Slats Jackson, c.&w. deejay at Station WMVG, Milledgeville, Ga., says he'd love hearing from all c.&w. artists who have records they'd like played.

Charlie Grant has recently shifted from Woodward, Okla., to Station WLIL, Lenoir City, Tenn., where he airs the country melodies six days a week. He invites c.&w. acts working the area to drop in for a visit. WLIL covers all of East Tennessee and reaches well into surrounding States, Charlie claims.

Drinkin' Night Hawk, as he has billed himself in the past, has joined WSIG Radio, Mount Jackson, Va., to do a daily platter program of country and gospel music. Moore was formerly for 12 years on WWVA, Wheeling, W. Va. . . . Deejay copies are available on Raven Records' new release, "That's a Joke, Son" b.w. "I Should Know Better," by Jerry Venable. Address your request to M. M. Henderson, Raven Records, 15½ South Walker, Oklahoma City.

George (Pop) Popkins, who left the business two years ago to engage in commercial lines, is back in the business as production manager, program director and c.&w. deejay at Station WXGI, Richmond, Va. Zag Pennell recently left the station. . . . Don L. Smith, program director at Station WEYE Radio, Sanford, N. C., typewrites, to wit: "It is depressing to check the country charts each week in Billboard Music week-we use nothing else-and find that we have maybe 10 out of the Top 50. The Big Eye is programming about 20 hours a week of country music. The top artists are the ones neglecting to send their records. I've written their

BATTLE OF SOUND LINES GROWS MORE INTENSE

NEW YORK—The competition for the consumer's ear in the sound field is growing more intense. Command Records, which at one time had the field almost entirely to itself, is now being given a nudge by other sound labels, especially by London's new Phase Four stereo line. At the same time Command itself is moving into other fields, such as classical, and is recording on 35-mm. film tape to stay ahead of the field.

London's Phase Four line appears to be one of the hottest of the many new sound lines on the market. Of the first group of Phase Four sets released, just two months ago, three have already jumped on Billboard Music Week's Best Selling Stereo Chart, including "Pass in Review" by the Bob Sharples ork, "Big Band Percussion" by the Ted Heath ork, and "Melody and Percussion for Two Pianos" with Ronnie Aldrich.

Columbia and Victor

Victor reports that its Stereo Action line is growing in appeal, and Columbia is toying with a sound line of its own via the five special sound albums released a month ago by Jack Pleis, Si Rady, Johnny Williams, Jose Greco, and Andre Kostelanetz. Meanwhile, Capitol will take the wraps off its new sound line come November 15.

The number of labels in the sound disk business has jumped to over a dozen now, including Mercury, MGM, Time, Audio-Fidelity, Riverside, Liberty (Premier), Direction Sound, Continental, Warwick, Decca, Medallion and Columbia, Victor

and Command.

Command, in addition to moving into the classical field, has come up with new packaging on its classical line, and art work without dots and dashes. At the same time the firm is making the most of its 35-mm, tape process. Command now has one of the biggest-selling new stereo LP's in the country with its "Stereo-35-mm." album.

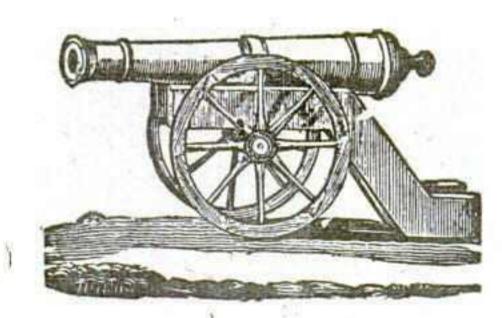
managers, premotion men—
and even to the artists themselves—but, alas, to no avail.
We do not have a budget for
buying records. Any artist who
sends us records can be assured of spins. Our market is
hungry for real down-to-earth
country and gospel music."

George A. Crumb, president of WCMS Radio, Norfolk, Va., reports that platter spinner Sheriff Bill Davis, long a champion of country music in the Tidewater section of Virginia, returned to WCMS November 1 after several years' absence. Davis introduced Louder Than Words," by Jacobs Louder Than Words, by Jacobs Louder Than Wo

country music to the area in late '40's on WLOW. He later I Tidewater's only TV country mu show on the now-defunct WTA TV. Davis first joined WCMS 1954. . . . Kisky Records' two r releases, "Chapel in the Moonlig b.w. "Guitar Boogie," by the Fat ner Brothers, and "I've Lost Y Forever" b.w. "Actions Spe Louder Than Words," by Ja Cartright, may be obtained by w ing to the firm's promotion Mabelene Baker, at 523 Bu Street, Vandergrift, Pa. Put y (Continued on page :

Heading for the charts! Heading for the charts! Heading for the charts!

JAZZ GUNS **OF ** NAVARONE



featuring the tenor sax of

JOHNNY GRIFFIN

Breaking in Los Angeles, Detroit, New Orleans and Cleveland

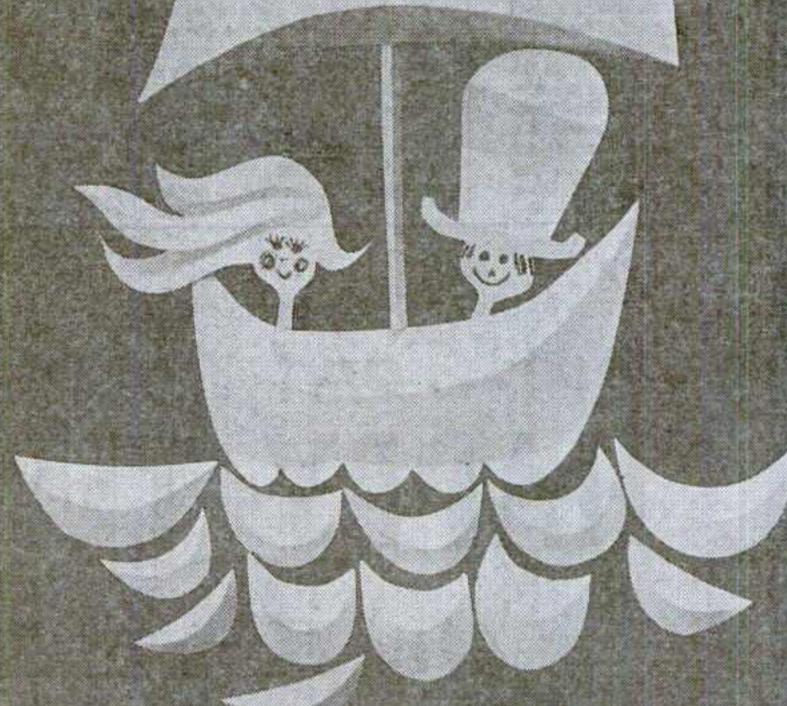
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LAZY
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This BIG Big-Band sizzler is smashing with

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...and with his SMASH album: "BIG BAND PLAYS THE BIG HITS"

Up A Lazy River; Asia Minor; African Waltz; Walk—Don't Run; Raindrops; Tenderly; Calcutta; Save The Last Dance For Me. Wonderland By Night; Apache; Because They're Young; Will You Love Me Tomorrow.



LRP-3197/LST-7197

A smash album on the West Coast-and spreading fast!





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Millo Y. * . * * HIT, REMINDERS **ROCK-A-BYE YOUR BABY** WITH A DIXIE MELODY JUDY GARLAND . Capitol ARETHA FRANKLIN . Columbia FOR ME AND MY GAL FREDDY CANNON . Swan SHOES b/w LA FEMME LENNIE MARTIN & His Orch. Robbe MILLS MUSIC, INC., 1619 B'way, N.Y.C.

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RECORDAID, INC.

P. O. Box 5765, Philadelphia 20, Pa.

For Thanksgiving Programs LENNON SISTERS "THANK THE LORD FOR THIS THANKSGIVING DAY"

Thanks,

MUSIC AS WRITTEN

Continued from page 8

Capitol's national sales promotion manager for singles, Jay Swint, toured the area with Mauri Lathowers, local promo Nick Biro mahoff for the branch.

Philadelphia

Ed Cotlar, local record exploiter, has been set as Philadelphia area promotion representative for Acuff-Rose and Hickory Records. . . . Marshall Verbit, son of Nelson Verbit, head of Marnel Record Distributors, and Lynda Balin have announced their engagement. . . . Clarence Fuhrman has been renamed musical director for the dance and pop concert sessions staged during the summer of 1962 in Ocean City, N. J., at the resort's Municipal Music Pier. . . . Earl Denny band back on the stand at Frank Palumbo's for the eighth year.

Maurie H. Orodenker.

Cincinnati

There was a pilgrimage out of here last week for WSM's Country Music Festival in Nashville, held over the weekend. Jerry Weiner, local RCA Victor Records nabob, planed out for the country music capital Wednesday (1). Ray Scott, former c.&w. deejay here and now an exec at WNOP, Newport, Ky., accompanied by Mrs. Scott, motored to Nashville Thursday (2), along with Ray's songwriting brother, Walter, and the latter's wife. Also making the trip Thursday (2) was Weiner's Gal Friday, Julie Godsey, accompanied by Emily Asbury, of Jeffersonville, Ind., former Louisville newspaperwoman now engaged in publicity and promotion work in the latter city. . . . The Limeliters made an appearance on the Ruth Lyons "50-50 Club" Thursday noon (2) via WLW-T and the Crosley Broadcasting radio-TV network, and in the afternoon did an autograph session at Shilito's record department. Friday night (10) finds them at Music Hall here for a concert session. They will meet the local deejays and trade press Thursday night at a cocktail session hosted by Jerry Weiner and Julie Godsey at the Carousel, swank suburban spot.

Local band leader Charlie Kehrer has just finished a second album for King Records, with release set for mid-November. Titled "House Party," the package comprises 28 tunes. King exec Hal G. Neeley has plans to take one of the songs from the album, "Hot Lips," a la the late Henry Busse, to release as a single. Kehrer used his previous King album as a promotional mailing piece, the gimmick netting him a number of dates within a 300-mile range of Cincy. . . . Liberace, on his recent one-nighter at Music Hall here, pulled a disappointing \$6,000 gross. . . . Guy Lombardo set for a one-nighter at Memorial Hall, Dayton, Ohio,

Rap Cooke Single

Continued from page 3

bottom of the charts as well as the top sellers. He said folk music sells well for them, and "Mexico," by Bob Moore on Monument, is currently selling fine.

'Turn Around' Hot

Very strong in Baltimore last week, in addition to the rocketing "Moon River" by Mancini, were "Turn Around, Look at Me" by Glen Campbell on Crest; "Your Ma Said You Cried in Your Sleep Last Night," by Kenny Dino, and the new breakout, "The Lion Sleeps Tonight," by the Tokens on RCA Also catching on were "The

Roach," by Gene and Wendell, R. S., and Sandy Nelson's "Let There Be Drums," on Imperial.

Short Disk Stocks

Continued from page 4

result of distribution problems, but may be resumed.

"Discounting is hurting bad," an vertising, Barbara White sa East Side dealer said, and noted-"We are open 12 hours—the discounters are open from 8-12 hours, door prize to store visitors. The and we can tell it by the business ject is to get traffic and expe when they're open. We only get potential customers to the sel Young" by Perry Como. The sta- tions in the racks.

Healthy Economy

• Continued from page 3

tion's "big five of the future" clude: "The Fog and the Grog" Mitch Miller, "The Bridge of Lov with Joe Dowell; "Another Tin Another Place" with Jerry Va "Blue Hawaii" by Jane Morga and a two-sided disk by Tony Be nett, "Comes Once in a Lifetim and "Tender Is the Night."

A consensus of dealer sales a air play shows the big selling tur -already well entrenched on t charts-for the Twin Cities ar are: "Big Bad John," Jimmy Dea "Runaround Sue," Dion; "Mo River," Henry Mancini; "Bris Stomp," Dovells.

our business after they close at o'clock."

One Dealer, White's Reco Shop, reported business good rig now, however, reason is basica the decision to do some promoti -by a sale price, cutting from to 79 cents, and using radio Other gimmicks are used perio cally - like an album offered

November 26. . . . Barney Rapp's band resumed its regular Saturday night dance sessions at the Sheraton-Gibson Hotel's Rathskeller Saturday (4). Bill Sachs

Pittsburgh

Pat Boone has been signed by booker Joe Hiller to make his Pittsburgh night club debut at Rose Calderone's Twin Coaches November 24 for nine days. . . . Neil Sedaka spent a day here promoting his new RCA Victor platter, "Happy Birthday," and Hugo Winterhalter also arrived to plug his waxing of "I Believe in You." . . . The Jive Five, whose "Never Never" has taken off fast here, will be among the record names to appear at a Syria Mosque concert November 22 under auspices of Porky Chedwick, the WAMO deejay. Others signed include Shep and the Limelites, the Five Satins, the Spinners, Little Caesar and the Romans, the Shells, the Skyliners and Jerry Butler.



is on the move...and

"HAPPY TIMES

(Are Here to Stay)

D.J.'s all over the countr have unleashed a smash nev single from a smash albun

TONY ORLANDO

has his THIRD straight Epic hi

"HAPPY TIMES (Are Here to Stay)



Argo LP 642 (mono 6 stereo)



Argo LP 627 (mone only)

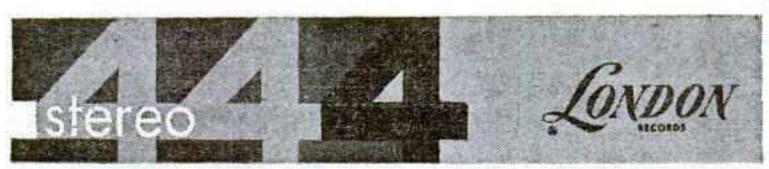
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"may make all other stereo obsolete"

John David Griffin, New York Mirror

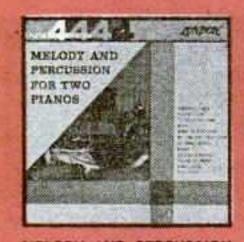




ALREADY ON THE BEST SELLING CHARTS



PERCUSSIVE OOMPAH
Rudi Bohn and his Band
Beer Barrel Polka; Liechteneteiner Polka; Pennsylvania
Polka; Tao fat Polka; GoodBye; Trink, trink, Bruderlein,
trink; O du lleber Augustin;
The Happy Wanderer; Auf
Wiederseh'n, Sweetheart;
Mack the Knife; others.



MELODY AND PERCUSSION
FOR TWO PIANOS
Ronnie Aldrich & 2 Plance
Unforgettable; Secret Love;
To Each His Own; Ruby; April
in Portugal; My One and Only
Love; Autumn Leaves; Misty;
Golden Earrings; Young at
Heart; April Love; The Gypsy.



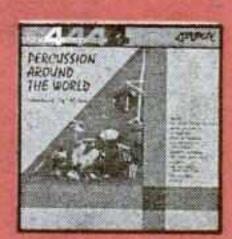
PASS IN REVIEW
Prod. dir by Bob Sharples
Rule Britannio; Scatland the
Brave; Waitzing Matilda; La
Ritirata Italiano; Mexican Hat
Dance; Lili Mariene; When
the Soints Go Marching In;
Dixie; Anchors Aweigh; Meadowland; Stars and Stripes,
others.



BIG BAND PERCUSSION
Ted Heath and his Music
Johnny One Note; Blues In
the Night; Peanut Vendor;
More Than You Know; Poinciana; Drum Crazy; Taking a
Chance on Love; It Ain's
Necessarily So; Daddy; Mood
Indigo; Thou Swell; But Not
For Me.

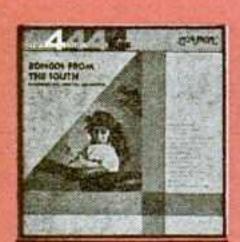


EXOTIC PERCUSSION
Stanley Black and Orch.
Temptation; By the Woters of Minnetonka; Adieu Tristesse; Jungle Drums; Hymn to the Sun; Babalu; Old Devil Moon; Bala; Moon of Manakoara; Misiriou; Flomingo; Caravan.



PERCUSSION AROUND THE WORLD-Int'l "Pop" All Stars Valare; Poor People of Paris; Never On Sunday; to Montana; April In Partugal; Auf Wiederseh'n, Sweetheart; Japanese Sandman; Third Man Theme; Colcutta; Children's Marching Song; Cielito Unda; Frenesi.

AND THESE ARE BUBBLING UNDER



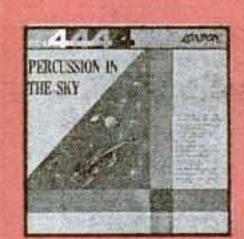
BONGOS FROM THE SOUTH Edmundo Ros and Orch.

Lisbon Antiguo; Deep in the Heart of Texas; in a Little Spanish Town, Roses From the South, Taboo; La Comparsa, Moon Over Miami, Lady of Spain, El Cumbanchero; When the Spains Go Marching in; Brazil; others.



TWELVE STAR PERCUSSION Int'l "Pop" All Stars La Mer, Why Don't You Do

Right; Three Billed Mice; Green Eyes; Lover; I Got Rhythm; Button Up Your Overcoat; Just A Gigolo; We'll Be Together Agoin; Pennies From Heaven; Nice Work II You Con Get It; Adlos Muchachos.



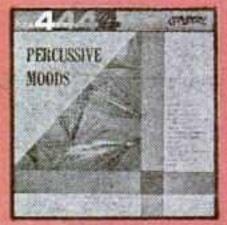
PERCUSSION IN THE SKY Werner Müller and Orch.

You Are My Lucky Star; The High and the Mighty; Don't Let the Stars Get in Your Eyes; I've Got the Sun in the Morning; Blue Moon; Look for a Star; Moonlight Becomes You; Over the Rainbow; I'm Sitting on Top of the World; others,



PERCUSSIVE LATIN TRIO Los Machucambos

La Cucaracha, Perfidio; Lo Bamba, Pepito; Adias, La Palomita; Amor Amar, Pajaro Campana, Otorino Laringolo; Granada, Cascado; Subo Subo.



PERCUSSIVE MOODS Johnny Keating's Kombo

Colonel Bagey, In the Still of the Night, Mountain Greenery, Do Nothin' Till You Hear From Me, Headin' North: The Dankey Serenade, The Trolley Song, Dellich; Ball Ho'l; Dan't Gat Around Much Anymore; others.



THE PERCUSSIVE 20's
Eric Rogers and his Orch.
Tiger Rag, Whispering, Black
Bottom, Tea for Two, Ain's
She Sweet, Fascinating Rhythm,
Chicago, Me and My Shadow,
Who?, The Birth of the Blues,
Charleston, She's Funny That

Attention Radio Stations:

You may purchase one complete set of 12 (mono or stereo) for \$12 (postage prepaid)

Flease submit station check made out to London Records, Inc.
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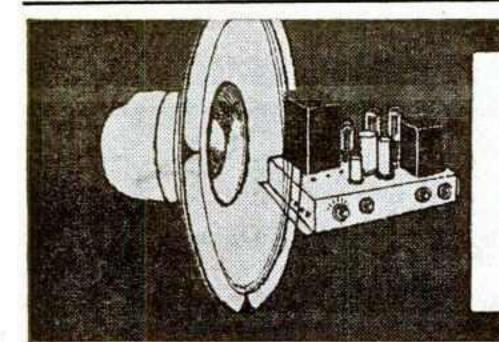


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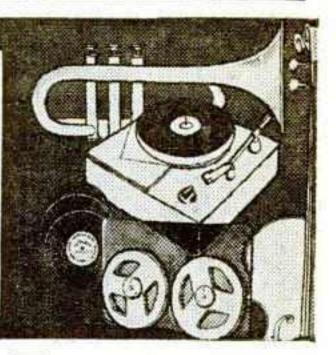
BEST SELLING LP'S FOR CHRISTMAS

...and for the big January sales to "new set" owners

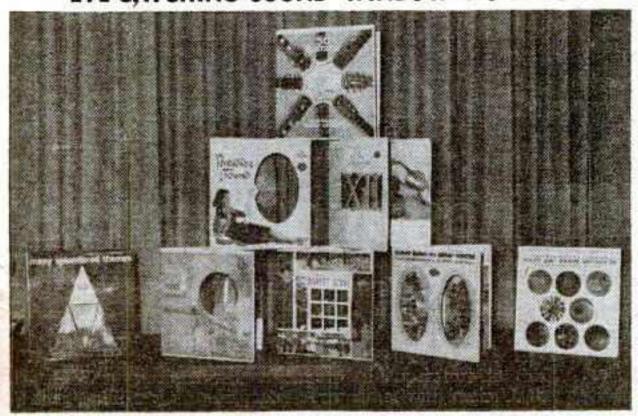




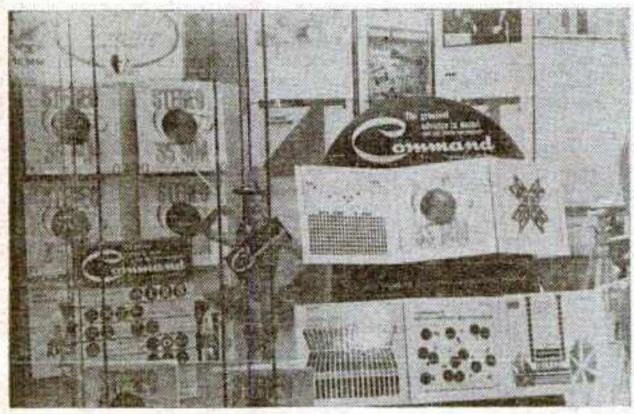
BILLBOARD MUSIC WEEK SPOTLIGHT ON SOUND



EYE-CATCHING SOUND WINDOW DISPLAYS



Liberty



Command



Mercury

Sound Record Sales Boom After 3 Years of Stereo

Command Records Sparked Percussive Trend, Everyone in It Now; Future Looks Bright

By BOB ROLONTZ

NEW YORK-A whole new world of recorded sound was opened up when the stereo record became a practicality in the summer of 1958. Up to that time many manufacturers had been placing their stereo hopes on tape, but when Audio-Fidelity rushed the first stereo record to market in the spring of that year, other manufacturers quickly followed.

There were many hurdles to overcome in getting the public to accept and to enthusiastically welcome stereo disks. First of all, the early stereo records were not all they could be. It took the a.&r. men, the musicians, the arrangers, the engineers and the pressing plants many months before they mastered stereo recording and pressing techniques. In addition there were few phonographs available to play stereo records on, and sales lagged until manufacturers rushed stereo players to market. By the beginning of 1959 there were enough stereo phonos in dealer's hands to enable them to try to sell stereo phonos and records to the adventurous consumer.

Then came the arduous process of converting the hi-fidelity bug, the average LP buyer, the classical fan and the pop, folk, and off-beat buff, to stereo. Stereo displays in dealer's stores, advertisements in magazines and newspapers, home demonstrations, and many other techniques and methods gradually made their dent, and by late 1959 and early 1960, a large number of record buyers were aware of stereo and knew how it worked.

There was still a big dispute within the trade as to how stereo records should be recorded—a dispute that still goes on today. Some companies advocated the ping-pong effect, others felt that the two bands should not be widely separated, and certainly not separated in any such way as to distort the music. It was the classical buyer category, the sound series. Other who appeared to want stereo more

with a larger percentage of classical | lines of their own. Kapp Records, classics than pop fans did of pop stereo albums.

It was just about this time that Enoch Light introduced his Command label. The Command records were available both in stereo and monaural. They were a step ahead of most other recordings in the field at the time. They concentrated on sound, on giving the listener as close an approximation to a live sound as possible, which meant not rolling off the top, and considerable inspection and care in the transfer-ence from tape to disk. In a sense the Command line was handcrafted. The records were not only superior in mono to other records from a sound standpoint, but in stereo they were far ahead of the pack. The arrangements on the Command disks were written to utilize the two speakers in a stereo set, and yet the arrangements were handled musically so that they were not merely ping-pong effects. To add icing to the cake, the repertoire was made up of familiar standards, and what is more, they were danceable. Light also came up with an attractive package, loaded with information for the sound fan, and he started a whole new cover trend with dots and dashes.

Light concentrated on selling the Command disks through audio shops as well as regular record dealers, and he made a lot of arrangements with phono manufacturers to use his records to demonstrate their stereo machines. In less than six months Command's "Persuasive Percussion," and "Provocative Percussion" sets broke as LP hits, and they have been selling ever since. What is even more noteworthy, the stereo records sell at a ratio of three to one over the mono Command disks, even though the stereo LP's on the label list for \$5.98.

Light had created a new record than the pop buyer at that time, cess, soon followed with sound specialize in sound albums.

fans buying stereo versions of the in the summer of 1960, introduced the Medallion line, featuring bril-liant sound and de luxe packaging. Time Records soon came out with a new sound line. Audio-Fidelity, one of the pioneers of sound recordings in the mono hi-fidelity days, came out with its sound line. RCA Victor started the Stereo Action label, and created yet another new de luxe package for it. Liberty Records issued a special sound line under the name Premier, also with special packaging. Decca Records came out with its Brazen Brass series. United Artists initiated its Ultra Audio sound line. Mercury Records brought out an extensive sound line under the name of Perfect Presence Sound. MGM Records issued a flock of records in its Spectacular series for the sound buffs. Warwick began a percussion series. New labels such as Directional Sound and Continental sprang up. And just recently London introduced its Phase 4 stereo line. Capitol is due to introduce its sound line later this month, and Columbia has just released five special sound records.

All of these labels, like the Command line, are issuing mostly pop sound disks, aimed at the large active pop market. They have found that a large percentage of this market is interested in quality recordings, with dazzling sound and smart packaging, even if they have to pay more for them. Now new techniques have been added to sound recordings. Instead of recording on magnetic tape, Command is recording many of its new pop and classical albums on 35 MM film tape, a process originally used by Everest, and has developed it to a point where the label's "Stereo/35MM" has turned into a smash stereo seller. Mercury Records is also using 35 MM film tape for some of its recordings. It all adds up to a bright future for sound buffs and stereo fans, and a manufacturers, seeing Light's suc- strong selling point for dealers who

N. Y., Chi Stores Push Sound Sets Via Eye and Ear Appeal

Little Al Nets Extra Sales

By NICK BIRO

CHICAGO—"There's a knack to selling sound albums—we use the same technique on any merchandise that we want to pushit's a little unique from what other stores do, but it works wonders for us. Here's how it goes. . . .'

The man talking is Al Temaner, better known in the trade as Little (Continued on page 40)



AL (LITTLE AL) TEMANER

Record Hunter Displays Sell

By REN GREVATT

NEW YORK—The Record Hunter, Fifth Avenue retail disk landmark long known as one of the city's prime classical record outlets, has lately become a prime mover of an entirely different field of merchandise, the so-called "sound" recordings.

of Command Records, some two and a half years ago, the store has done a brisk business with this granddaddy of the audio field and has attempted to do so with varying degrees of success with with other sound lines that have come along in the meantime.

The Record Hunter has turned a neat profit with sound product, with merchandising limited almost completely to highly visual store display. Beyond this, the store has sold the product at less discount than most any other outlet in the midtown area. "We sell the \$5.98 Command stereo for \$4.98 and the \$4.98 monaural for \$4.49," says Curt Schott, buyer for Record Hunter. "Im sure that Korvette and Goody sell for a lot less than that and they may sell more than we do, but there is a good profit to be made in this kind of product and we perfer to make it rather than throw it away. What's more, we effective way of handling displays." Since the arrival on the scene have, I think, considerably more

good will from the manufacturer because we sell without schlacking and devaluing the product."

Whenever a new release of sound albums comes along from any label, it will get the full treatment in the Record Hunter's window, even if, as is often the case with Command, the release consists of one recording. "We feel speed in telling the public the message is important and we get it over right away.

"We also do a lot of in-store display of the sound material. We have many displays going at the same time in the store and we constantly move them around. Our traffic is big, of course, but we have many customers who come in regularly. If you leave one display in one spot too long, it loses its attention value. We move them around often enough so that from one week to the next the layout never looks the same. This is the only

(Continued on page 40)



LIBERTY
PREMIER
SERIES



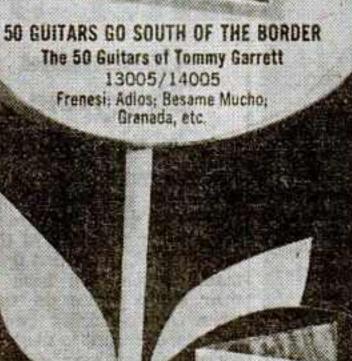
GREAT BAND WITH GREAT VOICES
Si Zentner Band and Johnny Mann Singers
13009/14009
Serenade in Blue, Flamingo,
Deep Purple, Dream, etc.



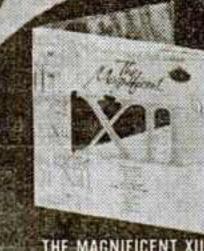
MANY SPLENDORED THEMES
The Fantastic Strings of Felix Slatkin
13011/14011
Golden Earrings; Three
Coins in the Fountain;
Peter Gunn, etc.



The Fantastic Strings of Felix Slatkin 13001/14001 Moon of Manakoora: Hawaiian Weddin Song, Beyond the Reel Alona Oe, etc



THE MAGNIFICENT XII
The Fantastic Strings of Felix Statkin
13004/14004
Song from Moulin Rouge: Laura
Never on Sunday Exodus, etc.



THE MAGIC BEAT
The Unique Rhythms of Richard Marino
13003/14003

STREET SCENE
The Fantastic Strings of Felix Slatkin
13008/14008

Street Scene; Lullaby of Broadway: Standing on the Corner;

Lonesome Road, etc.



PRIBLYTTE FOREGROUND OF SOUND

BRAND NEW!



available on Liberty's Christmas program!

SEASON'S GREETINGS
The Fantastic Strings of Felix Slatkin
13013/14013
White Christmas; God Rest Ye
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SOUND ALBUMS

Here is a list of Sound Albums released by key labels through October, 1961.

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PERCUSSIVE LATIN TRIO-Los Machu-

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SPECTACULAR VOICES WITH BANJOS

THE SPECTACULAR SOUND OF HAR-

THE SHAPE OF SOUNDS TO COME-

SPECTACULAR STRINGS-David Rose &

(Continued on page 20)

RY JAMES - Harry James, E3897

-Roger King Mozian, E3920 (SE3920)

SPECTACULAR PERCUSSION

LATIN - Roger King Mozian,

Leroy Holmes, E3919 (SE3919)

-Art Mooney, E3899 (SE3899)

Larry Elgart, E3896 (SE3896)

Orch., E3895 (SE3895)

SOUSA-Paul Lavelle, E3976 (SE3976)

cambos, SP 44012

(SE3921)

(SE3897)

International "Pop" All Stars, SP 44010

COLUMBIA

STAGE LEFT-STAGE RIGHT-Jack Pleis, VOICES IN MOTION-Simon Rady, CS

RHYTHM IN MOTION-Johnny Williams, CS 8467 SPANISH SONGS AND DANCES IN

MOTION-Jose Greco, MS 6265 WONDERLAND IN SOUND-Andre Kostelanetz, CS 8457

COMMAND

PERSUASIVE PERCUSSION, VOL. 1-33/SD 800

THE DIXIE REBELS WITH TRUE DIXIELAND. SOUND-33/SD 801 THE MILLION DOLLAR SOUND, VOL.

THE MILLION DOLLAR SOUND, VOL. 2-33/SD 804 THE PRIVATE LIFE OF A PRIVATE

EYE-33/SD 805 PROVOCATIVE PERCUSSION, VOL. 1-

33/SD 806 MR. BIG-Tony Mottola, 33/SD 807 PERSUASIVE PERCUSSION, VOL. 2-

BONGOS-33/SD 809 PROVOCATIVE PERCUSSION, VOL. 2-

33/SD 810 PROVOCATIVE PIANO-Dick Hyman, 33/SD 811

BONGOS/FLUTES/GUITARS-33/SD 812 TWO PIANOS AND TWENTY VOICES -33/SD 813

PERTINENT PERCUSSION CHA CHAS -33/SD 814

THE PERSUASIVE TROMBONE OF URBIE GREEN-33/SD 815 ROMAN GUITAR-Tony Mottola, 33/SD

PERSUASIVE PERCUSSION, VOL. 3-The Command All Stars, 33/SD 817 BIG, BOLD AND BRASSY-Enoch Light, 33/SD 818

TEMPESTOUS TRUMPET-Doc Severinsen, 33/SD 819 REEDS AND PERCUSSION-33/SD 820 PROVOCATIVE PERCUSSION, VOL. 3-33/SD 821

FAR AWAY PLACES-Enoch Light, 33/SD 822 FOLK SONGS-Tony Mottola, 33/SD 823 PROVOCATIVE PIANO, VOL. 2-Dick Hyman, 33/SD 824

THE DIXIE REBELS, VOL. 2-33/SD STEREO/35 MM — SOUND/35 MM —

Enoch Light, 33/SD 826 BRAHMS-SYMPHONY NO. 2 IN D. OP. 73-The Pittsburgh Symphony

(Steinberg), CC-33/SD 11002 PICTURES AT AN EXHIBITION—

la Societe des Concerts du Conservatoire (Vandernoot), CC-33/SD 11003 CAPRICCIO ESPAGNOL/RIMSKY-KOR-SAKOV-l'Orchestra de la Societe des

Concert du Conservatoire (Vandernoot), CC-33/SD 11004 CAPRICCIO ITALIEN/TCHAIKOVSKYl'Orchestre des Concerts Colonne (Der-

veux), CC-33/SD 11004 RAVEL—DAPHNIS ET CHLOE, SUITE NO. 2-l'Orchestre des Concerts Co-Ionne (Derveux), CC-33/SD 11005

RACHMANINOFF—SYMPHONY NO. 2 IN E, OP. 27-The Pittsburgh Symphony (Steinberg) CC-33/SD 11006

CONTINENTAL

THE FOLK SINGERS OF WASHINGTON SQUARE-CST 2010 GYPSY MUSIC-Markoff and His Romany

Strings, CLP 4005 HAWAII-The Hawaiian Serenaders, CLP CARLOS MONTOYA FLAMENCO— CST

U. S. NAVY STEEL BAND-Admiral Dan's Pandemoniacs, CLP 4003

LET'S POLKA-The Polka Kings, CLP

LIBERTY

Premier Series PARADISE FOUND-Felix Slatkin, LSS-14001, LMM-13001

& The Gospel Pearls, LSS-14002, LMM-THE MAGIC BEAT - Richard Marino,

PORTRAITS IN BRONZE—Bessie Griffen

LSS-14003, LMM-13003 THE MAGNIFICENT XII-Felix Slatkin, LSS-14004, LMM-13004

50 GUITARS GO SOUTH OF THE BOR-DER-Tommy Garrett, LSS-14005, LMM-

OUT OF THIS WORLD-Richard Marino, LSS-14007, LMM-13007 STREET SCENE—Felix Slatkin, LSS-

14008, LMM-13008 GREAT BAND WITH GREAT VOICES -Si Zentner, LSS-14009, LMM-13009 MANY SPLENDORED THEMES-Felix Statkin, LSS-14011, LMM-13011

LONDON

Phase 4 Stereo PASS IN REVIEW-Bob Sharples, SR

BIG BAND PERCUSSION-Ted Heath, SP 44002 BONGOS FROM THE SOUTH—Edmundo

Ros. SP 44003 EXOTIC PERCUSSION - Stanley Black,

PERCUSSION MOODS-Johnny Keating's Kombo, SP 44005 THE PERCUSSION TWENTIES - Eric

Rogers, SP 44006 MELODY AND PERCUSSION FOR TWO PIANOS-Ronnie Aldrich, SP 44007

PERCUSSION IN THE SKY - Werner Muller, SP 44008 PERCUSSION OOMPAH-Rudi Bohn, SP

CARS, ETC.

NEW YORK — Once the sole property of radio engineers and a handful of assorted audio buffs the non-musical, non-spoken speciality record has, in the past two or three years, become a highly lucrative sales area for a number of the recording companies.

As time progresses, a once small number of sound effect records has grown to quite a lengthy list. Just about everything conceivable that makes some audible noise has been recorded on one of the "sound of sound" LP's. Such diverse inanimates as railroad trains, sports cars, aircraft (both jet and prop driven), the international Morse Code, tion."

(Continued on page 22)

The Quality Counts, Not The Ping-Pong

By JUNE BUNDY

NEW YORK-The quality of performance and material-rather than ping-pong-type gimmicksdetermines how many plays a "sound" album gets from radio stations around the country today, according to a BMW survey of the field.

With the exception of FM stereo multiplex broadcasts, which, of course, make excellent use of stereo "sound" packages, stations today are more interested in an album's performance values than its degree of "maximum separa-

Since air exposure practically

always pays off at the sales level in some measure, it would appear that the performance quality of a "sound" album contributes more to its sales appeal than some gimmick-minded manufacturers are willing to admit.

In line with this, David Gordon, musical director of WPAT, Patterson, N. J., veteran "good music" station, notes, "WPAT's audience has always been a sensitive barometer for measuring the tempests that the recording industry has whipped up from time to time. From every report that reaches me, our listeners are buying the sound revolution, and

(Continued on page 22)

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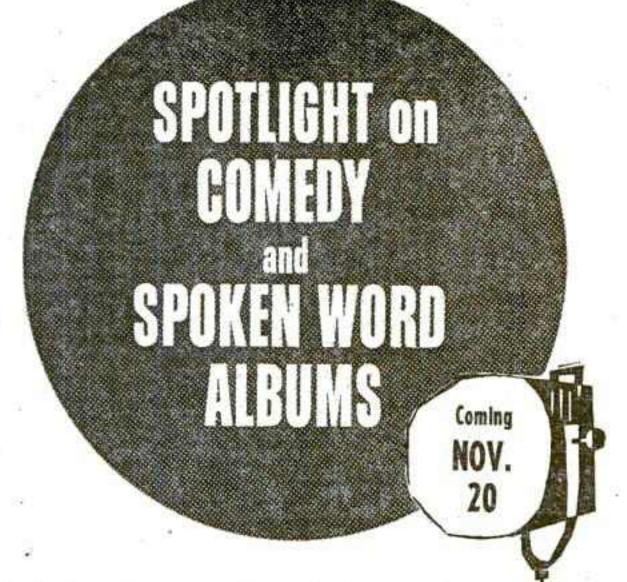
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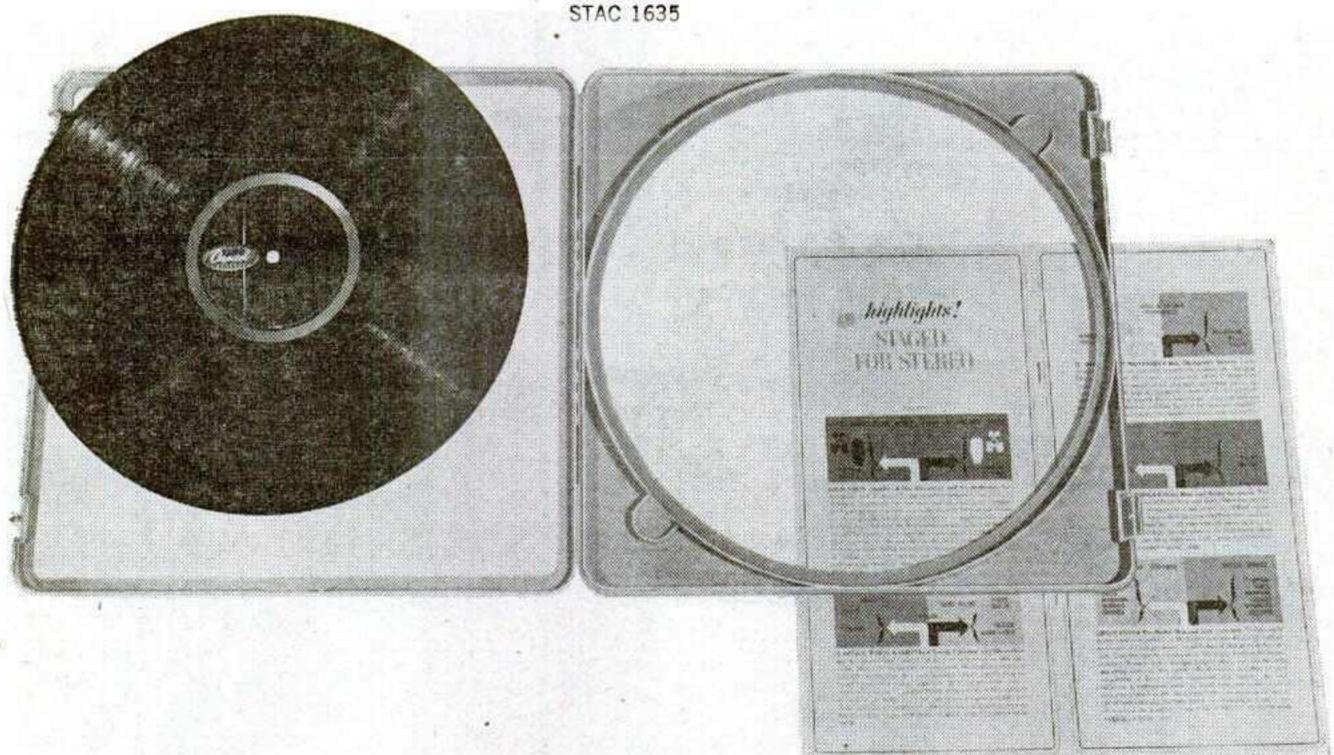
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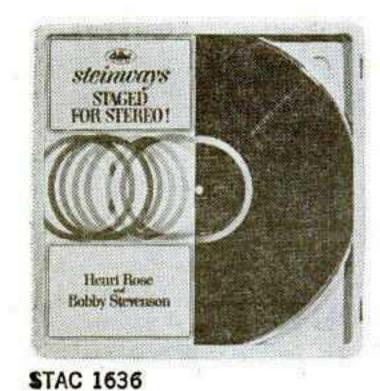
record is enclosed in a sturdy transparent plastic box. Each box is hinged and locked to keep the record dust-free and fully protected. No disc has ever received such regal treatment. These

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Here are the first five albums in this astonishing new series. Hear them, and be prepared for an amazing experience.



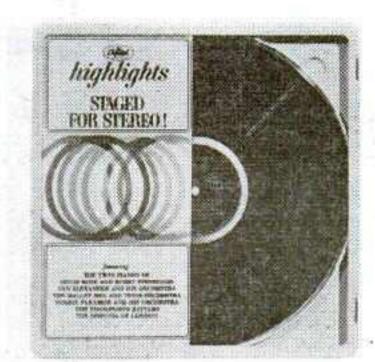
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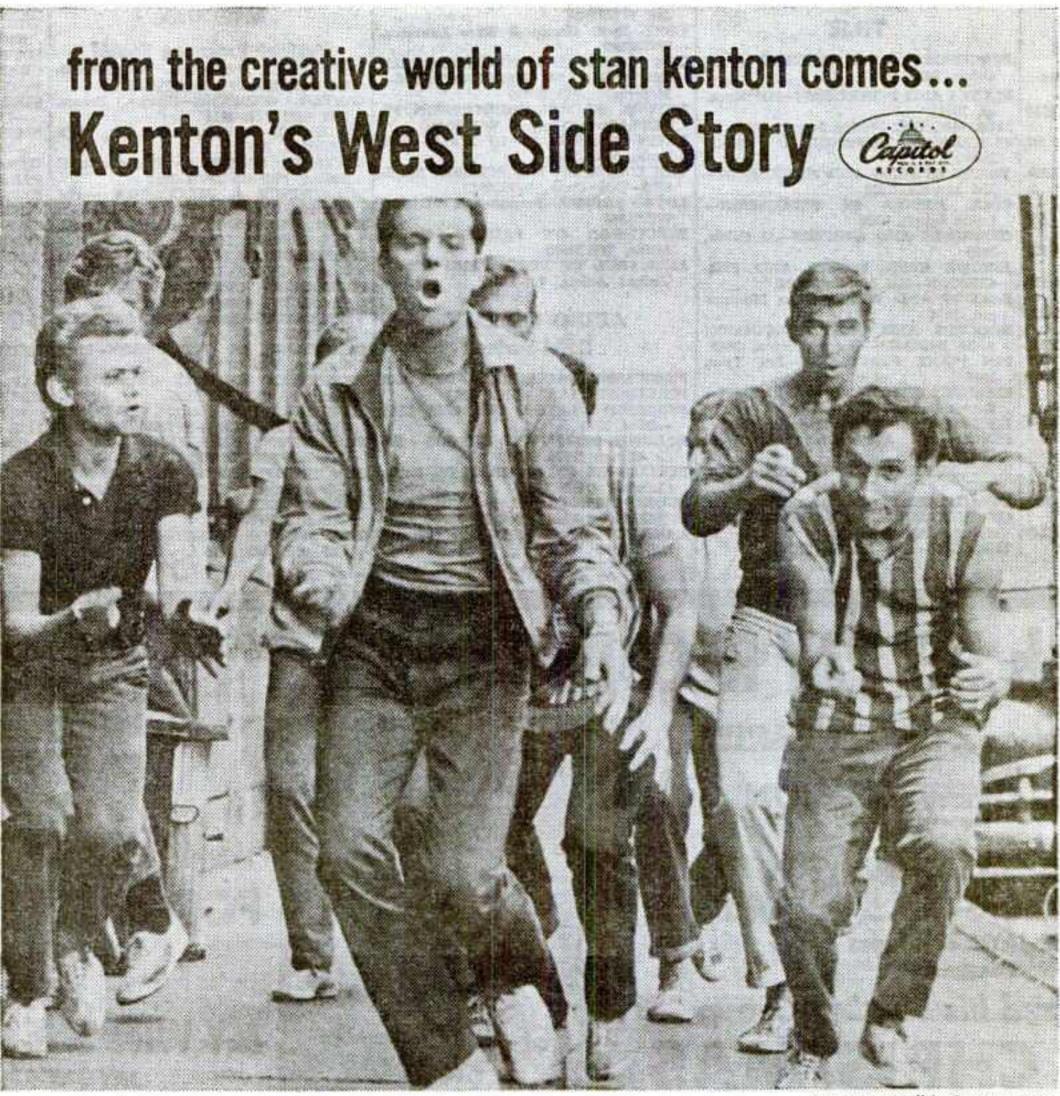


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SOUND ALBUMS

Continued from page 17

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E3836 (SE3836) SPECTACULAR HARMONICS — Various

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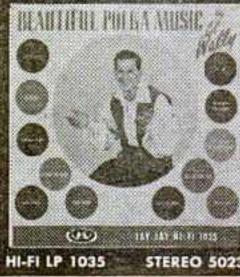
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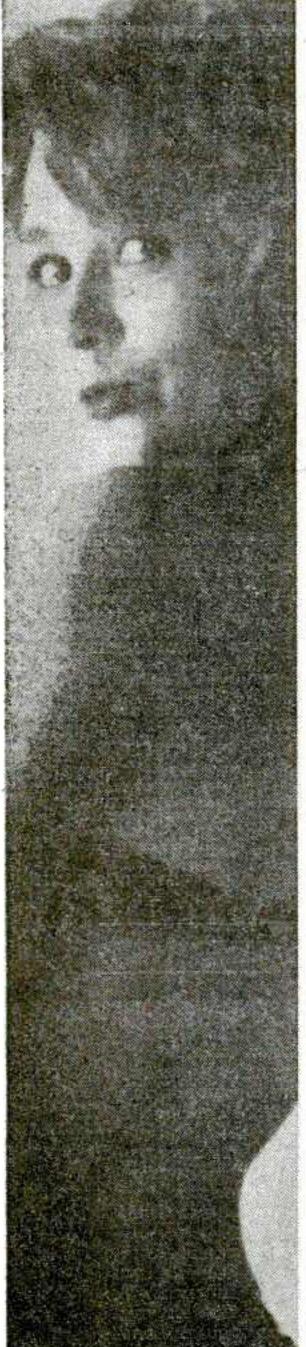
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Earphone Doubles Music City Sales

By LEE ZHITO

HOLLYWOOD—Clyde Wallichs' Music City found it was able to double its "sound" album sales by demonstrating them on an earphone listening device. In addition to this appreciable boost in LP sales, the demonstrations proved sufficiently impressive to help move a number of earphone units.

Six months ago, during a Warwick album push, Music City set up an earphone unit on the counter marked with an appropriate sign calling customers' attention to the demonstration. The listening device used was Sargent-Rayment's Bina-Phone, a self-contained unit with two sets of earphones, and stereo playback. (It lists at \$149.50 with the double earphone set, or \$129.50 when equipped with a single head-

A clerk, who supervised the demonstration, would play the LP requested by the customer, and "sound" albums experienced a sudden sales surge. Directional sound is far more clearly defined through earphones than when heard through a stereo loudspeaker system. The fact that earphones were used, first attracted the customer's interest by offering him a different way to hear records than to which he has been accustomed; then, the earphones helped dramatize the stereo nterest in the albums. This, coupled with the fact that "sound" albums by their nature tend to emphasize stereophonic effects, resulted in a demonstration that clinched sales.

According to Music City, earphones provide the best way to sell "sound" product. The impressive sales results prompted it to leave its earphone demonstrator on its counter where it is today. An additional benefit to this arrangement is the fact that each time a customer uses the earphone playback

unit at the counter, it frees a listening booth he otherwise would be occupying.

In addition to the counter unit, Music City has found it advantageous to equip some of its listening booths with earphones for the benefit of the more serious stereophiles. Fabian's "Wild Party."

L. A. Moving Dale, **Eldridge Singles**

HOLLYWOOD - Strong newcomers in the Los Angeles singles market last week were led by "Let's Go Trippin'" with Dick Dale and the Deltones on the Deltone label, and Jimmy Eldridge's "It's Funny How the Time Slips Away." Others showing a healthy kick-off included Jimmy McCracklin's "Just Got to Know" (Art Tone), "Run to Him" by Bobby Vee (Liberty), and

Quality Counts, Not Ping-Pong

Continued from page 17

men have discovered music."

Al Trilling, music programming chief of WNEW, New York, says by Jack McGraw, the label's nathat the outlet utilizes many 'sound" albums, but the selection is based entirely on quality of performance. Some "sound" packages are "too brassy" for WNEW, comments Trilling. The sound packages of Enoch Light (Com- equipment in his hotel room), then mand), Ted Heath (London's Phase he showed them that the packages 4 series), Terry Snyder (Command sounded just as good monaurally. and Ultra-Audio) and Al Caiola London is making the new "Phase (Ultra-Audio) are among those 4" series available to stations at garnering air play on WNEW. \$10 for the complete set of 12 Trilling opines that the strong air LPs or \$1 per album. Selections play radio stations gave Light's from each album have been asfirst Command package, "Provoc- sembled on a demonstration LP, ative Percussion Vol. 1" by Terry which has been sent to stations, Snyder, made that LP a best seller. and the label is also issuing sides "Perhaps, Perhaps" was from each package as singles. the side from the LP which pulled the most spins.

seed "Adventures in Sound" on land, Ore.; KSFO, San Francisco; WQXR, New York, since 1953, WBOS, Boston; KRHM-FM, Los also decries the "ping-pong" school Angeles; KCBS, San Francisco; of sound, and hopes it doesn't and WERE, Cleveland. In addition spread to the classical field. He to the comparatively few stations admits that sponsors of stereo utilizing stereo FM multiplexing, broadcasts sometime want the McGraw notes that some outlets "dramatic effect" of maximum sound separation, but he himself believes the "advanced audiophiles" who listen to WQXR prefer a rich, full integrated sound.

The success of London's new

most especially now that the sound | Phase 4 "sound" series is due in part to an extensive campaign conducted on the local radio level tional promotion chief. McGraw spent five weeks on the road visiting deejays and stations in 27 cities to introduce "Phase 4." First he demonstrated the stereo effects of the packages (setting up special

Among the stations which have staged special "Phase 4" program-Chester Santon, who has em- ming segs are KPAM-FM, Portstill feature AM-FM stereo programming. For example, deejay Jeff Baxter interviewed McGraw on a special AM-FM stereo airing of the "Phase 4" album over WERE, Cleveland.

Sound albums undoubtedly get the most concentrated exposure from stations featuring stereo FM multiplex programming. These stations work closely with local dealers and manufacturers on stereo records and set promotions (stereo fair tie-ups, co-op advertising, etc.), and are naturally eager to help promote the sale of stereo sets in their respective areas.

Stations currently broadcasting regular stereo FM shows include KFMU, Los Angeles; WEFM, Chicago; WKFM, Chicago; WGFM, Schenectady, N. Y.; KLSN, Seattle; KIXL-FM, Dallas; WDTM, Detroit; WBNS-FM, Columbus, Ohio; WSPA-FM, Spartanburg, S. C.; KPEN-FM, San Francisco; WQXR, New York; KMLA, Los Angeles; WDHA-FM, Dover, N. J.; WCRB, Boston; KFMK, Houston; WOOD, Grand Rapids, Mich.; KEEZ, San Antonio; WUPY-FM, Boston; WLIR, Garden City, N. Y.; KSFM, Sacramento; KSJO, San Jose, Calif.; KMUZ, Santa Barbara, Calif.; WJBR, Wilmington, Del.; WIFI, Norristown, Pa.; WRLB, Long Branch, N. J.; WMKE, Milwaukee, and CFRB, Toronto.

Equipped for stereo FM broadcasting and scheduled to start broadcasting shortly are WFLN, Philadelphia; CKLB, Oshawa, Ont., and WTFM, New York. Station WTFM, the first all-stereo station, is owned by the Friendly Frost Chain, and combines its studios with a salon featuring de luxe radio-TV-phono sets.

Hot Album Chart

Continued from page 3

The chain ran an ad offering a cash refund if buyers didn't like the album. Customers could return the album within three days and get their money back. Korvette's last week was also in the middle of a price war on LP's with Gimbels in Philadelphia. (See separate story.)

Also new to the chart is Shelley Berman's "A Personal Appearance," on Verve (reported as "Bubbling" last week) which moved into the No. 90 slot this week. "Inside Shelley Berman" has been on BMW's chart for 133 weeks, making him the most durable of all the comedy LP artists.

Promotional Boost

The only new album breaking into BMW's best selling stereo chart this week is "King of Kings," by Miklos Rozsa on MGM. The LP moved in fast and high (No. 30), sparked by the all-out exploitation campaign behind the film spectacular, which opened in theaters across the country two weeks ago. Rozsa composed the movie score, but his album is not a sound track package.

The impact of two other movie exploitation campaigns is seen in the fact that Columbia's sound track LP's "West Side Story" and "Guns of Navarone" are on the verge of making the stereo chart. The "West Side Story" sound track album jumped from 80 to 58 on the monaural chart this week.

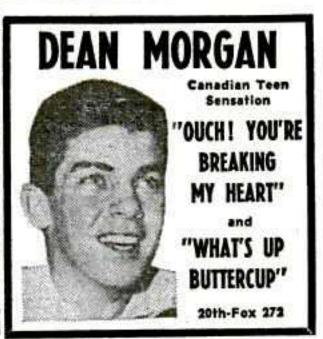
Also "Bubbling" just off the stereo chart this week are several 'sound" packages-Henry Jerome's "Brazen Brass in Hollywood," on Decca, and London's "Phase 4" LP's — Edmundo Ros' "Bongos From the South," "Exotic Percussion" by Stanley Black, "Percussion Around the World," and "Percussion Twenties" by Chico Roger.

UA Pacts Mary Johnson

NEW YORK — United Artists Records has signed Mary Johnson to a new three year contract. Deal was negotiated by UA prexy Art Talmadge and Johnson's manager Berry Gordy Jr. Johnson has been with UA since shortly after its inception, and made the label's first hit, "Come to Me."



10 Mono-10 Stereo-2 Free Stereo.



CREATED BY RESEARCH CRAFT CORPORATION LOS ANGELES 46, CALIF. 1011 NO. FULLER AVENUE

Odd Sounds Sell on Wax

Continued from page 17

storms have already been put on wax. In addition there are a variety of albums available that detail the sounds of animals of all shapes and sizes, birds and even the human space stories and sounds. heart.

this race to capture the sounds of the world we live in are Riverside Records and Folkways. The Riverside sound catalog is centered more upon engines than anything else, and the company's listing of automobile race car and aircraft engine waxings is formidable. There are 24 albums of sports cars including on-the-spot diskings of races at the Bonneville Salt Flats and eight LP's devoted to the Sebring tournaments. In addition there are special sets depicting the sound of hot rods, drag races, and vintage sports cars. Mercury Records also has a sports car set which covers the Indianapolis 500-mile race.

In addition to its sports car sounds, Riverside has a set reproducing the sound of current jet fighters and another that deals with the sound of World War I aircraft.

The importance Riverside places on its specialty records can be noted by the fact that the company has introduced a new label specifically meant to deal with these audio oddities called Fortissimo. (The company is also specially producing the albums with a particularly sensitive surface material called polymax.)

Folkways Records has some unique material in its catalog which can be classed in the "sound of sound" category. A series of some 13 albums covers such diverse subjects as animals, carnivals, the

selem, sea animals, self-hypnosis, the camp and the sea. In addition there is an album produced by the Lion label which has recorded

The sounds of the railroad in ac-Two of the leading companies in tion seems to rank on an even par with those of sports cars in popularity. No less than 24 albums have been devoted to this mode of transportation covering everything from diesel and steam locomotives to whistles, wheels and switches. A myriad of companies have produced these sets with Audio Fidelity, Cook, Folkways among the better known.

Cook Laboratories has a series that more or less covers the natural phenomena. In the firm's catalog are albums documenting the sounds of sea, storm, sky and satellites. Nature sounds have been put on wax by many recording companies. Cornell University has a series cataloging the songs of birds and insects, as does the Ficker label. Folkways has one whole album devoted to North American frogs.

It is pretty well acknowledged that, despite the volume and diversity of the material on "sound of sound" records, the leading diskeries concentrating on these specialty records are ever on the watch for untouched areas to which they can bring their microphones. It is known, for instance, that one such company is readying contracts with Civil War Centennial authorities to record re-enactments of such famous battles as Manassas, Gettysburg and the burning of Atlanta.

space, speed, forest, jungle and South American Rain Forest, Jeru-



DM/DS 5001 LATIN BRASS
John Evans and the Big Band unleash the sounds of blazing brass and sizzling percussion in explosive arrangements of cha-chas.



DM/DS 5002 JAZZ & SWINGING PERCUSSION

Featuring the exciting trumpet of Bill Berry, one of America's best young musicians; an alumnus of the Stan Kenton and Woody Herman bands.



DM/DS 5003 PERCUSSIVE SOUND
OF THE BIG BAND
The Big Band of John Evans bring

The Big Band of John Evans bring a unique series of sound experiences to crisply swinging arrangements of big band standards.



DM/DS 5005 PERCUSSION &
PIANO HONKY TONK
The "king" of honky tonk piano.
Mike Di Napoli, plus fabulous percussion effects. All captured in



DM/DS 5004 PERCUSSION
CLASSICS
Karl Reiner and the Hamburg Philharmonic in fantastic wide-range
reproduction of the two most famous classical percussion com-

positions.

DIRECTIONAL RECORDS issues this open statement as a blast against those in the record industry who do not care about effective in-store promotion after their 'sound' records hit the counter.

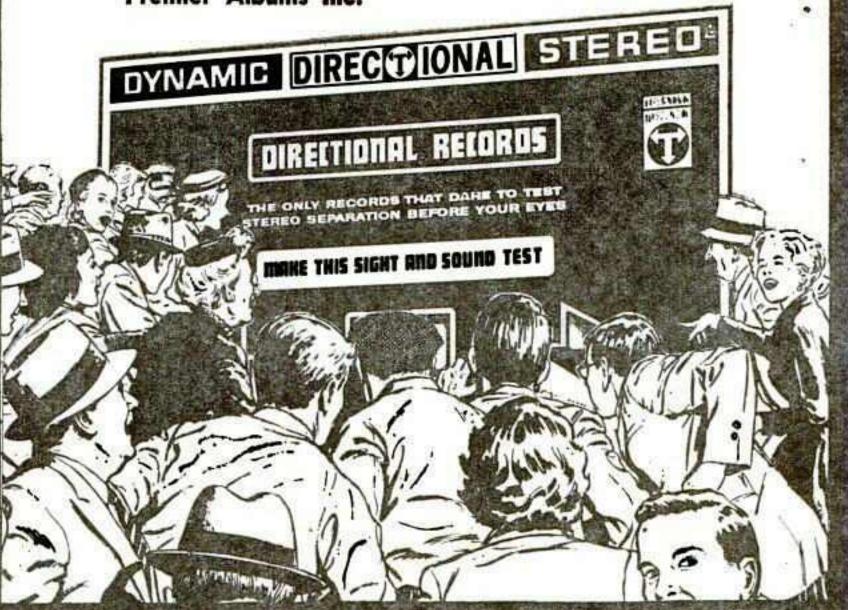
35mm, Phase 4 etc., etc., are all terrific recording techniques. However, we believe that what the Record Retailer really needs is to be helped by terrific merchandising techniques. Without the retailer, the whole 'sound' idea would disappear. Our exclusive instore display, the VISUAL STEREO DISPLAY, does more for the retailer than any other record innovation in the whole history of stereo record merchandising.

Our exclusive VISUAL STEREO DISPLAY demonstrates what no salesman can ever hope to achieve with just conversation. The 'Dancing Lights' incorporated in the display have created retail sales beyond all expectations in areas where 'sound' records had run their course . . . outselling our leading competitor by as much as 20 to 1.

We now offer \$5,000.00 reward to any one if he can prove that our VISUAL STEREO DISPLAY & TESTER does not truly depict, dramatically and effectively, the miraculous sound we claim for DIRECTIONAL RECORDS.

For complete details on how you can obtain a VISUAL STEREO DISPLAY unit, and for the success stories and sales figures about this brand new merchandising aid, call me personally at Wisconsin 7-0982 in New York, and I will arrange an immediate demonstration.

Philip Landwehr, President. Premier Albums Inc.





DM/DS 5010 POTENT PERCUSSION Don Catelli and the All Stars play percussion arrangements for dancing. Fantastic sounds to favorites like "I Love Paris", "Small World".



DM/DS 5007 SIZZLING STRINGS •
CASTANETS • PERCUSSION
Don Luis Quintero and Madrid Festival Orch. with flamenco guitarist
Jose Alvarez, in fiery, exciting performances of the musical rhythms



DM/DS 5008 BRASS BAND BASH The Regimental Band of the Windsor Guards in the most dazzling, brassy sounding set of march tunes ever recorded. Sousa to "Guadalcanal March"



DM/DS 5009 PASSIONATE
PERCUSSION
Don Catelli and the All Stars in
striking, percussion arrangements



DM/DS 5006 EXOTIC PERCUSSION
AND BRILLIANT BRASS
This album is the years' most provocative and unique LP. John Evans and the Big Band with the most fabulous arrangements ever

DRECTORAL RECORDS

A PRODUCT OF PREMIER ALBUMS INC., 356 WEST 40th ST., N. Y. C.

VOX JOX

By JUNE BUNDY

THIS 'N' THAT: New York radio fan Judy Lee's query as to the whereabouts of some of her favorite Manhattan dee-jays was partially answered last week. Ernie Stone called to say he's been at WNTA, Newark, N. J. for the past two years, and is currently doing a "talk show" with Elizabeth Morgan from 2 to 3 p.m. Burt Sherwood, formerly with WMCA, New York, also contacted Vox Jox to report he's currently "at home in Connecticut." Sherwood added, "I must say that it's nice to be remembered by somebody."

FANATICS WITHOUT A CAUSE: Buddy Morris, KDAN, Eureka, Calif., writes, "Since the popularity of 'Johnny Willow,' I've organized the John Willow Society -not to be confused with the John Birch Society. Its membership consists mainly of little old ladies with highheeled tennis shoes, who carry green umbrellas and play git-fiddles. We are fanatics without a cause, and, believe it or not, people write in every day for membership. As you can see, we have a large segment of nuts hereabouts. Also have instigated the 'Save Our Bears' Society. After all bears are friendly folk. Listeners send their cards and letters to the S.O.B. Society." On a serious plane, Morris reports he recently received a special certificate and plaque of appreciation from the U. S. Air Force for "untiring and outstanding efforts in support of the Air Force Recruiting activities."

WILD DISK BREAKOUTS: Nelson Noble, owner-manager of WILD, Boston, writes, "WILD (a 100 per cent independent Negro programming station) has the most unique music format in existence, which combines jazz and rhythm and blues in such a manner that lovers of both find it easy to listen all day long. It took me eight months to work it out and I attribute the success of this format to the fact that I have the right men handling it on the air. (Jimmy Byrd, Wildman Steve, Rev. Melvin Massey and Mark Grimes.) Ten weeks after we hit the air with it, WILD was sold out and is presently sold out through the first of the year. In the past three months WILD has broken 37 hits in both the jazz and r.&b. music fields. We know which ones break, because no other station in the area is playing the records referred to. All this can be documented if necessary."

THIS 'N' THAT: Arch Yancey, formerly with WERE, Cleveland, returns to KNUZ, Houston, November 8 in the morning traffic slot, and KNUZ program director Kent Grant would like brief tapes by recording artists welcoming Yancey back to Houston. "Yancey's return," notes Grant, "does not coincide with a departure. We are revising the schedule so that we have five deejays each pulling three hour shows. The jockey staff includes Paul Williams, Joe Ford, Chuck Adams, Paul Berlin, Jerry Rice and Joe Walker."

COMEDY WAX WANTED: Mike Jordan, KMAC, San Antonio, needs comedy LP wax for his two programs, a "sweet sound" morning show on KMAC and a jazz airer on KISS-FM at night. He "uses comedy exclusively" on both programs. We'll carry more info on Jordan's usage of comedy albums in BMW's forthcoming "Comedy and Spoken Word" special, November 20. Meanwhile, if you're playing comedy or spoken word packages on a regular basis, we hope you'll send details on such programming.

CHANGE OF THEME: Paul Brenner is back at WNTA, Newark, N. J., and is already "sold out" sponsor-wise.... The all-fem station, WHER, Memphis, has started a new program service, "Girl on the Go," which features 90 second interviews with local people in all activities—sports, fashions, medicine, civic events, etc. Dotty Abbott, co-ordinator of the program, reports on entertainment, society business and industry. Also reporting on various themes are Marge Thrasher, and Janie Joplin. Miss Abbott notes, "Sunday WHER was six years old. Wonder what happened to those fellows who told me that it wouldn't last six months? On Friday and Saturday of last week we were completely sold out and could not have put on another spot!"

Dick Summers, WISH and WISH-TV, Indianapolis, is syndicating his "Summertime Story of the Week," which satirizes the biggest news stories of the week, via the use of wild tracks from comedy LP's, bits of current pop hits, etc. The package includes a custom opening, the story, commercial and closing. Station WABY, Albany, N. Y., is the first station (other than WISH and WISH-TV) to use it.

Bob Eubanks has replaced Wink Martindale as host-emsee on the weekly record hop "POP Dance Party," which originates from Pacific Ocean Park on KTLA, Hollywood, every Saturday. Martindale is leaving the show to concentrate on his career as a Dot Records artist.

CHANGE OF THEME: Bob Barnett has taken over the 5-9 p.m. time seg on KALL, Salt Lake City. . . . Here's a father and son deejay team. Roger Gallagher, for nine years a member of the Gallagher-Joe O'Brien early-morning team on WMCA, New York, is currently with KNX, Hollywood. His 24-year-old son Fred is spinning 'em at KWTC, Barstow, Calif. . . . Jimmy Byrd has joined WILD, Boston, in the morning time slot. The outlet—which specializes in jazz, rhythm and blues, gospel and pop platters—now has the following personnel line-up: Nelson Noble, owner-general manager, and deejays "Wildman" Steve, Mark Grimes, Hank McFarland and Rev. Melvin Massey.

PROGRAMMING PANEL

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

THE QUESTION

Do you think the move of country and western artists into the pop market is good or bad for the c.&w. field?

THE ANSWERS

C. V. (Red) JONES KWKH, Shreveport, La.

Good. Strong lines once kept a "country" sing-



er's talents from being heard in the pop field. Lines were erased, however, and the country field recognized as a fantastic draw for excellent talent and material. In 1961, there is a very thin di-

vision between ALL fields of music. On a pop deejay show you'll hear Domino, Reeves, and Winterhalter, in that order. If it's good and people want to hear it, I play it—regardless of its field.

RALPH EMERY WSM, Nashville

Good. It proves that c.&w. rec-

ords have as much impact as those from the pop field. C.&w. has often been assailed as "that old hillbilly music," and as a result, I a b o r s under an inferiority complex. Its people feel they have to prove some-



thing. Many dual market hits have been produced by the field. Songs like "He'll Have to Go," "Don't Worry," and "Big Bad John" have given c.&w. music greater popularity.

CLARENCE KNEELAND WICH, Norwich, Conn.

When a c.&w. artist hits in the



pop field with a pop - flavored song, it proves only the versatility of the artist. Examples of country artists turned pop: Patti Page, Ernie Ford, Tommy Sands, Sonny James. If, however, a country artist hits pop

charts with a country tune in c.&w. style, it's a definite boost to the country field. Examples: J i m Reeves, Eddy Arnold, Johnny Cash, Stonewall Jackson, and two late greats, Hank Williams and Johnny Horton.

Al Madison's Twist Title

NEW YORK—Due to a typo, the name of Al Madison's new Golden Crest record was omitted from BMW's story about the Twist last week. The disk is tagged "The Society Twist," backed by the "Madison Avenue Twist."

ARTISTS' BIOGRAPHIES

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



SUE THOMPSON

This comely thrush is currently represented on the Hot
100 with the top-selling single
version of "Sad Movies (Make
Me Cry)" spinning on the Hickory label. Sue Thompson was
born an only child to Vurl and
Pearl McKee and spent most of
her first 11 years on a farm near
Nevada, Mo. Her real name is
Eva Sue McKee.

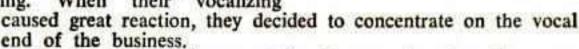
At the age of 7, Miss Thompson began singing and playing the guitar and entertaining at

school and church functions. After the family moved to Seridan, Calif., the ambitious vocalist managed to keep singing every chance she got in addition to going to high school and working at summer jobs.

Her first professional appearance came when she entered a contest at a vaudeville theater and won a two-week engagement there plus a movie role. Soon after she was appearing on a local radio show and recording for Mercury Records under direction of Murray Nash and later Dee Kilpatrick. Miss Thompson then went on to make numerous successful club and TV appearances, mostly in Las Vegas, where she and her artist husband, Hank Penny, made their home. Since leaving Mercury Records, Sue Thompson has recorded for Decca and Columbia and now has signed a contract with the Hickory label. The last move looks like a good one, as her Hickory waxing is the singer's first chart topper.

PARIS SISTERS

This new femme vocal group from San Francisco called the Paris Sisters are named Albeth, Sherrell and Priscilla. They began singing together as children, and not unexpectedly, as both parents had varied and extensive musical backgrounds. The girls began performing professionally as a unit when they were 13, 11 and 9 respectively. They performed for USO camp shows and did more dancing than singing. When their vocalizing



During the past few years they have made personal appearances at various clubs and TV shows. Lester Sill, Gregmark record chief, caught their act and signed the girls to a long-term recording contract. Their initial release, "Be My Boy," became a solid chart item and their current disk, "I Love How You Love Me," has also scored well.

Albeth is the spokesman for the group and does the emseeing on stage. Her hobbies include painting, poetry and water-skiing. Sherrell is the sports enthusiast and excels in tennis. She also has a flair for songwriting. Priscilla sings lead and her hobbies are bowling and horseback riding.

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—5 Years Ago NOVEMBER 10, 1956

- f. Love Me Tender, E. Presley, RCA Victor
- 2. Green Door, J. Lowe, Columbia
- 3. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor
- 4. Just Walking in the Rain, J. Ray,
- 5. Singing the Blues, G. Mitchell, Columbia
- 6. Honky Tonk (Parts | & 11), B. Doggett, King
- 7. Blueberry Hill, F. Domino, Imperial
- 8. True Love, B. Crosby-G. Kelly, Capitol 9. Friendly Persuasion, P. Boone, Dot
- 10. Tonight You Belong to Me, Patience and Prudence, Liberty

- POP-10 Years Ago NOVEMBER 10, 1951
- 1. Cold, Cold Heart, T. Bennett, Columbia

2. Because of You, T. Bennett, Columbia

- 3. Sin, E. Howard, Mercury
- 4. I Get Ideas, T. Martin, RCA Victor 5. Sin, Four Aces-A. Alberts, Victoria
- 6. Down Yonder, Del Wood, Tennessee
- 7. Undecided, Ames Brothers-L. Brown, Coral
- 8. The World Is Waiting for the Sunrise,
- L. Paul-M. Ford, Capitol
- 9. Turn Back the Hands of Time, E. Fisher, RCA Victor
- 10. Sin, S. Churchill, RCA Victor

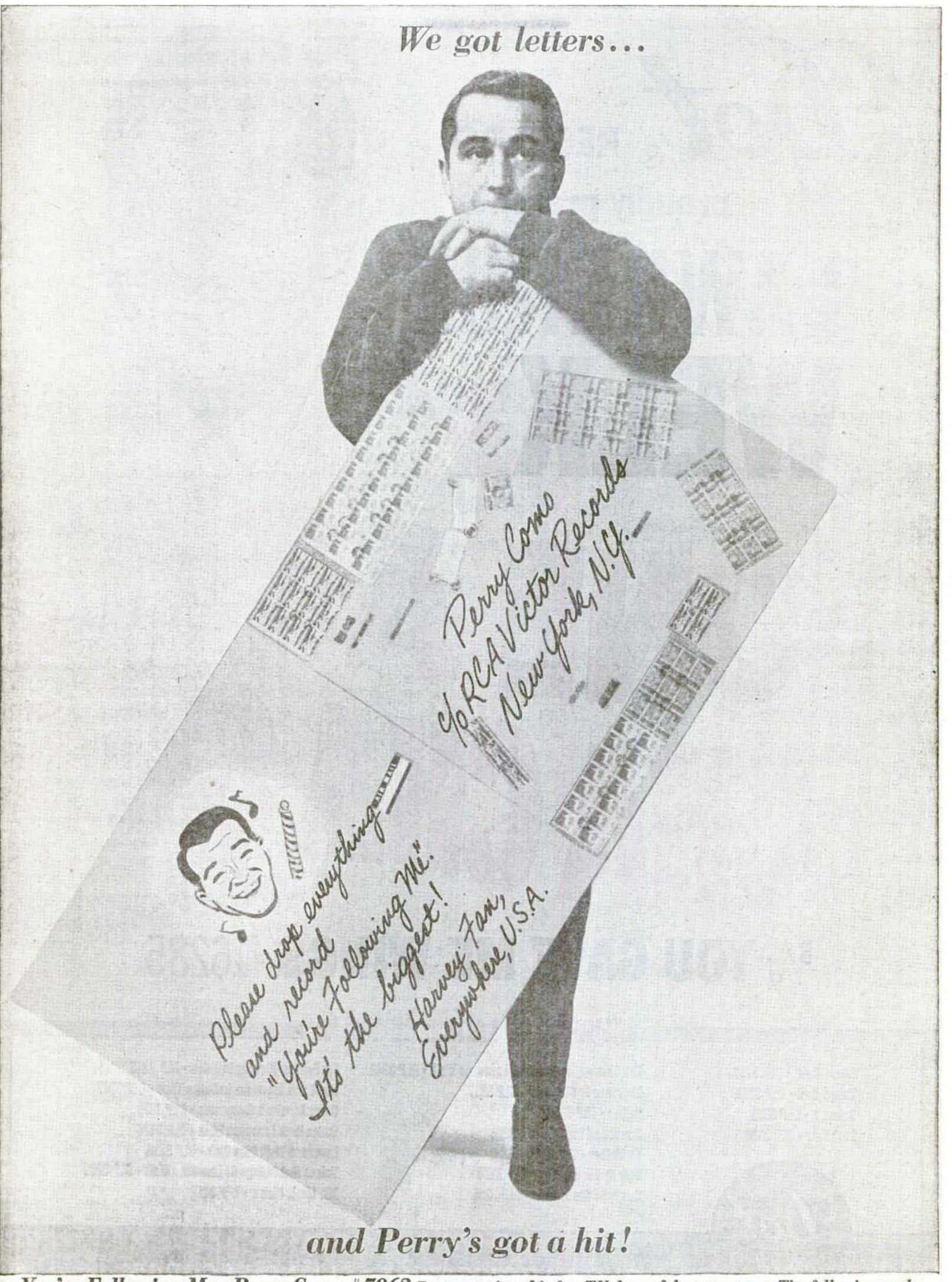
RHYTHM & BLUES-5 Years Ago-NOVEMBER 10, 1956

Blueberry Hill, F. Domino, Imperial

Let the Good Times Roll, Shirley and Lee,
Aladdin

Oh, What a Night, Dels, Vee Jay In the Still of the Night, Satins, Ember It Isn't Right, Platters, Morcury
Lonely Avenue, R. Charles, Atlantic
I Can't Quit You Now, O. Rush, Cobra
ABC's of Love, Teen-Agers, Gee
She's Got It, Little Richard, Specialty





You're Following Me...Perry Como # 7962 Perry sang it on his first TV show of the new season. The following week, a flood of mail demanded that he record it, so he did just that. It's got a built-in following! Order now. RCA VICTOR of the most trusted name in sound

RECORDS proudly presents

LAWRENCE GREAT NEW HIT



A-ONE A-ILLO A-CHARLES A-C

B/W YOU GAVE ME WINGS #16285

ALBUMS BY LAWRENCE WELK:

Silent Night • DLP 3397
Yellow Bird • DLP 3389
Calcutta • DLP 3359
Last Date • DLP 3350



The Champagne Music Of Lawrence Welk • DLP 3342
Lawrence In Dixieland • DLP 3317
Polkas • DLP 3302
Sweet And Lovely • DLP 3296
To Mother • DLP 3284
Strictly For Dancing • DLP 3274
Songs Of The Islands • DLP 3251

I'm Forever Blowing Bubbles • DLP 3248
The Great Overtures In Dance Time • DLP 3247
Great American Composers • DLP 3238
Dance With Lawrence Welk • DLP 3224
Lawrence Welk Glee Club • DLP 3218
Voices And Strings Of Lawrence Welk • DLP 3200
Mr. Music Maker • DLP 3164

"THE NATION'S BEST SELLING RECORDS"

THEY'RE HERE!

SONNYJAMES

(The Southern Gentleman)

"BROKEN WINGS"

"YOUNG LOVE"

Groove G4-1

Mfr's, Nat'ly Adv. Price Optional with Dealer

BARRY RICHARDS "WHAT ARE YOU, SOME KIND OF NUT?"

arranged and conducted by RAY ELLIS

"LAST NIGHT A
HEART WAS BROKEN"

Groove G4-2

Order now from your RCA Victor distributor.

ALBUM PROGRAMMING & BUYING GUIDE

TOP LP's BY CATEGORY

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

VOCAL LP's	Title (Label) (Stereo) Mone
Title (Label) (Stereo) Mono Top LP Rank	PERSONAL APPEARANCE, A (VERVE) 99 Rejoice Dear Hearts (RCA)
Male Vocalists	Sinsational (Jub) 56
All the Way (Cap)	Songs for Sinners (Jub) 94
PAUL ANKA SINGS HIS BIG 15, VOL. II (ABC). 92	INSTRUMENTAL LP's
Belafonte at Carnegie Hall (RCA)(16) 21 BOLL WEEVIL SONG AND 11 OTHER	Mood and Dance
GREAT HITS (AMER)	Calcutta (Dot)(13) 36 Ebb Tide and Other Instrumental Favorites
Bobby Darin Story (Atco)	(Dec)(36) 25
Heavenly (Col)	● GOLDEN WALTZES (DOT)
HITS OF THE ROCKIN' 50's (LIB) 85	Mr. Lucky Goes Latin (RCA)
Suddy Holly Story (Cor)	MUCHO GUSTO! (COL)
I REMEMBER TOMMY (REP)	Orange Blossom Special and Wheels (Dot) 144 Piano Forte (RCA)
ohnny's Greatest Hits (Col)	SATIN AFFAIR (CAP)
ump Up Calypso (RCA)(10) 3 LOVE SWINGS (ATCO)	Say It With Music (Col)
Aoody River (Dot)	BEST, VOL. III (POPULAR) (RCA) 10
MY KIND OF GIRL (WARWICK)	SOMEBODY LOVES ME (COL)(23) 37 SONGS OF THE SOARING 60's (KAPP)(49) 74
Ortrait of Johnny (Col)	Stars for a Summer Night (Col)
lick Is 21 (Imp)	Yellow Bird (Life)(32) 93
RYDELL AT THE COPA (CAMEO)	Yellow Bird (Dot)(8) 12 ● YELLOW BIRD (KAPP)148
inatra Swings (Rep)(9) 22	Jazz
SING TO ME, MR. C. (RCA)(50) 129 iomething for Everybody (RCA)(31) 35	Ray Charles and Betty Carter (ABC)
WHOLE LOTTA FRANKIE (CHANCELLOR) 84	 MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO,
Female Vocalists	VOL. I (COL) 98
All the Way (Dec)	Dreamstreet (ABC)
BASIN ST. EAST PROUDLY PRESENTS	Pete Fountain's New Orleans (Cor)
motions (Dec)	Genius of Ray Charles (Atl)
onnie's Greatest Hits (MGM)	Al Hirt, Greatest Horn in the World (RCA)(43) 136
HE NEEDS ME (EVEREST)	Time Out (Col)(19) 7
udy at Carnegie Hall (Cap)(1)	What'd I Say (Atl) 97
lack the Knife (Ver) 130	Teen Beat Dance Till a Quarter to Three (LeGrand) 47
ogrin' 20's (WB)	LET'S TWIST AGAIN (PARKWAY)
SPECIAL DELIVERY (RCA)122	On the Rebound (RCA)
THIS LITTLE BOY OF MINE (EVEREST) 57	Percussion and Sound
Duos and Groups	BIG BAND PERCUSSION (LON)(25) MELODY AND PERCUSSION FOR TWO
COLORFUL VENTURES, THE (DOLTON)150	PIANOS (LON)(34) 121 PASS IN REVIEW (LON)(17)
ncore of Golden Hits (Mer)	PERCUSSION OOM PAH (LON)/(47)
our Preps on Campus, The (Cap)(28) 17 rom the Hungry I (Cap)140	Persuasive Percussion, Vol. I (Com)(12) Provocative Percussion, Vol. I (Com)(37)
ioin' Places (Cap)	• STEREO 35/MM (COM)(2)
HIGHWAYMEN, THE (UA) 80	SHOW MUSIC
KINGSTON TRIO CLOSE UP, THE (CAP)(29) 8	Original Cast
LIMELITERS, THE (ELEKTRA)(41) 50	Camelot (Col)(4) 4
Acke Way (Cap)	Carnival (MGM)(39) 24 Fiorello (Cap)
OVENTURES, THE (DOLTON)143	Gypsy (Col) 124
	Music Man (Cap)
horuses	The Sound of Music (Col)
reside Sing Along With Mitch (Col)	Unsinkable Molly Brown (Cap) 125
appy Times Sing Along With Mitch (Col) 114 HOLIDAY SING ALONG WITH MITCH (COL)135	West Side Story (Col)(33) 45 Sound Track
emories Sing Along With Mitch (Col) 64	Ben-Hur (MGM)
lore Sing Along With Mitch (Col)	BLUE HAWAII (RCA)
entimental Sing Along With Mitch (Col) 83	Exodus (RCA)
ng Along With Mitch (Col)	G. I. Blues (RCA)(42) 41
YOUR REQUEST SING ALONG WITH MITCH (COL)(7) 15	• GUNS OF NAVARONE, THE (COL)
100 m State 1888	PARENT TRAP (VISTA)
Aixed Voices	South Pacific (RCA)(40) 112
Idies But Goodies (OS)	• WEST SIDE STORY (COL)
	Music From Musicals, Films and TV BREAKFAST AT TIFFANY'S (RCA)(45) 53
COMEDY LP's	Film Encores (Lon)
AIN'T THAT WEIRD? (RCA)	Great Motion Picture Themes (UA)(26) 18 • KING OF KINGS (MGM)(30)
BOB NEWHART (WB) 34	Music From Exodus and Other Great Themes
otton-Down Mind of Bob Newhart (WB) 55	(Lon)(20) 105 ■ WEST SIDE STORY (CAP)
an Freberg Presents the U. S. A. (Cap)	CLASSICAL &
Living Black and White (Colpix) 127	SEMI-CLASSICAL LP's
side Shelley Berman (Ver)	O RODGERS: VICTORY AT SEA,
nockers Up (Jub) 23	VOL. III (RCA)(11) 65
MOMS MABLEY AT PLAYBOY CLUB (CHESS) 62 oms Mabley at the U. N. (Chess)	Sixty Years of Music America Loves Best, Vol. II (RCA)
MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS (ROULETTE) 76	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (CLASSICAL) (RCA)
The state of the s	to the formational fraultititities to

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

or less.	
Title (Label)	(Stereo) Mono
PERSONAL APPEARANCE, A (National Control of	/ERVE)
INSTRUMENTAL I	LP's
Calcutta (Dot)	(13) 36 avorites
(Dec) GOLDEN WALTZES (DOT) Italia Mia (Lon) Mr. Lucky Goes Latin (RCA) MUCHO GUSTO! (COL) NEW PIANO IN TOWN (RCA). Orange Blossom Special and Wheeler	(44) 118 142 134 (38) 72 els (Dot)144
Say It With Music (Col) Say It With Music (Col) SIXTY YEARS OF MUSIC AMER BEST, VOL. III (POPULAR) (RC	
SOMEBODY LOVES ME (COL). SONGS OF THE SOARING 60's Stars for a Summer Night (Col) TOUCH OF ELEGANCE, A (COL Yellow Bird (Life) Yellow Bird (Dot) YELLOW BIRD (KAPP)	(KAPP)(49) 74 (5) 27 (32) 93 (8) 12
Jazz	UN ANNO ANNO ANNO ANNO ANNO ANNO ANNO AN
Ray Charles and Betty Carter (ABC) MILES DAVIS, IN PERSON FRI AT THE BLACKHAWK, SAN F VOL. I (COL)	DAY NIGHT RANCISCO,
Dreamstreet (ABC)	
Pete Fountain's New Orleans (Cor) Genius of Ray Charles (Atl) Genius Plus Soul Founds Larg (Large)	102
Genius Plus Soul Equals Jazz (Impu • HE'S THE KING (RCA) Al Hirt, Greatest Horn in the World Time Out (Col)	(RCA)(43) 136 (19) 7
What'd I Say (Atl)	97
Dance Till a Quarter to Three (LeGro LET'S TWIST AGAIN (PARKWA On the Rebound (RCA)	Y) 88
Percussion and Sound BIG BAND PERCUSSION (LON). MELODY AND PERCUSSION FOR PIANOS (LON)	OR TWO(34) 121(17)(47)(12)(37)
Original Cast	
Camelot (Col) Carnival (MGM) Fiorello (Cap) Gypsy (Col) Music Man (Cap) My Fair Lady (Col) The Sound of Music (Col) South Pacific (Col) Unsinkable Molly Brown (Cap) West Side Story (Col)	(39) 24
Sound Track Ben-Hur (MGM) BLUE HAWAII (RCA) Exodus (RCA) FANNY (WB)	(35) 5
G. I. Blues (RCA) GUNS OF NAVARONE, THE (CONVEYER ON SUNDAY (UA) PARENT TRAP (VISTA)	OL)
Music From Musicals, Films	and TV
BREAKFAST AT TIFFANY'S (RCA Film Encores (Lon)	
WEST SIDE STORY (CAP)	
CLASSICAL & SEMI-CLASSICAL I RODGERS: VICTORY AT SEA,	LP's
VOL. III (RCA)	Best,
Vol. II (RCA)	

Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Pop

RUNAROUND SUE



Dion. Laurie LLP 2009-Dion is one of the hottest of the current performers with "Runaround Sue," a top national side. This hit is included here along with its single flip "Runaway Girl," plus a number of other past pop hits (of other artists). Among these are "Dream Lovers," "Little Star," etc. Solid wax with a good cover shot of the chanter.



RCA Victor LPM 2466 (Stereo & Monaural)-Listeners familiar with Cramer's distinctive, gospel-flavored piano style and his "Late Date," initial hit and its follow-ups, will take to this latest album selection. It's the great piano sound in the spotlight, augmented with strong but simple arrangements for strings and voices. Tunes include "Your Last Goodbye," "Unchained Melody," "You Win Again," etc. Fine mood wax.

FLOWER DRUM SONG



Sound Track. Decca DL 79098 (Stereo & Monaural)—The Broadway cast version of this Rodgers and Hammerstein hit show has been a steady seller and this motion picture sound track version can be expected to generate like excitement. The Universal pic features Nancy (Suzie Wong) Kwan, Miyoshi Umeki, James Shigeta and Juanita Hall, all of whom are heard from here. Wax should provide plenty of counter activity and spur jock spins.

HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING



Original Cast. RCA Victor LSP 1066 (Stereo & Monaural) -Here's the original cast waxing of what is easily one of the hottest shows to break since "My Fair Lady." Cast includes Rudy Vallee, Robert Morse, Bonnie Scott and others and the score is by Frank Loesser. All the best ingredients are right here, including a highly tuneful score. This one can hardly miss.

KERN AND PORTER FAVORITES



Morton Gould and His Ork. RCA Victor LM 2559 (Stereo & Monaural)—Gould's lush, symphonic-styled ork treatments are spotlighted on a group of memorable Jerome Kern and Cole Porter standards. A sock package of nostalgia with prime programming appeal. Selections include "Night and Day," "All the Things You Are," "I Get a Kick Out of You," "Yesterdays," etc.

HYMNS AT HOME



Tennessee Ernie Ford. Capitol ST 1604 (Stereo & Monaural)—Tennessee Ernie Ford returned to his home town in in Bristol, Tenn., to record this album of hymns with his kinfolk at the Anderson Street Methodist Church. And it reflects the home town warmth and friendliness. The hymns include "Blest Be the Tie That Binds," "His Amazing Grace," "Sweet Hour of Prayer" and other favorites. They are sung by Ernie and his kin with much charm and feeling and the album should be a smash seller.

GROOVIN' WITH JUG



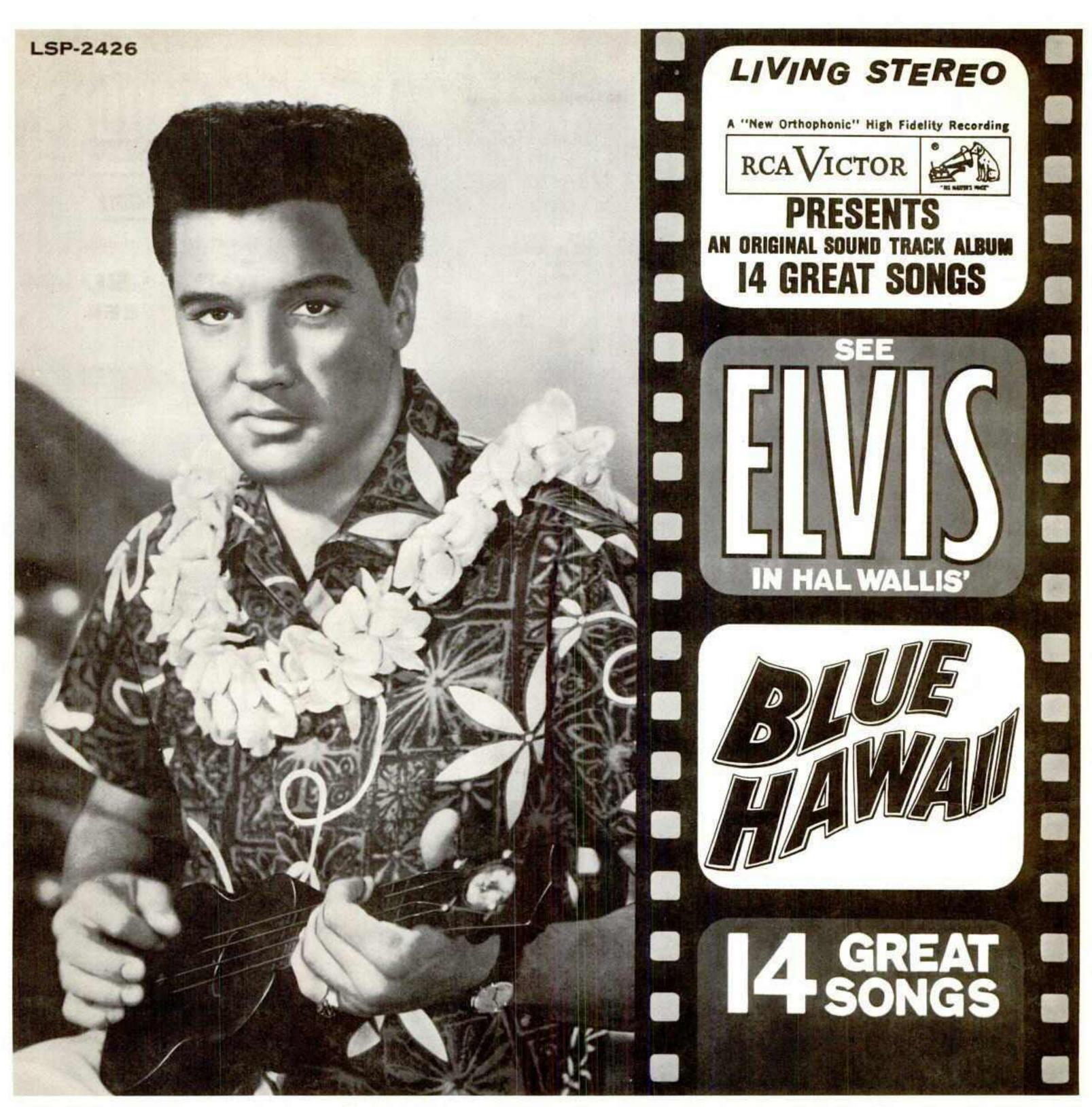
Richard Holmes and Gene Ammons. Pacific Jazz PJ 32-Tenor saxist Gene Ammons has a power-packed LP in this set of six tracks. Accompanied by organist Richard Holmes, guitarist Gene Edwards and drummer Leroy Henderson, he swings through a romping assortment of blues and standards that demonstrate the tenorman's hard-nosed sound and wailing concepts. The beat is strong and the improvisation vibrant. Three of the tracks were recorded in an in-person take at the Black Orchid night club in Los Angeles.

JAZZ ABSTRACTIONS



Various Artists. Atlantic 1365—This album will be enjoyed by many and spurned by many other jazz fans, but this very controversy will help it to become a strong seller. It's the third-stream tradition, spotlighting a topflight group of jazz musicians, plus classical men. Jazzmen include Ornette Coleman, Jim Hall, Eric Dolphy, and the late Scot La Faro to whom the album is dedicated. Tunes are by Gunther Schuller and Jim Hall, with "Abstraction" and "Django" most interesting.

(Continued on page 44)



ELVIS LATEST

14 GREAT SONGS FROM THE ORIGINAL BLUE HAWAII SOUNDTRACK. A HAL WALLIS PRODUCTION, A PARAMOUNT PICTURES RELEASE.

- ☆ BLUE HAWAII
- ☆ ALMOST ALWAYS TRUE
- ☆ ALOHA OE
- ☆ NO MORE
- ☆ CAN'T HELP FALLING IN LOVE
- ☆ ROCK-A-HULA BABY
- ☆ MOONLIGHT SWIM

LSP/LPM-2426

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- ☆ iTO EATS
- ☆ SLICIN' SAND
- **☆ HAWAIIAN SUNSET**
- **☆ BEACH BOY BLUES**
- ☆ ISLAND OF LOVE
- ☆ HAWAIIAN WEDDING SONG

BILLBOARD FLOT 1000 MUSIC WEEK FLOT 100

STAR PERFORMERS-	-Selections register- progress this week.	S Indica	ites that 45 r.p.m. stere	o single Indi	icates that 33½ r.p.	.m. mono single	Indicates that 331/2 r.p.m. st version is available.	lerea single
Wk. Age Wks. Age	TITLE Artist, Label & Number	Weeks On Chart	WR. Ago Wks. Ago Wks. Ago	TITLE Artist, Label & Number	Weeks On Chart	Wk. Ago Wks. Ago Wks. Ago	TITLE Artist, Label & Humber	Weeks On Chart
1) 3 3 8 BIG	BAD JOHN	△ 6	35 35 42 28	SO LONG BABY Big Top	8	66 63 56 64	FEEL IT	△ 7
(2) 1 1 2 RUN	NAROUND SUE	7	36 38 38 46	TAKE FIVE	<u>A</u> 9	67 75 58 62	BRIGHT LIGHTS, BIG CITY	. 8
(3) 2 2 3 BRI	STOL STOMP Dovells, Parkway 827	9	37 39 43 50	MOON RIVER	5 by 405	68 70 72 —	MY HEART BELONGS TO ONLY YOU Jackie Wilson, Brunswick 55220	3
(4) 4 4 1 HIT	THE ROAD JACK	9	38 41 49 77	SEPTEMBER IN THE RAIN	71876	<u>69</u> 94 — —	Sandy Nelson, Imperial 5775	2
17 21 31 FOO	DL #1	6	52 60 76	I WANT TO THANK YOU Bobby Rydell, Came	4	70) 81 86 —	EVERYBODY GOTTA PAY SOME DUES Miracles, Tamla 54048	. 3
6 6 5 7 SAD	MOVIES (Make Me Cry) Sue Thompson, Hickory 1153	10	53 64 81	GOD, COUNTRY AND MY BABY. Johnny Burnette, Liberty	4	(1) 79 80 —	Steve Lawrence, United Artists 364	. 3
10 6 11 THIS	Troy Shondell, Liberty 55353	8	41 43 51 67	PLEASE DON'T GO	7	76 70 97	YOUNG BOY BLUES	- 4
8 9 10 14 THE	FLY Chubby Checker, Parkway 830	7	42) 44 46 48	HOLLYWOOD	7	73 76 79 87	THEME FROM COME SEPTEMBER Billy Vaughn, Dot 16119 IT'S GONNA WORK OUT FINE	. 15
9 5 7 12 1 10	OVE HOW YOU LOVE ME Paris Sisters, Gregmark 6	10	<u>(43)</u> 31 31 38	ANYBODY BUT ME	6	A 00	SOMETIME	2
	WER OF STRENGTH		44) 46 62 68	ROCK-A-BYE YOUR BABY WITH	500	86	Gene Thomas, United Artists 338 DANNY BOY	A 2
	'S GET TOGETHER	10	0	Aretha Franklin, Columbia		<u>₩</u>	YOUR MA SAID YOU CRIED IN YOUR	
12) 7 9 10 YA	Lee Dorsey, Fury 1053	—,	(45) 50 54 60	Open Arms)	8	Ш	SLEEP LAST NIGHT	. 1
Market Hollower School	WONDER LIKE YOU	10	46) 49 66 84	TONIGHT	4	78 88 98 —	THREE STEPS FROM THE ALTAR Shep and the Limelites, Hull 747	. 4
	Lettermen, Capitol 4586 U'RE THE REASON	11	<u>47</u>) 28 15 6	TAKE GOOD CARE OF MY BABY	14	79 80 85 69	IT'S YOUR WORLD	△ 9
<u> </u>	's My) DREAMBOAT	7	48) 34 34 17	LITTLE SISTER	<u>\(\) 12</u>	<u> </u>	SMILE	
<u> </u>	ASE MR. POSTMAN	10	49) 54 68 90	MOON RIVER	Д 5	96	TOWN WITHOUT PITY	2
18 15 11 4 CRY	/ Upes the property of the control o	13	(50) 36 29 40	I REALLY LOVE YOU	7	<u> </u>	TONIGHT Eddie Fisher, Seven Arts 719	. 1
19 12 12 9 MEX	KICO Bob Moore, Monument 446	13	<u>(51)</u> 40 26 16		15	83 95 - 91	Angels, Caprice 107	3
20 23 20 33 I UI	NDERSTAND (Just How You Feel) G-Clefs, Terrace 7500	8	<u>(52)</u> 32 32 27		19	84) 93 — — 85) 91 92 97	I DON'T KNOW WHY Linda Scott, Canadian-American 129 FOR ME AND MY GAL	
	Drifters, Atlantic 2117	9	<u>(53)</u> 60 75 86		4	000	Freddy Cannon, Swan 4083 ON BENDED KNEES.	
THE RESIDENCE OF THE	Fats Domino, Imperial 5779	6	82 84 96	IN THE MIDDLE OF A HEARTACH	E 4	86) 99 — — 87) 84 94 65	Clarence Henry, Argo 5401	10
<u>e</u>	Rick Nelson, Imperial 5770 JOHN	6	(55) 47 53 51	MOVIN'	7		FLY BY NIGHT	10 0
(25) 30 37 43 CAN	DY MAN	11	\$ 73 82 85		4	89) 98 — —	WALK ON BY	. 2
45 65 — CRA	Roy Orbison, Monument 447	3	(57) 55 41 22	(Marie's the Name) HIS LATEST	NAME A 11	90 87 57 59	SAD MOVIES (Make Me Cry)	
48 69 88 GOO	DDBYE CRUEL WORLD	4	58 59 50 45		15	$\frac{(91)}{(91)} - 9193$	A BROKEN HEART AND A PILLOW	
28) 29 44 58 HEA	ARTACHES	5	<u>(59)</u> 65 71 78	I'LL BE SEEING YOU Frank Sinatra, Reprise	4	0	PARTI Page, Mercury 71870	
29 22 23 20 DON	N'T BLAME ME Brothers, Warner Bros. 5501	7	60 68 70 63	MORNING AFTER	5	92)	John D. Loudermilk, RCA Victor 7938 I CRIED MY LAST TEAR	77. 11
30 25 28 32 F00	T STOMPIN' (Parl 1)	10	<u>61</u> 72 77 74	-Esterna wears - MAMER DICTOR	7	93	IT'S TOO SOON TO KNOW	
31) 27 25 26 STIC	CK SHIFT	9	77 100 —	BLUE MOON	3	95)	GYPSY ROVER	. 1
☆ 42 59 — SCH	Gary (U. S.) Bonds, LeGrand 1012	3	63) 67 63 66	YOUR LAST GOODBYE	^ 7	96 100	I WONDER Pentagons, Jamie 1201	. 2
<u> </u>	OK IN MY EYES	11	<u>64)</u> 71 88 99	GYPSY WOMAN	4	97 97 — —	TURN AROUND, LOOK AT ME Glen Campbell, Crest 1087	. 2
CUT/	U MUST HAVE BEEN A AUTIFUL BABY	10	(65) 74 76 —	THE WAY I AM	3	98	STEPS 1 AND 2	m ja
	Bobby Darin, Atco 6206	TO		Jackie Wilson, Brunswick	55220	99	JUST BECAUSE McGuire Sisters, Coral 62288 LOSING YOUR LOVE	1
Anybody But Me (Champion, Berlin Melody (Symphony Ho	use, ASCAP) 61 Really Love	You Love ! You (Shali	Me (Aldon, BMI)		A5CAP) 32	100	Jim Reeves, RCA Victor 7950	K _ &
Big Bad John (Cigma, BMI) Big John (Ludix, BMI) Blue Moon (Robbins, ASCAP)) 1 I Understand 24 I Want to The	(Jubilee, A	SCAP)	20 Smile (Bourne, ASCAP)	Mi)	DIIDDIIA	IG LINDER THE HOT 10	00

Anybody But Me (Champion, BMI Berlin Melody (Symphony House, ASCAP)	1
Big Bad John (Cigma, BMI)	
Big John (Ludix, BMI)	12
Blue Moon (Robbins, ASCAP)	0
Bridge of Love (Belinda, CAPAC)	
Brights Lights, Big City (Conrad, BMI)	
Bristol Stomp (Kalmann, ASCAP)	ant.
Broken Heart and a Pillow Filled With Tears, A	
(Spanka, BMI) Candy Man (January, BMI)	- 5
Candy Man (January, BMI)	
Craiv (Pamper, BMI)	0.7
Cryin' (Acuff-Rose, BMI). Danny Boy (Boosey and Hawkes, ASCAP)	া
Danny Boy (Boosey and Hawkes, ASCAP)	7
Don't Blame Me (Robbins, ASCAP)	3
Dreamboat (Acuff-Rose, BMI)	1
Everybody Gotta Pay Some Dues (Jobete, BMI)	
Feel It (Kags. BMI)	1
Feel It (Kags, BMI). Fly, The (Woodcrest-Mured, BMI). Fly By Night (Sea-Lark, BMI).	
Fly By Night (Sea-Lark, BMI)	
Foot Stompin' (Part 1) (Argo, BMI)	
Foot Stompin' (Part 1) (Argo, BMI)	3
FOR ME and My Gal (Mills ASCAP)	- 8
God, Country and My Baby (New Phoenix-Sarah,	
ASCAP) Goodbye Cruel World (Aldon, BMI)	3
Gypsy Rover (Box and Cox, ASCAP)	ĝ
Gypsy Woman (Curtom, BMI)	- 6
Hearfaches (Leeds, ASCAP)	2
Hearfaches (Leeds, ASCAP) His Latest Flame (Elvis Presley, BMI)	- 5
Hit the Road Jack (Tangerine, BMI)	
Hollywood (Acuff-Rose, BMI)	4
I Cried My I set Your (Minit DAI)	0
Human (Ludix, BMI) I Cried My Last Tear (Minit, BMI) I Don't Know Why (Ahlert & Cromwell, ASCAP)	9
, son , and they (milet) a crommen, Ascar)	37

•					
1 Love	How Yo	u Love !	Me (Aldon	BMI)	
I Real	y Love Y	ou (Shalii	mar, BMI)		
I Unde	erstand (J	ubilee, A	SCAP)		
I Want	to Thank	k You (Le	SCAP)	P)	
I Won	der (Silmi	o, BMI).			
I'll Be	Seeing	You (Wil	liamson,	ASCAP)	
In the	Middle o	f a Hear	tache (Cen	tral. BM	1)
It's Go	nna Work	Out Fin	e (Copo-So	na. ASCA	(P).
It's To	oo Soom	to Know	(Morris,	ASCAP)	
It's Yo	ur World	(Marizon	. BMI)		116
Just B	ecause (N	forthern.	ASCAP)		92
Just O	ut of Read	h (Four !	Star. BMI)		
Langua	ac of Lov	e (Acutt-	Star, BMI) Rose, BMI	D.	0000
Let Th	ere Be D	rums (Tra	vis RMI)	Sales and Principle	
Let's	Get Tonet	her (Won	decland	BMI)	
Little	Sister (E	lvis Pres	derland, ley, BMI)		0.50
Look is	n My Eve	. (Atlanti	c, BMI).		
Losina	Your Lov	e (Tree	BMI)		
Mexico	(Acuff-Ro	se BMI)			****
Missing	You (Co	mar RMI			
Moon	River-But	ler (Fame	us, ASCA	P)	
Moon	River-Mar	ncini (Far	nous, ASC	API	
Mornin	a After	(Fast-Rais	BMI		
Mounta	in's High	The (Od)	n, ASCAP)		****
Movin'	(lec BMI	1	", "",		
My Her	art Belong	to Only	You (Mer	imac. BA	AD.
My Tr	ue Story	(Steven,	BM1)		
On Ben	ided Knee	s (Arc. B.	MI)		20015
Please	Don't Go	(Alan K.,	BMI)		
Please	Mr. Postm	ian (Jobet	e, BMI)		
ROCK-B.	MUS TAUF	HIDRU WIT	h a Diwin	M = 10.4 W	
(War	ock-Mills,	ASCAP).	Disal, A5 off-Rose, off-Rose, off-Ro		
Kunaro	und Sue	Schwartz	Disal, AS	CAP)	
Sad M	ovies-Len	nons (Aci	utt-Kose,	BMI)	
240 WG	Aige-Inou	npson (Ac	utt-Kose,	omi)	

School Is In (Pepe, BMI)
September in the Rain (Remick, ASCAP) 38
Smile (Bourne, ASCAP)
So Long Baby (Vicki-McLaughlin, BMI)
Sometime (Grand Drive BMI) 75
Sometime (Grand Prize, EMI)
ACCAD! Along the way (United Artists,
ASCAP) 71 Steps 1 & 2 (Wolfpack, SESAC). 98
Steps 1 & 2 (Wolfpack, SESAC)
Stick Shift (Hidle, BMI)
Sweets for My Sweet (Brenner-Progressive-Trio, BMI)
Take Five (Derry, BMI)
Take Good Care of My Baby (Aldon, BMI) 47
Theme From Come September (Adaris, BMI) 73
This Time (Tree, BMI)
Three Steps From the Altar (Keel, BMI) 78
Til (Chappell, ASCAP)
Tonight-Ferrante & Teicher (Schirmer, ASCAP) 46
Tonight-Fisher (Schirmer, ASCAP) 82
Tower of Strength (Famous, ASCAP)
Town Without Pity (United Artists, ASCAP) 81
Turn Around, Look at Me (American, BMI) 97
Under the Moon of Love (S-P-R, BMI) 56
Walk on By (Lowery, BMI) 89
Way I Am, The (East-West, ASCAP)65
Way You Look Tonight, The (Harms, ASCAP) 14
What a Party (Travis RMI)
Wonder Like You, A (Four Star, BMI)
Ya Ya (Fast-Barich, BMI)
You Must Have Room a Reputiful Raby
You Must Have Been a Beautiful Baby (Remick, ASCAP)
Young Boy Blues (Rumbalero-Progressive-Trio,
BMI)
그들은 사람들이 얼마나 얼마나 아프라이지 않는데 모양을 가지 않는데 얼마나 없는데 그렇게 살아보니 그 아니라 나를 하는데 하는데 없다.
You're the Reason (American, BMI)
Your Last Goodbye (Cigma, BMI)
Your Ma Said You Cried in Your Sleep Last
Night (Sea-Lark BMI) 77

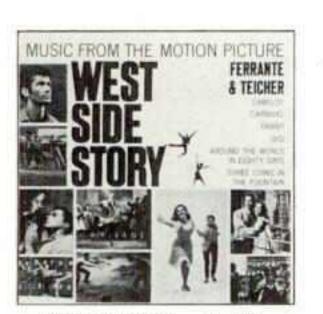
BUBBLING UNDER THE HOT 100

101. IT'S ALL BECAUSELinda Scott, Canadian-American 129 102. A CERTAIN GIRLErnie K-Doe, Minit 634
102. A CERTAIN GIRL
103. DOOR TO PARADISE
104. LET TRUE LOVE BEGIN Nat King Cole, Capitol 4623
105. DON'T WALK AWAY FROM ME Dee Clark, Vee Jay 409
106. SOOTHE ME
107. BACKTRACKFaron Young, Capitol 4616
108. LET THEM LOVE
109. TENNESSEE FLAT-TOP BOXJohnny Cash, Columbia 42147
110. IT WILL STANDShowmen, Minit 632
111. EV'RYBODY'S CRYIN'Jimmie Beaumont, May 112
112. I'LL NEVER STOP WANTING YOU
Brian Hyland, ABC-Paramount 10262
THE AFTER ALL WENT BEEN TURNING
113. AFTER ALL WE'VE BEEN THROUGH
Maxine Brown, ABC-Paramount 10255
114. JUST LET ME DREAMPat Boone, Dot 16284
115. IMPOSSIBLEGloria Lynne, Everest 19418
116. LONELY SIXTEENJanie Black, Capital 4633
117. FEMININE TOUCH Dorsey Burnette, Dot 16265
118. I KNOW
119. THE LION SLEEPS TONIGHT Tokens, RCA Victor 7954
120. GIVE MYSELF A PARTY Rosemary Clooney, RCA Victor 7948



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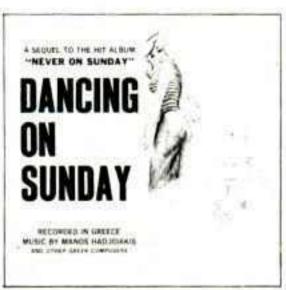
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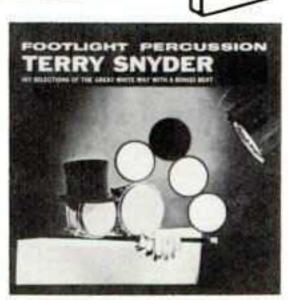


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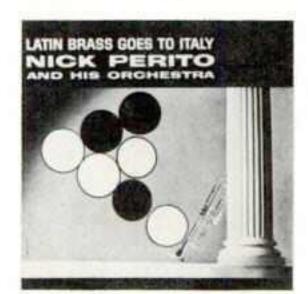


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MONAURAL LP's

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

LP's in black reverse are most recent

This	1	WE IS
Week	Wee 1	k Title, Artist, Label Wks. on Chart JUDY AT CARNEGIE HALL
$\overline{\mathbb{Q}}$	10:	Judy Garland, Capitol WBO 1569
②	2	Johnny Mathis, Columbia CL 1644
3	4	JUMP UP CALYPSO 11 Harry Belafonte, RCA Victor LPM 2388
(1)	3	CAMELOT 42 Original Cast, Columbia KOL 5620
ø	10	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426
6	7	THE SOUND OF MUSIC
ŏ	13	TIME OUT
_	24	THE KINGSTON TRIO CLOSE UP 5
0	34	EXODUS
9	6	Sound Track, RCA Victor LOC 1058 SIXTY YEARS OF MUSIC AMERICA
(10)	**	LOYES BEST, VOL. III
(11)	28	TV SING ALONG WITH MITCH 23
$\stackrel{\sim}{\sim}$	15	YELLOW BIRD
(12)	19	YELLOW BIRD
(13)	000	Mitch Miller, Columbia CL 1160
(14)	9	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III
	12	RCA Victor LM 2574 YOUR REQUEST SING ALONG WITH MITCH 8
(15)	5	Mitch Miller, Columbia Ct 1671 JOSE JIMENEZ AT THE HUNGRY 1 17
(16)		Bill Dana, Kapp KL 3238
(11)	8	Capital T 1566
(18)	22	Various Artists, United Artists UAL 3122
<u>(19)</u>	16	OLDIES BUT GOODIES, VOL. III 13 Various Artists, Original Sound 5004
20	21	AIN'T THAT WEIRD! 8 Brother Dave Gardner, RCA Victor LPM 2335
(21)	41	BELAFONTE AT CARNEGIE HALL 105 Harry Belafonte, RCA Victor LOC 4004
(22)	20	SINATRA SWINGS
(23)	14	KNOCKERS UP 53 Rusty Warren, Jubilee JLP 2029
24)	38	CARHIVAL 24
(E) (E)	33	Original Cast, MGM E 3946 EBB TIDE AND OTHER
9		INSTRUMENTAL FAVORITES
26	11	NEVER ON SUNDAY
27	26	STARS FOR A SUMMER NIGHT 23 Various Artists, Columbia PM 1
28	17	ALL THE WAY
29	25	THE SLIGHTLY FABULOUS LIMELITERS 6
30	31	JOHNNY'S GREATEST HITS 184 Johnny Mathis, Columbia CL 1133
31)	58	SOUTH PACIFIC
32	44	TONIGHT IN PERSON
33	36	PAUL ANKA SINGS HIS BIG 15 71 ABC-Paramount ABC 323
1	101	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART 2
$\overline{}$	18	Warner Bros. W 1417 SOMETHING FOR EVERYBODY
(35)	35	Elvis Presley, RCA Victor LPM 2370
(36)	1000	CALCUTTA
(37)	29	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642
(38)	27	GOIN' PLACES
39	43	MY FAIR LADY
0	103	NEVER ON SUNDAY Connie Francis, MGM E 3965
41)	23	G. I. BLUES
42	39	BOBBY DARIN STORY
43	40	OLDIES BUT GOODIES, VOL. 1
44)	50	ENCORE OF GOLDEN HITS 87
<u>45</u>	48	WEST SIDE STORY
₩ (46)	76	CONNIE'S GREATEST HITS
(47)	32	DANCE TILL A QUARTER TO THREE 14 Gary (U. S.) Bonds, LeGrand LLP 3001
(48)	46	FIRESIDE SING ALONG WITH MITCH 71
49	30	COME SWING WITH ME
픚	45	
(50)		Elektra EKL 180

		less registerin	
Lł	"	S LP's in blac	k ri
This Week	Las We	ek Title, Artist, Label Wks. on Chart	W
<u>52</u>	64	RAY CHARLES AND BETTY CARTER 10 ABC-Paramount ABC 385	0
<u></u>	47	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	0
54	37	Eddie Harris, Vee Jay 3016	0
<u>(55)</u>	42	BUTTON-DOWN MIND OF BOB NEWHART. 78 Warner Bros. W 1379	(1)
56	49	Rusty Warren, Jubilee JGM 2034	
1	102	Gloria Lynne, Everest LPBR 5131	-
9	81	WEST SIDE STORY 3 Sound Track, Columbia 05 2070 KINGSTON TRIO	0
(59)	100	Capitol T 996	0
(60)	51	Dorothy Provine, Warner Bros. W 1394 HEAVENLY 112	0
<u>(61)</u>	147	Johnny Mathis, Columbia CL 1351	(11)
<u>122</u>	61	HE'S THE KING	6
63		RCA Victor LPM 2354	-
64	85	Mitch Miller, Columbia CL 1542	(1)
65	65	RODGERS: VICTORY AT SEA, VOL. III 9 RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	(1)
66	106	MITCH 64	
(67)	60	Mitch Miller, Columbia CL 1414 I'M GLAD THERE IS YOU	(1
68)	62	RICK IS 21 24	(i)
<u>@</u>	77	MORE SING ALONG WITH MITCH142	(
$\stackrel{\sim}{=}$	132	SIXTY YEARS OF MUSIC AMERICA	(1)
(10)	17500	LOVES BEST, VOL. 11 54 Various Artists, RCA Victor LM 6088	(1
1	137	Frank Sinatra, Reprise R 1001	(1)
72	54	Peter Ners, RCA Victor LPM 2383	(1)
73	56	RYDELL AT THE COPA 3 Bobby Rydell, Cameo C 1011	- E
74)	52	SONGS OF THE SOARING 60's	1
75	57	Bob Newhart, Warner Bros. W 1393	(1)
76	63	MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Roulette R 25159	0
1	55		0
78	68	STATES OF AMERICA, VOL. 1	0
79)	78	Capitol W 1573 MUSIC MAN	
80	53	Original Cast, Capitol WAO 990 HIGHWAYMEN 5 United Artists UAL 3125	-
(81)	116		0
82)	67		(
83	86	A CONTRACTOR OF THE PROPERTY OF THE PARTY OF	9
1	104	WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	0
由	125	HITS OF THE ROCKIN' 50's	0
86	59	DREAMSTREET 20 Erroll Garner, ABC-Paramount ABC 365	-
血	113	MY KIND OF GIRL 6	(1)
1	129	Chubby Checker, Parkway P 7004	
1	144	George Shearing, Capitel T 1628	0
90)	75	Vee Jay LP 1035	1
9	80	Original Cast, Capitol WAO 1321	0
92)	82	ABC-Paramount ABC 390	0
93)	335	Arthur Lyman, Life LP 1004	(
94)	83	Rusty Warren, Jubilee J 2024	(
95)	90	Frankie Laine, Columbia CL 1615	0
96)	87	Verve MGV 15003	0
97)	91	Ray Charles, Atlantic 8029	0
98	92	MILES DAVIS, IN PERSON FRIDAY HIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	0
會	1 2	A PERSONAL APPEARANCE Shelley Berman, Verve V 15027	0

en char		most recent reeks or less.
This	Last	Wks. on ck Title, Artist, Label Chart
(101)	109	HE NEEDS ME
(102)	110	GENIUS OF RAY CHARLES
$\stackrel{\sim}{=}$	118	Atlantic 1312 BEN-HUR
(103)	128	BEN-HUR 80 Sound Track, MGM 1E1 BUDDY HOLLY STORY 44
(104))(80886)	Ceral CRE 3/326
105	136	MUSIC FROM EXODUS AND OTHER GREAT THEMES
106	120	THE GUNS OF NAVARONE 7 Sound Track, Columbia CL 1655
107	70	MAKE WAY 37 Kingston Trio, Capitol T 1474
108	71	ALL THE WAY 30 Frank Sinatra, Capitol W 1538
109	73	MOODY RIVER
110	84	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capital T 1520
(11)	93	SAY IT WITH MUSIC
(112)	107	
(113)	111	
(114)	124	and the state of t
(115)	96	I HAVE DREAMED
116	98	WEST SIDE STORY
117	119	LOVE SWINGS 9
(118)	126	GOLDEN WALTZES 5
(119)	127	PARENT TRAP Sound Track, Vista BV 3309
120	99	TIMI YURO
120	117	MELODY AND PERCUSSION FOR TWO PIANOS Ronny Aldrich and His 2 Pianos, London P 54007
(122)	134	SPECIAL DELIVERY Della Reese, RCA Victor LPM 2391
(123)	88	STATE OF THE PARTY
(124)	97	GYPSY
(125)	108	UNSINKABLE MOLLY BROWN
(126)	115	Original Cast, Capitol WAO 1509 NICE 'N' EASY
127)	146	
128	121	BOLL WEEVIL SONG AND 11 OTHER GREAT HITS Brook Benton, Mercury MG 20641
129	133	
130	138	MANAGEMENT AND AND ASSESSMENT OF THE PARTY O
(31)	94	HYMNS
132	114	
133	142	
134	143	MR. LUCKY GOES LATIN
1	69	HOLIDAY SING ALONG WITH MITCH
(136)	74	RCA Victor LPM 2366
(137)	122	Brenda Lee, Decca DL 4104
(138)	135	Floyd Cramer, RCA Victor LPM 2359
(139)	79	Johnny Mathis, Columbia CL 1526 FROM THE HINGRY I 143
(8)	105	Kingston Trio, Capitol T 1107
(141)	112	Sound Track, Warner Bros. W 1413
143	130	Mantovani, London LL 3239 THE VENTURES TO COMPANY 8
(144)	141	ORÂNGE BLOSSOM SPECIAL AND WHEELS. 28 Billy Vaughn, Det DLP 3366
(45)	148	FANNY Sound Track, Warner Bros. W 1416
146	123	AT LAST
147	=	I REMEMBER TOMMY
148	149	YELLOW BIRD
149	150	TOTAL CONTRACTOR OF THE PARTY O
150	139	THE COLORFUL VENTURES

50 Best Selling

STEREO LP's

SIEUEO FL 2
This Last Week Week Title, Artist, Label Wks. on Chart
1 JUDY AT CARNEGIE HALL
2 STEREO 35/MM 5 Enoch Light and His Orchestra, Command RS 826 SD
3 5 THE SOUND OF MUSIC
3 CAMELOT 42 Original Cast, Columbia KOS 2031
5 4 STARS FOR A SUMMER NIGHT
6 9 NEVER ON SUNDAY
7 6 YOUR REQUEST SING ALONG WITH MITCH 7
8 13 YELLOW BIRD
9 21 SINATRA SWINGS
10 JUMP UP CALYPSO
RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523
12 11 PERSUASIVE PERCUSSION, VOL. 1 86 Terry Snyder and the All Stars, Command RS 800 SD
13 15 CALCUTTA
7 PORTRAIT OF JOHNNY 10 Johnny Mathis, Columbia CS 8444
15 14 EXODUS TO JAZZ
16 29 BELAFONTE AT CARNEGIE HALL 102 Harry Belafente, RCA Victor LSO 6006 28 PASS IN REVIEW 5
Bob Sharples Orch., London SP 44001
18 Mitch Miller, Columbia CS 8004 19 17 TIME OUT 14
19 17 TIME OUT Dave Brubeck, Columbia CS 8192 20 24 MUSIC FROM EXODUS AND OTHER GREAT THEMES
Mantovani, London PS 224
21 23 EXODUS 43 Sound Track, RCA Victor LSO 1058 43 22 20 TV SING ALONG WITH MITCH 22
22 19 SOMEBODY LOYES ME 300000000000000000000000000000000000
24 26 MY FAIR LADY
Original Cast, Columbia OS 2015 33 BIG BAND PERCUSSION Ted Heath Orch., London SP 44002
8 GREAT MOTION PICTURE THEMES 42
27 22 GOIN' PLACES
28 25 THE FOUR PREPS ON CAMPUS 10
29 34 KINGSTON TRIO CLOSE UP
Original Movie Music; Miklos Rozza, MGM SIE 2
31 36 SOMETHING FOR EVERYBODY
32 38 WEST SIDE STORY
44 MELODY AND PERCUSSION FOR TWO
PIANOS Ronny Aldrich & His 2 Pianos, London SP 44007
48 BLUE HAWAII Elvis Presley, RCA Victor LSP 2426 27 EBB TIDE AND OTHER INSTRUMENTAL
FAVORITES
32 PROVOCATIVE PERCUSSION, VOL. 1 93 Enoch Light and the Light Brigade, Command RS 806 SD
38 49 MUCHO GUSTOI 4 Percy Faith, Columbia CS 8439
39 31 CARNIVAL 21 Original Cast, MGM SE 3946
40 35 SOUTH PACIFIC Sound Track, RCA Victor LSO 1032
Elektra EKS 7-180
42) Elvis Presley, RCA Victor LSP 2256 A3) 30 AL HIRT, GREATEST HORN IN THE WORLD. 15
RCA Victor LSP 2366 44 39 GOLDEN WALTIES Billy Vaughn, Dot DLP 25280
45 45 BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362
46 41 SLIGHTLY FABULOUS LIMELITERS 3
47 42 PERCUSSION OOM PAH Rudi Bohn, London SP 44009
48 40 COME SWING WITH ME 12 Frank Sinatra, Capitol SW 1594
49 37 SONGS OF THE SOARING 60's
50 SING TO ME, MR. C

Cheerful as a Hoedown!

DRAMATIC GLAMOROUS EXCLUSIVE

NEW CONTINENTAL 2 STEREO ROUND Now there

ontirely new, totally different in the stereo jukebox field! It's the self-contained Continental 2 Stereo Round with an exclusive sound system that needs no remote speakers. AMI encloses this new marvel of stereo realism in a cabinet of superb eye-appeal—glittering, glamorous and aglow with rich color. Designed to play 33½ RPM stereo and 45 RPM monaural records interchangeably, the compact Continental 2 fits any location. Only AMI offers you these advanced features today in standard equipment (no extras to buy)—

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SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

Records shown here are important to buyers and programmers because this measurement of local popularity may well indicate popularity and sales on a national scale in the weeks ahead. These records have shown sharp local sales increases during the last ten days to two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

NEW YORK

- -THERE'S NO OTHER Crystals, Philles
- -IT'S TOO SOON TO KNOW Etta James, Argo

CHICAGO

-LET THEM LOVE Dreamlovers, Heritage

LOS ANGELES

- -IT WILL STAND Showmen, Minit
- -LANGUAGE OF LOVE John D. Loudermilk, RCA Victor
- -I CRIED MY LAST TEAR Ernie K-Doe, Minit
- -EV'RYBODY'S CRYIN' Jimmie Beaumont, May
- -FUNNY HOW TIME SLIPS AWAY Jimmy Elledge, RCA Victor
- -LET'S GO TRIPPIN' Del Tones, De Horn

PHILADELPHIA

-PUSHIN' YOUR LUCK Sleepy King, Joy

SAN FRANCISCO

- -I CRIED MY LAST TEAR Ernie K-Doe, Minit
- -IT WILL STAND Showmen, Minit

BOSTON

- -I WONDER Pentagons, Jamie
- -BE BOP GRANDMA Solomon Burke, Atlantic
- -POP GOES THE WEASEL Anthony Newley, London

PITTSBURGH

- -EV'RYBODY'S CRYIN' Jimmie Beaumont, May
- -GREETINGS (This Is Uncle Sam) Valadiers, Miracle

WASHINGTON

-A CERTAIN GIRL Ernie K-Doe, Minit

MILWAUKEE .

- -HAPPY BIRTHDAY, SWEET SIXTEEN Neil Sedaka, RCA Victor
- -LOSING YOUR LOVE Jim Reeves, RCA Victor
- -GARDEN OF EDEN Bobby Comstock, Festival
- -LITTLE LONELY Chad Allen, Smash

ATLANTA

-A CERTAIN GIRL Ernie K-Doe, Minit

HOUSTON

-LANGUAGE OF LOVE John D. Loudermilk, RCA Victor

DALLAS-FORT WORTH

-COMMANCHEROS Claude King, Columbia

MINNEAPOLIS-ST. PAUL

- -THE LION SLEEPS TONIGHT Tokens, RCA Victor
- -LITTLE ALTAR BOY Vic Dana, Dolton
- -JUST LET ME DREAM Pat Boone, Dot

NASHVILLE-MEMPHIS

-FUNNY HOW TIME SLIPS AWAY Jimmy Elledge, RCA Victor

BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

I WANT TO THANK YOU, BOBBY RYDELL . . . (Lowe, ASCAP) Comeo 201

*GOD, COUNTRY AND MY BABY, JOHNNY BURNETTE..... (New Phoenix-Sarah, ASCAP) Liberty 55379

--- COUNTRY & WESTERN ----

*STAND AT YOUR WINDOW (Tuckahoe, BMI)

*WHAT WOULD YOU DO, JIM REEVES (Tuckahoe, BMI) RCA Victor 7905

RHYTHM & BLUES

I'M TORE DOWN, FREDDY KING..... (Sonlo, BMI) Federal 12432

*IMPOSSIBLE, GLORIA LYNNE......(Tippy, BMI) Everest 19418

Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

BOBBY VEE



WALKIN' WITH MY ANGEL (Aldon, BMI) (2:20)-RUN TO HIM (Aldon, BMI) (2:07)—Here's another two sided hit for chart-topper Bobby Vee. "Angel" is a catchy tune with an infectious beat sold solidly by the lad; flip is an interesting ballad about self sacrifices. Strong wax.

TONY ORLANDO



HAPPY TIMES (ARE HERE TO STAY) (Aldon, BMI) (2:27)—A fine new Tony Orlando waxing, culled from his new album "Bless You." He sells the story of young love with emotional impact, over potent backing. Flip is "Lonely Am I" (Aldon, BMI) (2:45).

ADAM WADE



PREVIEW OF PARADISE (Paxton, ASCAP) (2:53)-COLD, COLD WINTER (Paxton, BMI) (2:30) - The warm-voiced chanter turns in two mighty attractive performances here. Top side is a big ballad handled with all stops out by Wade; flip is a bouncy tune done smartly

THE CHANTELS



WELL, I TOLD YOU (Barrett's Chantel, BMI) (2:27)-The Chantels have a solid follow-up to their current hit with this bright item, which is almost an answer to "Hit the Road, Jack." They sell it well and the unidentified male voice adds style. Flip is "Still" (Barrett's Chantel,

JERRY FULLER



POOR LITTLE HEART (Four Star, BMI) (1:55)-THB PLACE WHERE I CRY (Four-Star, BMI) (3:14)-Jerry Fuller sells these two songs with style and feeling. "Poor Little Heart" is a happy rock and roll item with good lyrics; flip is a moving ballad with a strong arrangement. Challenge 9128

BOB LUMAN



OLD FRIENDS (Acuff-Rose, BMI) (2:12) - BOSTON ROCKER (Acuff-Rose, BMI) (2:13)—Bob Luman can get back in the hit circle with this new disking. He sings "Old Friends" with a lot of passion, aided by a sock beat, and he comes through with a shouting vocal on "Boston Warner Bros. 5506

SONNY JAMES



YOUNG LOVE (Lowery, BMI) (2:30) - BROKEN WINGS (Shapiro-Bernstein, ASCAP) (2:04)—James makes a solid debut on Victor's new 49-cent single line. Top side is a re-recording of his old hit and it's just as appealing today as before. The flip is another old side of James, stylishly updated. Either could happen. Groove 4-1

BARRY RICHARDS



WHAT ARE YOU, SOME KIND OF NUT? (Spanka, BMI) (2:30)—The young chanter has a winner in his debut on the low-price Victor subsidiary. It's a harddriving and rocking side, full of the sound the kids want. Richards is also the writer. Watch this one. Flip is "Last Night a Heart Was Broken" (Spanka, BMI) (2:56).

SHEB WOOLEY



THAT'S MY PA (Channel, ASCAP) (2:23)—MEET MR. LONELY (Channel, ASCAP) (2:21)—Wooley has a fine novelty on top here, his best since "Purple People Eater." It's bright and full of cute gimmicks. The flip features a good performance of a weeper ballad with Tex.-Mex.styled backing. Both can happen.

H. B. BARNUM



HOW MANY MORE TIMES (Hidle Film & TV, BMI) (2:06)—BABY, BABY, BABY (ALL THE TIME) (Aladdin, BMI) (2:18)—Barnum bows on Victor with a sock reading of a big, big ballad of a broken love affair. Fem group and string ork assist neatly. The flip is a solid after-hours blues with piano and soft strings in support.

Either way here.

RCA Victor 7960

(Continued on page 38)

Copyrighted material



SCRATCH BACK Ray Stevens

71888

RECORDS



Continued from page 37

JON THOMAS



SO GOOD (Savoy, BMI) (2:24)—Thomas, who once developed good action on "Heartbreak (It's Hurtin' Me)," has a strong hunk of funky organ wax. It's a driving instrumental that has a good chance. Merits exposure. Flip is "The Thomas Twist" (Pamco, BMI) (2:19).

ABC-Paramount 10274

ELWOOD JAMES



STAND UP (Central Songs, BMI) (2:09)-James turns in a solid, revival-styled effort with strong gospel flavor. Material also touches upon topical matters. Interesting wax that could easily step out. Flip is "Arkansas Jane" (Mary, BMI) (2:09). Bonanza 3456

Christmas

BRENDA LEE



ROCKIN' AROUND THE CHRISTMAS TREE (St. Nicholas, ASCAP) (2:02) - PAPA NOEL (Champion, BMI (2:25)—A re-issue of what has become a strong annual Christmas seller. Top side will get the heaviest play but the flip, an interesting, cajun type holiday tune, can also Decca 20777 grab action in the territories.



Juke Box Programming

JACKIE LEE *** HALLELUJAH, I LOVE HER SO (Progressive, BMI) (2:38)

*** THE NEW SWANEE RIVER BOOGIE (Agua, ASCAP) (2:19) Sure 71891

$\star\star\star\star$ STRONG SALES POTENTIAL

POPULAR

CLAUDE GRAY *** Let's End It Before It Begins-MERCURY 71898-A ballad about love that has no right to be, is handled sincerely here by Gray while the combo and chorus support him smartly. A strong side, (Lowery, BMI) (2:10)

*** Talk to Me Old Lonesome Heart -Claude Gray sells this tender weeper with much heart over warm backing by ork and chorus. A good side for the pop and country markets. (Glad, BMI) (2:35)

CATERINA VALENTE *** Dis-Moi Que Septembre - LON-DON 10001-Miss Valente, now on London exclusively, turns in a bright samba rhythm tume, this time in French. The gal turns on her wild, wailing high notes in spots here. Spins possible. (BIEM) (2:00)

*** Un P'tit Beguin-A slow, sneaky, finger-snapping rhythm side. The gal sounds fine on the French language material and she gets a fine arrangement. Two classy sides. (Sunbeam, BMI) (2:25)

NEIL SCOTT *** My Confession-PORTRAIT 2001 -The chanter is giving the Padre his confession about breaking a sacred vow and spoiling a sacred love. A most emotional message here and it's given meaning by Scott. (Miron Music, ASCAP) (3:05)

*** It Happened All Over Again-Scott turns in an okay rhythm ballad about school days. Good arrangement features a girls' chorus, (Darnel Music, BMI) (2:39)

BERNIE LAWRENCE *** Collecting Girls-UNITED ART-ISTS 388-Here's a cat that has spurned stamps and started to collect girls instead. It turns out a happy hobby for him. Bright rhythm wax. Singer is the brother of Steve Lawrence. (Arch Music Co., ASCAP) (2:39)

*** That Was Yesterday - A slow, triplet-backed ballad, done nicely by Lawrence, employing occasional dual-track spots. Side is worth a hearing. (Footlight Music, BMI) (2:45)

HELEN SHAPIRO *** Walking Back to Happiness-CAPITOL 44004-The British school girl thrush turns in a rocking, enthused performance on the up-beater. She gets help from a sharp, happy arrangement and a femme chorus. The side merits exposure. (Bourne-Rank) (2:30)

*** Kiss 'n' Run - A medium-paced rocker blues. The performance is again good with help from the femme group. Top side rates the edge. (Beechwood) (2:08)

FRED FLITSTONE *** Bedrock Beat - EPIC 9475 - A rockin' instrumental with twin saxes featured in the lead harmony spot. Good beat and the kids will like the sound, (Barbera-Hanna, BMI) (2:15)

*** Stone Age Rock-Another breezy instrumental with touches of "Big Noise from Winnetka." Drums and bass are featured throughout. (Barbera-Hanna, BMI)

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.

ART AND DOTTY TODD *** Your Cheatin' Heart - DECCA 31329-An attractive vocal stint by the duo on the memorable Hank Williams oldie. Merits exposure. (Acuff-Rose, BMI) (2:16)

*** Sweet Cha Cha Charlot - Gimmicked-up cha-cha version of "Swing Low Sweet Charlot" spiritual is different enough to pull play, (Northern Music, ASCAP)

JOHNNY NASH *** I'm Counting On You - ABC-PARAMOUNT 10230 - Attractive Latinstyled theme is sung with solid showmanship and quality by Nash. Also merits exposure. (Sea-Lark, BMI) (2:19)

*** I Lost My Baby-Feelingful reading by Nash on a fervent rockaballad with good lyrics. Can grab spins. (J & E, ASCAP) (2:40)

TAMMY MONTGOMERY *** It's Mine - SCEPTER 1224 - An BOBBY BLAND exuberant thrushing stint by the gal on a *** Turn On Your Love Lightrocking bluesy item. Should go r.&b. as well as pop. (Ludix) (2:32)

*** If You See Bill-Expressive chirping on a feelingful rockaballad. Also a strong item. Watch it. (Ludix) (2:59)

THE DEMENSIONS

*** As Time Goes By-CORAL 62293 -The familiar tune gets a wild, high-voiced treatment in slow, pulsing rock tempo. Flourishing fiddles support the effort. The side has a chance and it could bring the group back. (Harms, Inc., ASCAP) (3:00)

*** Sevens Days a Week - Another slow triplet-backed ballad rendition. The gal gives and ethereal quality to the group vocal. Another side with potential. (Mo Music Pub. Co., ASCAP)

LAWRENCE WELK *** You Gave Me Wings-DOT 16285 -The maestro has a broad, strong, themetype melody here that's filled with good piano a la Ferrante and Teicher, choral effects and banks of strings. Strong wax. (Tilzer, ASCAP) (2:35)

*** A-One, A-Two A-Cha Cha Cha-Power-packed cha-cha rhythm on this Welkism along with harpsichord melodic line that catches the ear. Vocal chorus sings out the theme with abandon on the hard-hitting side. (Tilzer, ASCAP) (2:13)

JACKIE LEE *** Hallelujah, I Love Her So-SURE 71891-The Ray Charles oldie is taken for a solid ride here by the instrumental combo. (Progressive, BMI) (2:38)

*** The New Swanes River Boogle-Honky-tonk plano takes over on this side that swings along nicely in a medium tempo. Besides the good keyboard work there's (2:33) some biting tenor in the combo instrumental. (Aqua, ASCAP) (2:19)

TOMMY RIDGLEY

*** In the Same Old Way-RIC 3495 -A strong side-catchy and fresh in conception, combining the church style of technique with bluesy qualities. Vocal is backed by very tasteful instrumentation, particularly the horns. (Ron Pub. Co., BMI)

*** The Girl From Kooka Monga-Blues novelty gets a good rocking go. (Ron Pub. Co., BMI) (2:21)

THE CATALINAS

*** Sweethearts - 20TH FOX 286-Mixed chorus wails with feeling on moving teen-saga. Could pull play. (Kannebek, ASCAP) (2:58)

*** Unchained Melody-The oldie is sung with verve and strength by lead singer and group. (Frank, ASCAP) (2:55)

GENE KENNEDY *** Rockin' Pneumonia-OLD TOWN 1110-A rocker with a swingy rhythm and a lyric touched with novelty. Chorus and horns and rhythm provide good backing. Tune was originally a hit for Huey Smith. (Ace, BMI)

*** The Deepest Part of the Ocean-Contrasting with flip, this is a rockaballad, touched with country feeling. Chorus again adds a nice touch to the lead vocal. (Cedarwood, BMI)

THE RAINDROPS

*** The Sweetheart Song-IMPERIAL 5785-Dedicated to all sweethearts, this song, somehow, has the sad quality of a dirge, which perhaps derives from its tripletfigure background. (Sheldon, BMI) (2:15)

*** I Remember in the Still of the Night—The old r.&b. hit is handed a good reading by the group. Watch it. (Angel, BMI) (2:10)

LITTLE MILTON *** So Mean to Me-CHECKER 994-Showmanly vocalizing on catchy bluesy rocker, with dual market appeal to r.&b. as well as pop. (Arc-Lyco, BMF) (2:30)

*** I Need Somebody — Same comment. (Arc-Lyco, BMI) (2:05)

CODY BRENNAN AND THE

TEMPTATIONS *** Ruby Baby-SWAN 4089-Exuberant performance by Brennan and group on lively rhythm-rocker with solid teen appeal. (Patricia, BMI) (2:08)

*** Am I the One-Emotion-packed rockabilly delivery by Brennan on moving rockaballad. (Claridge, ASCAP) (2:05)

THE TRONICS *** The Big Scroungy-LANDA 680-Interesting instrumental effort is played with style by the combo on this swinging rocker. Guitars and horn add a lot of spirit, and the side could grab coins. (Painted Desert, BMI) (2:35)

*** South American Sunset-Another good side that also could cull some juke loot. It swings but the flip has a bit more excitement. (Painted Desert, BMI) (2:15)

DUKE 344-The chanter comes on with a strong performance on a bright rocker. He sells it with a lot of feeling and the backing swings. Watch this. (Don Music Co., BMI)

*** You're the One (That I Need)-This is in the slow, moody Ray Charles groove. Bland turns in a meaningful performance, aided by warm support, Two strong sides here. (Lion Publ. Co., BMI)

THE FOUR COINS

*** Gee, Officer Krupkle-JUBILEE 5411-Saucy tune from "West Side Story" is handed an attractive performance by the boys. Sound effects and band arrangement is fine, too. Good side here. (Chappel Music, ASCAP) (2:59)

*** The Miracle of St. Marie-The listenable tune receives a tender interpretation from the Four Coins on this side." It isn't as strong as the flip but it could get plays. (Quartet Music, ASCAP) (2:39)

LITTLE MISS CORNSHUCKS *** It Do Me So Good-CHESS 1785 -Little Miss Cornshucks comes through with a meaningful reading of a tender tune that has a chance to take off. If has also been waxed by Ann-Margret on RCA

★ No Teasing Around - (Arc, BMI) (3:05)

MARGIE BOWES

Victor. (Arc, BMI) (2:50)

*** Lonely Pillow-MERCURY 71897 -A most touching performance by Margie Bowes of a story about broken love. This one could climb quickly. The backing is first-rate, too. Watch it. Sure-Fire, BMI)

** Always Remember - (Tree, BMI)

MARK WYNTER *** Warm and Willing - LONDON 1997-The young British chanter croons this pretty ballad pleasantly, He's abetted by chorus and strings. Side has strong appeal for good-music-minded jockeys. (Miller, ASCAP) (2:36)

*** Exclusively Yours - (Rumbalero, BMI) (1:55)

DEL WOOD

*** Creole Fandango - MERCURY 71899-Bright and sprightly is this happy instrumental effort played neatly here by 88-er Del Webb, aided by a chorus and a rhythm section. (Golden State, BMI) (2:23)

** My Adobe Haclenda-(Peer Int'l. BMI) (2:03)

CLIFF MONTGOMERY *** Slow Motion—COLUMBIA 42221 -A good, bright sound here on a mediumtempo ballad. The chanter has a touch and he works with a good arrangement, First, BMI) (2:24)

** Only Time Will Tell-(First, BMI)

DONNY YOUNG *** On Second Thought-MERCURY 71900-Donny Young turns in a sock performance on this tale of a lad who doesn't want a second chance with a girl who hurt him bad. Strong wax with a chance. (Tree,

** One Day a Week - (Tree, BMI)

BENNY BARNES

BMI) (2:14)

*** World's Worse Loser-MERCURY 71896-Barnes sells this pretty ballad with earnestness over smooth support by the ork. Side has a chance if exposed, Good wax. (Big Bopper, BMI) (2:30)

** I Changed My Mind-(Glad & Co-

(Continued on page 49)

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HELEN SHAPIRO "WALKIN' BACK TO HAPPINESS." ENGLAND'S NO. 1 RECORD. 325,000 SOLD FIRST TWO WEEKS. ORDER THE ORIGINAL ON CAPITOL NOW.#4662





ittle Al Nets Extra Sales

Continued from page 15

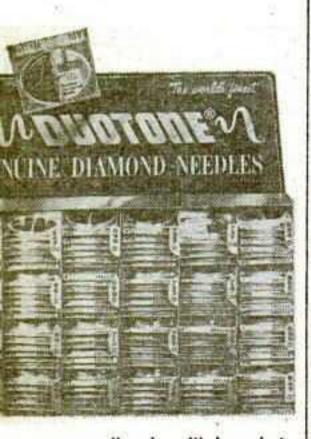
and he must know what he's lking about. Little Al currently hicago area plus a substantial ne-stop operation. He's one of the ading singles movers in the city nd he's credited by distributors as oing a whale of a job with albums -all types, especially sound and ercussion.

And—perhaps most unique—Al one of the few retail outlets in ne city still selling at list—no disount. He's got a theory about this, ut more about that later.

Extra Sales Al's ideas on pushing sound albums, have to do with "getting ie extra sale."



OTONE'S NEW MOND NEEDLE DISPENSER!



se...your needle sales will skyrocket. attractive display contains the most d stereo and monaural diamond nee-The dispenser, by being constantly nt of your customers, will stimulate of-purchase needle sales...and it we you Inventory Time.

ispenser is FREE! You just pay for Duotone Diamond needles it con-They're newly and handsomely packor customer eye appeal.

> SEE YOUR DUOTONE DISTRIBUTOR TODAY!

COMPANY, INC. KEYPORT, N.J.

"When a customer comes into the store," says Al, "we let the as some 11 retail outlets in the store merchandise the records-we believe in letting the customer take his time and browze around. All types and categories of merchandise are displayed. There's no special emphasis on any one thing.

"After the customer has made his selection and comes to the checkout counter (the last place I can make a sale), I say something like this: 'a new record concept has been made. Its sound cannot be duplicated or appreciated in the store area. Therefore, the must is, take it home on the house. If you don't buy me, please try me."

Charge Account

Al doesn't take cash from the customer - even customers he doesn't know. "We open a charge account for the one record," he says.

Only bookkeeping is to take the man's telephone number and ask for some simple identification.

Does it work? Al says his percentage of loss is less than one out of 100. His theory on this (and if you haven't gathered it by now, Al has a theory on just about everything and he states it in terms that would make even Casey Stengel flinch), "people who have a hobby are better than people."

Percentage of Sales the remaining 50 per cent who didn't buy and returned the merchandise, we have still built "Our percentage of sales," he chandise, we have still built a desire for the merchandise, and the people eventually come in to buy

when they get the money." Al says one of the biggest advantages of his "take home" system is that it saves time. As Al phrases it more colorfully, "a man that's so stupid as to play (the record) to sell, loses money. How can you afford to talk to somebody for 15 minutes to make ONE sale? On an item that has a net profit of one or two dollars, you have to have a fast way to sell."

Add Sales

Another advantage of the system is that it adds sales and doesn't substitute one piece of merchandise for another.

Al believes that special merchandising displays don't add business and could hurt it.

"Let me give you an example," he says. "A man comes in to buy a Sinatra or Presley-you tell him about the wonderful new sound albums—or he sees a special display. He ends up buying the sound album and leaves the Sinatra or Presley in the store. And to make matters worse-if he doesn't like the sound album, I've made an enemy.

"With my way, the man comes in -buys what he came for and what he sees and picks out himself. Then when he's ready to check out, I tell him about the 'plug' item. He takes it home with the privilege of returning it. If he doesn't like it, no hard feelings. And besides, I've also sold the original merchandise the man came in for."

The only disadvantage to Al's system is that it requires him to keep a large inventory, and he feels the dealer has to have a good relationship with his supplier to do

Al believes the secret of record merchandising is variety. He feels this is one place where the discount stores, drug, grocery and department stores can't compete.

This brings him to his theories on selling at full list price or no discounting.

"First, you have to offer the finest variety of merchandise in the area. You'll note, I say "finest" variety-not biggest or most."

large display of merchandise and it here," says Al.

Attractive Space-Saving Racks for Sound Lines



MGM

Record Hunter

• Continued from page 15

Another important aspect of good merchandising technique is manufacturing policy and co-operation. In this connection, Schott singled out Command, and more recently, London, as co-operative manufacturers. "Command makes it easy to merchandise because they turn out a solid product, one at a time. You can put all your push behind the one album. And their own advertising is well co-ordinated with dealer promotion.

"London has been able to make the grade with Phase 4 for several reasons. First, they've given us good, colorful product, a basic; but second, they have launched the new series with a guarantee program which makes a dealer more likely to give it a good try. We've given it a good try and it's going for us. They have made it too, where others haven't, because of the quality image of the name London. That's been very important to us."

Schott also feels that sound albums, per se, are a passing fancy, particularly in the current context of the percussion type of product. "Enoch Light started the percussion trend and many followed. He is still the most successful. Now he has de-emphasized percussion in favor of pure music, through the 35mm. package and his new classical material and he has struck oil again. London again has made it with Phase 4 because they offer a lot of music.

Schott singled out various albums as exceptional items. "Time Records has turned out some fascinating sound items of modern classics. The Phase 4 "Pass in Review" is just the best, a terrific seller. The Victor Stereo-Action line has gotten a good reception too, again because of the quality association with Victor's name. Unfortunately, some of the others were simple bandwagon riders and didn't get there fast enough with the best."

that it should be well categorized. He's proud of the fact that his stores probably have the greatest number of record categories listed in the city. "No matter what the Al feels a store should have a customer is interested in, he'll find

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$101 & \$150

Position	Position	= u *
This	8/7/61 Issue	Brand % of Total Points
1	1	Magnavox16.9
2	4	Decca13.9
3	8	Voice of Music (V-M)11.6
4	5	Webcor10.4
5	3	Motorola 9.5
6	ALC: SEA	Phonola 6.5
7	7	RCA Victor 5.3
8	-	Symphonic 3.2
		Others

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.

COLOSSEUM—Expires November 15, 1961. Started August 15, 1961. "Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.

PACIFIC JAZZ-WORLD PACIFIC—Expires November 24, 1961.

Started October 9, 1961.

Two LP's free for every 10 LP's purchased with a minimum order of 100 mono or stereo LP's. Covers 11 new releases. One hundred per cent exchange privilege.

ATLANTIC-ATCO—Expires November 30, 1961. Started October 30, 1961. "The Right Deal at the Right Time." One LP given free with the purchase of eight LP's. Deal is available to dealers through distribs and covers entire catalogs of both labels and new releases. All qualifying dealers offered deferred billing and 100 per cent return privilege. See page 4, October 30 issue, for details.

KAPP—Expires November 30, 1961. Started October 10, 1961. October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.

LIBERTY—Expires November 30, 1961. Starts October 30, 1961. Ten per cent cash discount on the label's Christmas product, including its Robert Rheims catalog, plus a new Felix Slatkin Christmas release on the Premiere label. See page 2, October 16 issue, for details.

ABC-PARAMOUNT—Expires December 15, 1961. Started July 17, 1961. Fall-Winter LP Program. Distribs are offered 121/2 per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.

CAPITOL-ANGEL—Expires December 22, 1961. Started October 16, 1961. Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See page 3, October 16 issue, for details.

CAPITOL—Expires December 22, 1961. Started October 30, 1961. Special sales program. Dealers are offered up to two free LP's for every 10 LP's purchased of 18 of the label's Original Broadway Cast and Movie Soundtrack albums. See separate story, current issue, for details.

MERCURY—Expires December 31, 1961. Started November 1, 1961. "Operation Gold Rush." Fifteen per cent merchandise bonus. Plan covers 22 new albums and also gives right to buy three catalog LP's in the same price group for every new LP release purchased on same 15-for-100 basis. One hundred per cent exchange privilege on entire November release and 10 per cent exchange privilege on catalog. Dealer must place initial order by November 21.

PETER PAN—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven inch singles to dealers six for \$1.

TIME—No expiration date. Started November 1, 1961. Entire Series 2000 catalog will be available on a buy six-get-one-free basis.

MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

WONDERLAND—Expires November 30, 1961. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

CONCERT-DISC—No expiration date. Started September 25, 1961. Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount,

WHEN THE BOY IN YOUR ARMS

IS THE BOY IN YOUR HEART

c/w

BABY'S FIRST CHRISTMAS

M-G-M K 13051



This

Last

THE NATION'S TOP TUNES HONOR ROLL OF HITS

FOR WEEK ENDING NOVEMBER 5

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.

Weeks

Week Week Tun	100 2017/144 (1927)	Chart
1 4 BIG BA	By J. Dean—Published by Cigma (BM	5
	OUND SUE Maresca-Dion DiMucci—Published by Schwartz-Disal (ASCAI	6
3 2 BRISTOL	By Mann-Appell—Published by Kalmann (ASCA)	7
4 3 HIT THE	ROAD JACK By Percy Mayfield—Published by Tangerine (BM	8
5 SAD MO	OVIES (Make Me Cry)	6
6 19 FOOL #	By Kathryn Fulton—Published by Sure Fire (BM	3
	ET TOGETHER Sherman-Robert B. Sherman—Published by Wonderland (BM)	6
8 10 THIS TH	ME	1
9 12 THE FLY	By Madara-White-Published by Woodcrest-Mured (BM)	5
10 6 I LOVE	HOW YOU LOVE ME	5
11 13 TOWER	OF STRENGTH	4
12 8 YA YA	By Dorsey-Robinson-Published by Fast-Barich (BMI	6
13 15 THE WA	By D. Fields-J. Kern-Published by Harms (ASCAP	. 6
11 CRYIN'	By Roy Orbison-Joe Melson-Published by Acuff-Rose (BMI	10
(15) 23 A WONI	DER LIKE YOU	3
18 YOU'RE	THE REASON	4
9 MEXICO	By Boudleaux Bryant-Published by Acuff-Rose (BMI	7
18 16 (He's M	By John D. Loudermilk—Published by Acuff-Rose (BMI	
19 17 SWEETS	FOR MY SWEET By Pomus-Shuman—Published by Brenner-Progressive-Trio (BMI	. 5
20 26 I UNDER	RSTAND (Just How You Feel)	
21) — PLEASE I	MR. POSTMAN	
22 24 BIG JOH	By Patton-Summers—Published by Ludix (BMI	_
23) 14 YOU MU	JST HAVE BEEN A BEAUTIFUL BABY	, 8
24 27 EVERLOV	By Dave Burgess-Published by Jat (BMI)	, 3
	Domino-P. King-D. Bartholomew-Published by Travis (BMI)	, 1
20)	By McHugh-Fields—Published by Robbins (ASCAP)	. 5
27) — CANDY I	MAN By Beverly Ross-Fred Neil-Published by January (BMI)	. 1
28) — CRAZY .	By Willie Nelson-Published by Pamper (BMI)	. 1
29) — GOODBYE	E CRUEL WORLD	. 1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. BIG BAD JOHN-Jimmy Dean, Columbia 42175.
- 2. RUNAROUND SUE-Dion, Laurie 3110.
- 3. BRISTOL STOMP-Dovells, Parkway 827.
- 4. HIT THE ROAD JACK Ray Charles, ABC-Paramount 10244.
- 5. SAD MOVIES (Make Me Cry)-Lennon Sisters, Dot 16255; Sue Thompson, Hickory 1153.
- 6. FOOL #1 Brenda Lee, Decca 31309
- 7. LET'S GET TOGETHER-Hayley Mills, Vista 385.
- 8. THIS TIME-Troy Shondell, Liberty 55353.
- 9. THE FLY-Chubby Checker, Parkway 830.
- 10. I LOVE HOW YOU LOVE ME-Paris Sisters, Gregmark 6.
- 11. TOWER OF STRENGTH-Gene McDaniels, Liberty 55371.
- 12. YA YA-Lee Dorsey, Fury 1053.
- 13. THE WAY YOU LOOK TONIGHT -Lettermen, Capitol 4586.
- 14. CRYIN'-Roy Orbison, Monument
- 15. A WONDER LIKE YOU-Rick Nelson, Imperial 5770.
- 16. YOU'RE THE REASON-Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe Smith, Fairlane 21006.
- 17. MEXICO-Bob Moore, Monument 446; Li'l Wally and the Harmony Boys, Jay-Jay 250.
- 18. (He's My) DREAMBOAT Connie Francis, MGM 13039.
- 19. SWEETS FOR MY SWEET -Drifters, Atlantic 21127.
- 20. I UNDERSTAND (Just How You Feel)-G-Clefs, Terrace 7500.
- 21. PLEASE MR. POSTMAN-Marvelettes, Tamla 54046.
- 22. BIG JOHN-Shirelles, Scepter 1223.
- 23. YOU MUST HAVE BEEN A BEAUTIFUL BABY-Bobby Darin, Atco 6206.
- 4. EVERLOVIN' Rick Nelson, Imperial 5770.
- 5. WHAT A PARTY—Fats Domino, Imperial 5779.
- 6. DON'T BLAME ME Everly Brothers, Warner Bros. 5501.
- 7. CANDY MAN-Roy Orbison, Monument 447.
- 8. CRAZY-Patsy Cline, Decca 31317.
- 9. GOODBYE CRUEL WORLD-

James Darren, Colpix 609.

- 30. HEARTACHES Marcels, Colpix

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HEARTACHES

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CHUCK FOOTE

YOU'RE RUNNING OUT OF KISSES

K 401

TED TAYLOR

ANYTIME, ANYPLACE, ANYWHERE

b/w

I LOST THE BEST THING I EVER HAD

K 400

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MORTY CRAFT

AND THE SINGING STRINGS

"MORE WHEELS CHA-CHA-CHA"

"SWINGING GYPSIES"

M670

MATT MONRO WHY NOT NOW?

M669

THE STRING-A-LONGS

"MINA BIRD"

M668

ELMOR LABEL

THE FASHIONS FAIRY TALES

E301

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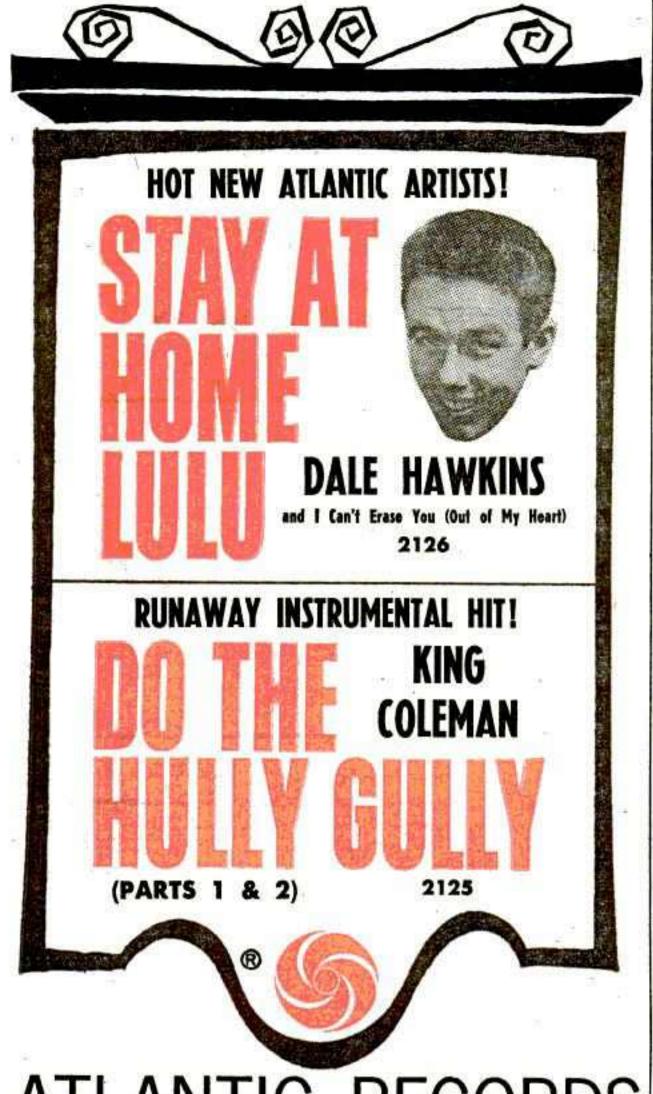
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Reviews of New Albums

the pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Continued from page 28

Jazz -

MINGUS

Various Artists. Candid 8021 (Stereo & Monaural)-The Charles Mingus Jazz Workshop is woodshedding again. On this three-track LP, Mingus has an all-star aggregation to captain. Besides the estimable composer-leaderbassist, trombonists Jimmy Knepper and Britt Woodman, tenor saxist Brooker Erwin, alto saxist Eric Dolphy and trumpeter Ted Curson contribute to the ever-moving and amazing Mingus moods. Top jazz wax.

OLE COLTRANE



John Coltrane. Atlantic 1373 — The title tune of this album has the Spanish beat and Coltrane playing soprano sax in his most fluent style. The one tune takes up a full side of the LP. The flip is divided into two tunes: "Dahomey" and "Aisha," where Coltrane splits his solo efforts between tenor sax and soprano. Besides the full-bodied blowing by Trane, George Lane on flute, trumpeter Freddie Hubbard, and pianist McCot Tyner also supply rambunctious improvisations.

Classical -

MALAGUENA



Carlos Montoya. RCA Victor LPM 2380 (Stereo & Monaural)-Carlos Montoya, one of the outstanding Spanish guitarists of the era, has a wonderful new album here that should sell speedily to his many, many fans. The set was recorded in concert at RCA Victor's Webster Hall in New York, and it contains flamenco selections, folias, and campanilleros, including the title song, and the familiar "Andulucia." A truly fine recording.

REVERIE FOR SPANISH GUITARS



Laurindo Almeida. Capitol SP 8571 (Stereo & Monaural) -Laurindo Almeida performs a collection of classical items with the skill and muscianship which have made him famous. He has transcribed works by Debussy, Tchaikovsky, Ravel, Chopin, etc., and at times has written second and even third parts, performing all the parts himself via multiple recording. A lovely new album for the many fans of the guitarist.

MUSSORGSKY-RAVEL: PICTURES AT AN EXHIBITION



L'Orchestre De La Societe Des Concerts Du Conservatoire (Vandernoot). Command CC 11003 SD (Stereo)-This is an exceptional performance of "Pictures at an Exhibition" by the Paris Conservatory Orchestra under Andre Vandernoot. It is not only the performance on the record but also the extraordinary sound that should help turn it into a strong seller. The attractive cover and deluxe packaging add plus values, very strong wax.

Country & Western -

COUNTRY HITS—SONGS I HADN'T RECORDED TILL NOW



Hank Snow. RCA Victor LSP 2458 (Stereo & Monaural)-Hank Snow has another blockbuster country package of 12 hits that were chart-makers for other artists. The country chanter reads the lyrics on these tunes, all weepers, in mighty convincing style. He accompanies himself on guitar and is assisted by a male chorus and country combo. Some of the titles are "Address Unkown," "Mansion on the Hill," and a "Petal From a Faded Rose."

HANK THOMPSON AT THE GOLDEN NUGGET



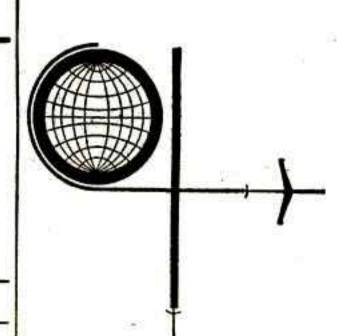
Capitol ST 1632 (Stereo & Monaural)—The Brazos Valley Boys turn in a swinging live performance at Las Vegas' Golden Nugget with Thompson rendering a standout selection of tunes. Two of these are "She's Just a Whole Lot Like You" and "A Six Pack to Go," a pair of his greatest hits. There's much excitement here and the package should keep the counters busy.

COZY INN



Leon McAuliff. ABC-Paramount ABC 394 (Stereo & Monaural)-McAuliff, whose career traces back to the Western band of Bob Wills, has produced a very strong package here. It is Western-and it swings and rocks, with plenty of horn passages in the instrumentation. Material, which includes vocals by McAuliff, has some fine blues and rhythm material, and ballads. "Cozy Inn," "Kansas City," "Smack Deb in the Middle," are typical sides. With the group are the Jordanaires, thru arrangement with

(Continued on page 50)



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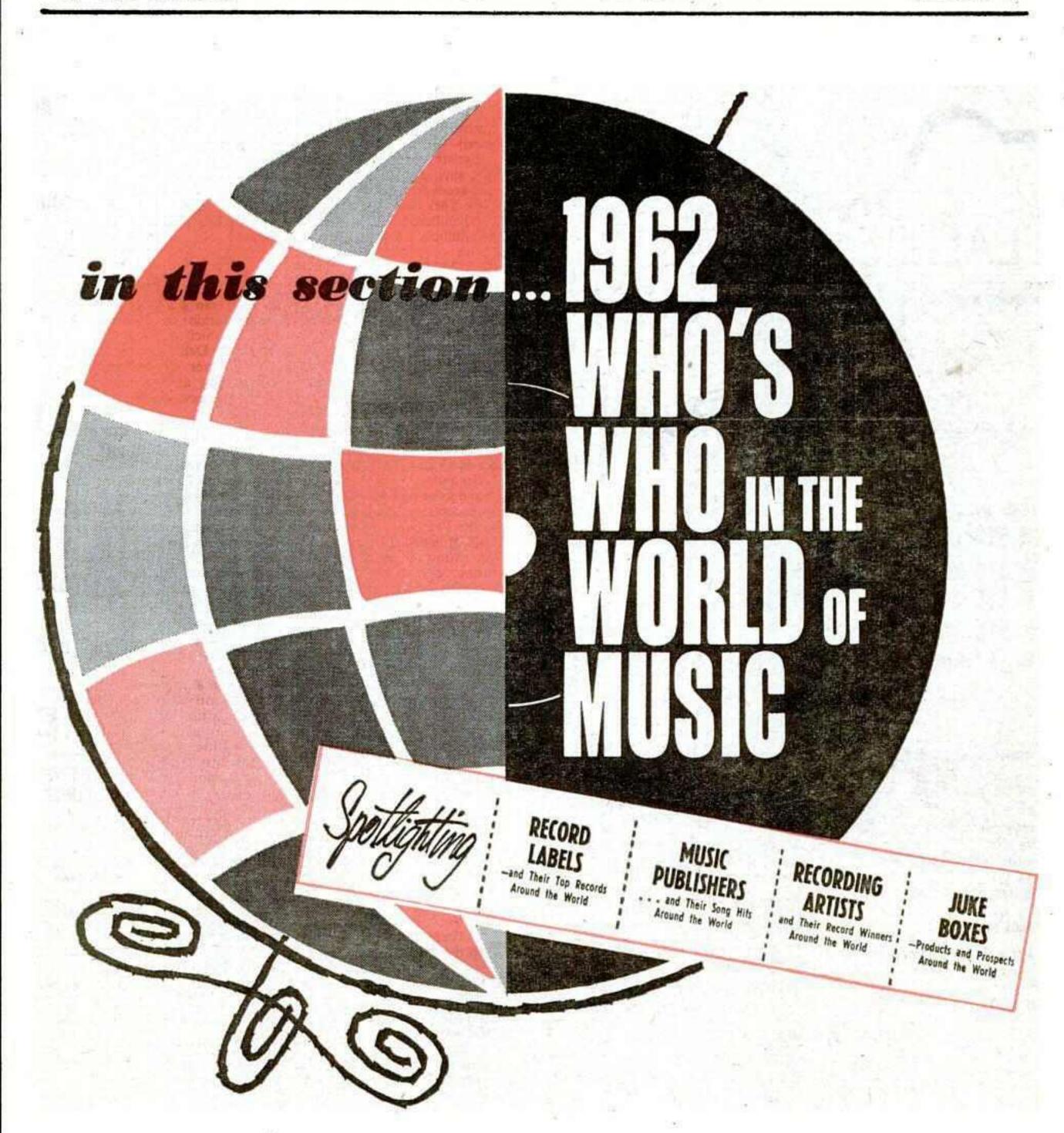
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IN THE WORLD-WIDE MUSIC-RECORD-AUTOMATICS INDUSTRY

NUSICIANEEK

In Two Sections......Section 1



BUSIER HITS OF THE WORLD



Europe

BRITAIN

(Courtesy New Musical Express, London) This Last Week Week 1 WALKIN' BACK TO HAPPI-

NESS-Helen Shapiro (Columbia) HIS LATEST FLAME-Elvis Presley (RCA) GIRL IN YOUR ARMS-Cliff Richard (Columbia) HIT THE ROAD, JACK-Ray Charles (HMV)

WILD WIND-

John Leyton (Top Rank) TAKE FIVE-Dave Brubeck (Fontana) BIG BAD JOHN. Jimmy Dean (Philips) TAKE GOOD CARE OF MY BABY-Bobby Vee (London)

SUCU-SUCU-Laurie Johnson (Pye) MEXICALI ROSE- Karl Denver (Decca)

THE TIME HAS COME Adam Faith (Parlophone) BLESS YOU-Tony Orlando (Fontana) 6 YOU'LL ANSWER TO ME-

Cleo Laine (Fontana) 10 YOU MUST HAVE BEEN A BEAUTIFUL BABY-Bobby Darin (London) MICHAEL-Highwaymen (HMV) 19 LET'S GET TOGETHER-

Hayley Mills (Decca) BOOMERANG-17 Charlie Drake (Parlophone) 21 YOU DON'T KNOW WHAT YOU'VE GOT-Ral Donner (Parlophone)

LITTLE SISTER-Elvis Presley (RCA) MOON RIVER-Danny Williams (HMV) 12 JEALOUSY-Billy Fury (Decca) 13 HATS OFF TO LARRY-

Del Shannon (London) KON-TIKI—Shadows (Columbia) 27 THE MOUNTAIN'S HIGH-Dick and Deedee (London) 15 WILD IN THE COUNTRY-Elvis Presley (RCA)

GET LOST-Eden Kane (Decca) RUNAROUND SUE-Dion (Top Rank) GRANADA-Frank Sinatra

(Reprise) SUCU-SUCU-Nina and Frederik (Columbia)

22 TOGETHER-Connie Francis (MGM)

SWEDEN

(Courtesy Show Business, Stockholm) This Last

Week Week 1 DEN SISTE MOHIKANEN/ PETTER OCH FRIDA-Little Gerhard (Karusell) 2 HELLO MARY LOU-Ricky Nelson (California) 3 PUTTI PUTTI—Jay Epac

(Mercury) 5 DU HAR BARA LEKT MED MEJ/BORTOM BERGEN-Siw Malmkvist (Metronome) 4 A GIRL LIKE YOU-

Cliff Richard (Columbia) 9 KARA MOR-Goingeflickorna (Joker) 6 ALPENS ROS-The Violents

(Sonet) 7 EN GANG SKALL VI ATER MOTAS-Thory Bernhards (Polydor)

11 MOODY RIVER Pat Boone (Dot)

10 BUT I DO-Clarence Henry (Pye, Int.)

ITALY

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

This Last Week Week 1 LA NOVIA-*Tony Dallara (Music); *Domenico Modugno (Fonit); Antonio Prieto (RCA)

(Decca); *Cocky Mazzetti (Primary) 4 EXODUS-Ferrante & Teicher (UA); *Pino Calvi (Columbia)

2 PEPITO-Los Machucambos

3 AIUTAMI A PIANGERE-Connie Francis (MGM) *IL SOTTERRANEO-Pino Donaggio (Columbia) *NATA PER ME-

Adriano Celentano (Jolly) 5 IL CUORE DEL MANDRIANO -Fendermen (Top Rank) *COME NASCE UN AMORE-

Nico Fidenco (RCA) IL TANGO DELLE ROSE-Joe Damiano (Chancellor) TOWN WITHOUT PITY-

- *STRINGITI ALLA MIA MANO Miranda Martino (RCA) 10 *LE STRADE DI NOTTE-Giorgio Gaber (Ricordi)

Gene Pitney (UA)

13 CINDERELLA— Paul Anka (Columbia)

15 *PERA MATURA— Pino Donaggio (Columbia)

15 14 GRANADA— Frank Sinatra (Reprise)

HOLLAND

(Courtesy Platennieuws, Amersfoort) This Last Week Week 1 OCH, WAS IK MAAR-Johnny Hoes (Philips)
2 HELLO, MARY LOU-Ricky Nelson (Imperial) TEMPTATION-The Everly Brothers (Warner Bros.) PEPITO-Los Machucambos (Omega)

DANCE ON, LITTLE GIRL-Paul Anka (ABC Paramount) LA PALOMA-Freddy (Polydor) HAWAII TATTOO-The Waikiki's (Palette) BRIGITTE BARDOT-

Jorge Veiga (Barclay) A GIRL LIKE YOU-Cliff Richard (Columbia) WHEELS-String-A-Longs (London)

NORWAY

(Courtesy Verdens Gang, Oslo) · Denotes local origin.

This Last Week Week 1 MICHAEL—Highwaymen (United Artists) HELLO MARY LOU-Ricky Nelson (California) *VIOLETTA-Ray Adams (Manu) 5 I'M GONNA KNOCK ON

YOUR DOOR-Eddie Hodges (Cadence) 2 DOWN BY THE RIVERSIDE-Blue Diamonds (Fontana) WALKING BACK TO

HAPPINESS-Helen Shapiro (Columbia) KON-TIKI-Shawods (Columbia) JOHNNY REMEMBER ME-John Leyton (Top Rank)

YOU DON'T KNOW-Helen Shapiro (Columbia) LITTLE SISTER-Elvis Presley (RCA)

FRENCH (Walloon) BELGIUM (Courtesy Juke Box Magazine, Mechelen)

Two This Weeks Week Ago 1 BRIGITTE BARDOT-Roberto Seto (Vogue)-Peter Plum Publications

2 ROMEO-Petula Clark (Vogue)-Eds. Raoul Breton 3 IL FAUT SAVOIR-Charles Aznavour (Barclay)-French Music

4 HELLO, MARY LOU-Ricky Nelson (Imperial) Basart DANCE ON, LITTLE GIRL-Paul Anka (ABC Paramount)-

Spanka Music, 7 LES MILLIONS D'ARLEQUIN-Francis Linel (Ricordi)-Raoul Breton

LA BAMBA-Los Machucambos (Decca)-Public domain MICHAEL-The Highwaymen (London), Lonnie Donegan

WHEELS-The String-A-Longs (London)-Eds. Biens

9 PEPITO-Los Machucambos (Decca)-Eds. Francis Day

FRANCE

* Denotes local origin This Last

Week Week 1 BRIGITTE BARDOT-Jorge Veiga (Barclay); *Roberto Seto (Vogue)-Caravelle 2 2 *LET'S TWIST AGAIN-Johnny Halliday (Philips); Richard Anthony (Columbia)-Salvet

3 *WHEELS (Dans le coeur de ma blonde)-Marcel Amont (Polydor); The Strings-A-Long (London)-Legrand.

5 GEORGIA ON MY MIND/ WHAT I'D SAY— Ray Charles (Vega-Atlantic) 6 *NAVARONE-John William (Polydor); Franck Pourcell (VSM); Joe Reismann (Barclay)

4 *MADAM MADAM (I still love you all)-Les Chausset tes Noires (Barclay)—Salabert
7 *PEPITO/OTORINO LARINGO-

LOGO-Los Machucambos (Decca)—Fr. Day 8 10 *PROTEGEZ MOI SEIGNEUR (Poderoso Senor)-Dalida (Barclay); Franck Pourcell (VSM); Jacky Nogeuz (Pop)

9 *NOUVELLE ORLEANS

Johnny Halliday (Vogue)-Alpha 10 - *LE MORIBOND - Jacques Brel (Philips)-Tutti

GERMANY

(Courtesy Automater-Markt, Braunschweig) This Last Week Week

2 WEISSE ROSEN AUS ATHEN-Nana Mouskouri (Fontana)-Kassner PEPITO-Yvonne Carre (Decca); 3 Los Machucambos (London)-

Peer 3 1 DER MANN IN MOND-Gus Backus (Polydor)-Busse

WARTE, WARTE NUR EIN WEILCHEN-Spree City Stompers (Vogue)-Sikorski

4 LA PALOMA—Freddy (Polydor) -Esplanade

10 SCHLAGER VON EINST-Die Rixdorfer Sanger (Phillips) SAN ANTONIO ROSE-Die Continentals (Decca); Floyd

Cramer (RCA)-R. M. Siegel 8 15 AM MISSOURI/TOM O'HARA/ EINES TAGES (Michael)-Die Fellows (Decca); Die Tramps (Polydor); The Highwaymen (United Artists)

7 SO LEBEN WIR-Der Flotte Franz and seine Bierbrummer (Ariola)-Arnie

11 EINMAL KOMM, ICH WIEDER 10 Connie Francis (MGM)-Viktoria

6 HELLO MARY LOU-Jan und Kjeld (Ariola); Ricky Nelson (London); Ricky-Boys Philips)—Intro
ZUCKERPUPPE—Bill Ramsey
(Polydor)—Gerig

SCHADE, SCHADE, SCHADE-Siw Malmkvist (Metronome)-

BEIM CANDLELIGHT-Die James Brothers BERLIN-MELODIE-

Intro

Billy Vaughn (London)-Gerig TANZE MIT MIR IN DEN MORGEN-Gerhard Wendland (Philips)-Melodie der Welt

BRIGITTE BARDOT-Digno Garcia y sus Carios (Ariola)-R. M. Siegel MEXICO-Bob Moore (London) IN HONOLULU-Die Musketiere 19

(Carina) 18 LUCKI-LUCKI-POLKA-20 Lolita (Polydor)-Atlas

SPAIN

(Courtesy Discomania, Madrid) Denotes local origin

This Last Week Week 3 LA NOVIA-Antonio Prieto (RCA)-Canciones Del Mundo *QUISIERA SER-Duo Dinamico (La Voz)-Musica Del sur TONIGHT, MY LOVE, 3 TONIGHT-Paul Anka (ABC-Hispavox)—Hispavox

LLORANDO ME DORMI-Hnos. Rigual (RCA)-None in Spain 5 *ENAMORADA---Jose Guardiola (La Voz)-

Canciones Del Mundo 6 MOLIENDO CAFE-Lucho Gatica (La Voz)-Hispavox

7 - DANCE ON LITTLE GIRL-Paul Anka (Hispavox) Hispavox 8 *ESPERO-Elia Fleta (RCA)-

RCA 7 °EXODO-Duo Dinamico (La Voz)-Canciones Del Mundo

10 - "TA GRISA- MATAKIA-Jose Guardiola (La Voz)-Canciones Del Mundo

Asia & Pacific

HONG KONG

This Last

Week Week - A GIRL LIKE YOU-Cliff Richard (Columbia) A WONDER LIKE YOU-Ricky Nelson (Imperial) 1 MICHAEL-The Highwaymen (UA) CINDERELLA-Paul Anka (ABC Paramount)

6 SAD MOVIES-The Lennon Sisters (Dot) 8 BIG COLD WIND-Pat Boone (Dot) 5 WITHOUT YOU-Johnny Tillotson (Cadence) 4 I'M GONNA KNOCK ON

YOUR DOOR-Eddie Hodges (Cadence) 9 RIDERS IN THE SKY-Lawrence Welk (Dot) 3 MY CLAIRE DE LUNE-

NEW ZEALAND

Steve Lawrence (UA)

This Last Week Week

2 YOU DON'T KNOW-Helen Shapiro (Columbia)-Colombia

1 TAKE GOOD CARE OF MY BABY-Bobby Vee (London)-King/Goffin JOHNNY, REMEMBER ME-

John Leyton (Top Rank)-Southern LITTLE SISTER-Elvis Presley (RCA)-Copy Control

QUARTER TO THREE-The Keil Isles (Viking)-NSNS CRYING-Roy Orbison (London) Acuff/Rose AMOR-Ben E. King (London)

-Allans LAST NIGHT-The Markeys (London)—Copy Control WHO PUT THE BOMP— Harry Mann (Mercury)-Morris 10 - KON TIKI-The Shadows

(Columbia) Albert

AUSTRALIA

(Courtesy Music Maker, Sydney)

This Last Week Week

> 1 I'M COUNTING ON YOU-Johnny O'Keefe (Festival)

CRYING-Roy Orbison (London) 2 FIVE FOOT TWO-Brian Davies (HMV) 12 TIME—Craig Douglas (Top Rank)

10 KON TIKI-The Shadows 5 (Columbia) 5 LITTLE SISTER-Elvis Presley

(RCA) 7 - HIT THE ROAD, JACK-Ray Charles (Ampar)

BIG BAD JOHN-The Shirelles (Coronet) MEXICO-Bob Moore (London) 10 NEVER ON SUNDAY-

Don Costa (UA) 11 — HEY, LITTLE ANGEL— Johnny Devlin (Festival) 12 - SO LONG BABY-

Del Shannon (London) 13 3 YOU MUST HAVE BEEN A BEAUTIFUL BABY-Bobby Darrin (London)

6 TAKE GOOD CARE OF MY BABY-Bobby Vee (London) 7 MORE MONEY FOR YOU AND ME-Four Preps (Capitol)

JAPAN

(Courtesy UTAMATIC, Tokyo) Denotes local origin

This Last Week Week

1 *KIMI KOISHI-Frank Nagai (Victor) 2 MOLIENDO CAFE-

Hugo Blanco (Polydor); Nishida Sachiko (Polydor) 4 *KOSHU-Katsushima Akira (Victor)

3 BROKEN PROMISES-Kitamura Eiji (King); Henri De Pari (Colpix); Kobayashi Akira (Columbia) 5 5 LITTLE DEVIL-

Neil Sedaka (Victor) WHEELS-Billy Vaughn (Dot) 6 *KUTSUKAKE TOKIJIRO-Hashi Yukio (Victor) 10 RUNAWAY-Del Shannon (Atlantic); Iida Hisahiko

(Columbia) 9 HARLEM NOCTURNE-Sam Tylor (MGM) 8 SUCU SUCU-Ping Ping (Kapp);

PHILIPPINES

The Peanuts (King)

* Denotes local origin

This Last Week Week

1 IN TIME-Steve Lawrence (United Artists)-Mareco, Inc. Theme From BY LOVE POSSESSED-Vic Damone (Columbia)-Mareco, Inc. - CHERRY PINK & APPLE BLOSSOM WHITE-

Pat Boone (Dot)-Mareco, Inc. DONNA, DONNA-The Everly Brothers (Warner Bros.)-Mareco, Inc.

- "YOU'RE THE ONE-Carolyn Dezurik (Dyna)-Dyna Products, Inc. 2 FEVER-Ray Peterson (RCA Victor)-Filipinas

Record Corp.
5 LAZY RIVER—Bobby Darin (Capitol)—Mico Recording Co. 8 10 LET'S TWIST AGAIN— Chubby Checker (Parkway)-Dyna Products, Inc.

ONE MORE CHANCE-Teddy Randazzo (Dyna)-Dyna Products, Inc. 10 — MUSKRAT—The Everly Brothers (Warner Bros.)-Mareco, Inc.

ISRAEL

(Courtesy Kol Israel Broadcasting) * Denotes local origin

This Last Week Week

1 - JOHNNY REMEMBER ME-John Leyton (Top Rank)-Meridian Music 2 10 THE KISSING GAME-

Dion (Top Rank)-Trio Music, Inc., B.M.I. YOU DON'T KNOW-Helen Shapiro (Columbia)-Lorna Music, Ltd. 4 9 HELLO MARY LOU-

Ricky Nelson (London)-January Music 4 *THE MARKETPLACE-The Roosters (Hed Arzi))-Shemer

6 - MICHAEL-The Highwaymen (United Artists) CHITARRA ROMANA-Connie Francis (MGM)-B.I.E.M.

8 - *A MAN'S LIFE-DUO OFARIM (Israphon) 1 TONIGHT, MY LOVE-Paul Anka (Arton)-B.M.I. 2 SAILOR-Petula Clark (PYE)- 10

B.I.E.M./Leeds

The Americas

PERU

(Courtesy La Prensa, Lima) This Last

Week Week 2 MOCHITA—Sonora Sensacion (Sono Radio); Niko Estrada (Smith); Rolando de Castro

(Virrey) 1 QUIERO AMANECER-Los Llopis (Virrey); Lorenzo Gonzalez (Cholita); Niko

Estrada (Smith) 7 FINA ESTAMPA—Los Chamas (S. Radio); Teresita Valesquez (Odeon); Los Romanceros

Criollos (Virrey) 3 QUERIDA—Sergio Murillo

(Columbia) 6 ESCANDALO—Javier Solis (Columbia); Los Chapanecos (Odeon); Sonora Capri (Smith)

8 MELODIA DE AMOR-Paul Anka (Paramount)-Philips); Los Llopis (Odeon)

10 DEMONIO O ANGEL-Bobby Vee (Liberty)
 ARREPENTIDA—Leonora

(Columbia) 9 - ANOCHE NO DORMI-Teen Tops (Columbia) 10 — AMOR QUE MIENTE—

SOUTH AFRICA

Sergio Murillo (Columbia)

(Courtesy Lourenco Marques Radio) This Last Week Week

2 SEND ME THE PILLOW YOU DREAM ON—Pat Boone
(Dot)—Melody Music

1 A GIRL LIKE YOU— Cliff Richard (Columbia)-

Francis Day & Hunter 3 TAKE GOOD CARE OF HER-Adam Wade (HMV)-Paxwin Music

LITTLE SISTER-Elvis Presley (RCA)-Aberbach S.A. (Dty.), 5 JUDY-Elvis Presley (RCA)-

Progressive Africa Music 9 DUM DUM-Brenda Lee (Decca) -E. H. Morris 4 WHAT DO YOU WANNA MAKE THOSE EYES AT ME FOR-The Knights (Parlophone)-

Francis Day & Hunter 8 WRITING ON THE WALL-Adam Wade (HMV)-Paxwin Music 9 - SWEET LITTLE SIXTEEN-

> Micky Most (Rave)-Are Music Corp. 6 SENTIMENTAL ME-Elvis Presley (RCA)-Progressive Africa Music

ARGENTINA (Courtesy Escalera a la Fama, Buenos Aires) * Denotes local origin

This

Week 1 WHEELS-Billy Vaughn (Dot-Sicamericana)-Dundee Music-Korn 1 RUNAWAY-Del Shannon (London)-

Vicky-Fermata 2 AND THE HEAVENS CRIED-Tony Villar (Columbia)-Rag Music-Biem 3 *QUIERO AMANECER-

4 TONIGHT, MY LOVE, TONIGHT-Paul Anka (ABC-Ariel)-Spanka-Fermata 5 LITTLE DEVIL-Neil Sedaka (RCA Victor)-Aldo Music-Fermata

6 *ANGELICA-Horacio Guarany

(RCA Victor)-Fermata

Sarita Lascarro (RCA Victor)-Korn

(Record)-Lagos 7 *NOCHE DE BRUJAS-Ginn Fizz (Columbia)-Korn CARA DE PAYASO-Antonio Prieto

9 *TOTAL PARA QUE-Las Chispitas (Odeon Pops)-Korn 10 ESCANDALO-Pam-Edami-Roberto Yanes (Columbia)

MEXICO

(Courtesy Audiomusica, Mexico) * Denotes local origin This Last

Week Week 4 *POPOTITOS-Los Teen Tops (Columbia)—Pending 5 *ACAPULCO ROCK-Los Hooligans

(Columbia)-Pham 2 *ESCANDALO-

M. A. Muniz (RCA)-Pham 3 *EL LOCO-Javier Solis (Columbia)—Pham 7 *MUCHO CORAZON-

Amalia Mendoza (RCA)-Pham

8 *GOTAS DE LLUVIA (Raindrops) -Enrique Guzman (Columbia) -Conrad Music 6 ENORME DISTANCIA-

J. A. Jimenez (RCA)-Emmi 10 *SUSPENSO INFERNAL-Los Dandys (RCA)-Emmi 1 *AGUJETAS, COLOR DE ROSA (Pink Shoelaces)-Los Hooligans

> (Columbia) Pham 9 *PRESUMIDA-Los Teen Tops (Columbia)-Kalisch

> > Copyrighted material

GERMANY

Teldec Jumps 50 Per Cent in Sales

By JIMMY JUNGERMANN

An increase of 50 per cent in the first seven months of this year for Teldec. Three hits helped the firm reach this point: "Wheels" by Billy Vaughn on Dot, and by the String-A-Longs on Warwick; "Hello, Mary Lou" by Ricky Nelson on Imperial, and "Pepito" by Los Machucambos on Decca.

Teldec is now the most successful rep of American firms in West Germany. Among the new hits to follow are: "La Le Lu," sung in German by Connie Stevens on Warner Bros.; "La Paloma" by Elvis Presley on RCA; "San Antonio Rose" by Floyd Cramer on London; "Mexico" by Bob Moore on Monument; "Angelina" by Harry Belafonte on RCA, and "Take Good Care of My Baby" by Bobby Vee on Liberty.

Elvira Rios Performs

For President's Ball

By OTTO MAYER-SERRA

Editor, Audiomusica

Apartado 8688, Mexico City

Robert J. Burton, vice-president of

BMI, revealed to BMW that famed

Mexican bolero singer Elvira Rios

will be the first non-U. S. perfor-

Jack Benny, Robert Merrill, Nel-

son Eddy, Isaac Stern, Roberta

Peters, Eddy Arnold and Lionel

Hampton. The show is produced

classical disks scored for strings

and pianos, which will appear on

the market at the beginning of

1962. Outstanding among this

high-quality series are two LP's al-

ready recorded: "Glenn Miller With

Strings" by Chucho Zarzosa and

"Tenderly" by Mario Ruiz Armen-

gol. Some of these disks will come

out in the U.S. on the Camden

Wurlitzer, are building a new plant,

where they will manufacture for

all Latin America, under a French

license, three models of a portable

Teppaz record player (mono and stereo), which will be the least expensive on the market. . . . Jose De Jesus Hinojosa resigned his post as one of Columbia's artistic direc-

tors and was appointed general

manager of a new company, Discos

Casa Riojas, representatives of

RCA starts a new series of semi-

by BMI.

label.

Alegria.

HOLLAND

Before leaving Mexico, Judge

MEXICO

Lolita received the gold award 102 Ismaninger Street, Munich 27 sponsored by the Norwegian daily Arbeiderbladet for her "Sailor" disk. . . . Siw Malmkvist will play Program" of 12 choice numbers "Irma La Douce" in Stockholm. . . . Lotar Olias and Heinz Wunderlich wrote a musical-but the title is now known yet. . . . Hanne Wieder guest stars in Luzern, Switzerland, in Cole Porter's "Can Can."

ISRAEL

Theater Club LP Issued

By AZARIA RAPOPORT 73, Ahad Haam St., Tel Aviv

One out of every four American tourists visiting Israel during the last five years has stopped at the Tel Aviv Theatre Club and enjoyed the Theater Club Quartet's songs and sketches of Israel. A "Request News Editor, New Musical Express is now out on the Israphon label, an Israeli company associated with Decca.

The Blue Jeans (Vogue) have prolonged their Israel visit for another month and are now on a nationwide one-night concert tour.

other recordings of Neapolitan

songs: arias from operas and love

Disk News

first Italian song, "Cappuccina" by

Massara - Nisa-Pallavicini-Sherman.

"Let True Love Begin." . . . The

Lettermen are being heard here for

the first time on "That's My De-

sire" and "The Way You Look To-

Visitors Ralf Bendix, the German singer-

author of "Babysitter Boogie," was

The Four Saints, after their many

successes this summer along the

Italian Riviera, are appearing now

Eddie Calvert, the English trump-

eter, has just made "Seranta" and

at the Arilecchino in Milan. . .

in Milan at the end of October. . .

Nat King Cole has just made his

BRITAIN

Sales of Latest Presley Disk Hit by Labor Strife

By DON WEDGE

Elvis Presley's RCA Victor coupling, "His Latest Flame" and "Little Sister," both of which hit the American Top 20, in normal circumstances would have been expected in last week's chart. Presley's form here has consistently gained a high placing the week following release. But this coupling New Malden plant was hit by a said to have an advance of "over 250,000," was not shipped until the order could be met completely. This made it five days late to the distributors. Consumer reaction was undimmed by the delay. "Flame" came in at No. 2 this week and "Sister" at No. 19.

Visitors

Liberty's International Sales On the other side of the record is Manager Richard Annotico stayed in Europe after the negotiations (on London) the two current hits with EMI had been completed. He from the indie U. S. Sue label: is on a five to six-week trip to the Duals' "Stick Shift" and Ike meet the various Continental EMI and Tina Turner's "It's Gonna branches. Annotico plans calls in Work Out Fine." . . . With "The Germany, Scandinavia, France, Roaring Twenties" TV series tak-Spain, Portugal and Italy before ing hold here, Warners issued returning to London and then Los Dorothy Provine's "Don't Bring Angeles. . . . Liberty Vice-President | Lulu" as a single. . . . Pye put out and Treasurer Hal Lunik was visit- its second set of Nonsuch high ing London last week after a Con- price spoken word albums; it intinental vacation.... One sidelight cluded the first of a "speaking perof the Liberty switch from Decca sonally" series-this one by Berto EMI was the large amount of trand Russell. space was institutional and centered on President Al Bennett, although in many cases Liberty artists were drawn in. Space mainly stemmed from efforts of the East-Hunt publicity firm. . . . Bing Crosby's manager George Rosenberg here to set up a taping of an ABC-TV special which will probably include Shirley Bassey and Dave King as guests.... Julie Andrews in London on vacation at the end of "Camelot's" first year. ... Tony Galante, Angela Venbertina Bosco are touring Britain in a "Festival of Italian Song"

> publishing of Argentine, Brazilian and Mexican material.

package.... British booker Lyn

Argentine Music is interested in new markets. M. Brenner, director ing to Hartkopps Musikforlag, Mr. Luis Calvo, manager Colum- of Ediciones Fermata Argentina, Denmark, her "Romeo" disk held bia in Argentina, has journeyed to goes on tour through Latin Amer- off six Continental covers in the

Dutton flew to Warsaw October 27 for the International Jazz Festival.... R.&b. exponent Howlin' Wolf due for a 15-day tour from November 25.... Tours being set for next year include returns by Ella Fitzgerald (late February) and the Count Basie band (April).

Disk Business Gene McDaniels (Liberty) is again getting covered for the British market. His "Tower of got held up when British Decca's Strength" (on London here), is opposed by an EMI newcomer Paul labor dispute. The Presley disk, Raven (Parlophone), and Frankie Vaughan (Philips), a more established artist (who could and did get Palladium TV bill-topping opportunity to expose his version) looking for his first hit in a long time. . . . Adam Wade (HMV from Co-Ed) has been covered on both his recent releases but not, so far, on his latest, "Tonight I Won't Be There."

Decca has the rights to release

publicity the label's execs gained From Danish Metronome, EMI in the general press. Most of the (Columbia) took Nina and Frederick's bid for another Christmas hit, "Little Shepherd Boy." . . . Pye signed Laurie Johnson, arrangercomposer, as a long-term artist through Denis Preston's indie production firm; Johnson is currently clicking with "Sucu, Sucu." ... "The Twist" has begun to get publicity here, largely as a result of its success at the Peppermint Lounge, New York. Ahead of the press coverage EMI (Columbia) had scheduled Chubby Checker's "The Fly" (from Parkway). Side is also getting extra push from Cameo-Parkway's newly appointed European rep, Harry Walters.

Pye's Petula Clark waxed French versions of "Calendar Girl" and her recent British hit, "Romeo." Thrush is now a resident of Paris, has built a completely new career through her foreign language disks. Accord-

ITALY

Corelli Cuts for Columbia-Scala

By MARIO DE LUIGI Editor, Musica e Dischi, Milan

Tenor Franco Corelli has just cut his first opera recording for Columbia-Scala: "I Pagliacci." Corelli also has in preparation two

NORWAY

35 LP's From ls Largest

By ESPENERIKSEN Verdens Gang, Hkersgaten

Warner Bros. Records' representatives in Norway, Egil Monn Iversen A-S, one of Norway's largest mer to appear in the show of the diskeries, issued the largest LP colannual President's Black Tie Ball lection in its history when it at the National Press Club in Wash- released no less than 35 LP recington (November 18), along with ords at the one time.

> Among the LP records is the sound track from the movie "Parrish," and, since the film was premiered in Oslo this week, the single Of 1st Record Fest record of "Lucy's Theme" by George Greeley is also being issued.

Monn Keys in Sweden

The Monn Keys recorded an EP Monn Keys recently had a tremendous success (topping the charts) with their rendition of Danish tune "Ah Marie jag vil hem," and one of the four titles on this new EP is especially written to follow the success.

Change of Label

Young Norwegian actress Anita Thallaug (who dubbed the Norwegian singing for Walt Disney's cartoon "Alice in Wonderland"), "Trumpeter's Lullaby."

ARGENTINA

night."

Mar Del Plata Site

By RUBEN MACHADO Lavalle 1783, Buenos Aires

The First Record Festival will be for release in Sweden only. The held in Argentina, from February 1 to 10 in Mar del plata, the most turoli, Wolmer Beltrami, Marisa important seaside resort in the Rampin, Giovanni Giglo and Alcountry. This will consist of a series of concerts, public shows and music parties for children. The programs will be provided by cultural enterprises of the National Embassies, recording companies and private record libraries.

Disk Doings

(Continued on page 48) Chile and Peru to promote the ica which will culminate in Mexico. local market.

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My Business is

will take place mid-December in the three big cities of Holland. There will be much publicity in collaboration with Bovema's MGM (Continued on page 48)

Editor Platennieuws Postbus 43, Amersfoort The price of Sinatra LP's on the Capitol label has been lowered by about 30 cents. This comes as a result of the Reprise competition on the Dutch market. The premiere of Samuel Bronstein's "King of Kings" production

Cut Sinatra LP

Price on Capitol

By HEMMY J. S. WAPPEROM

FRANCE

Classical Records Also Have Hits

By EDDIE ADAMIS

92 Quai du Marechal Joffre Seine (Courbevoie)

When we generally speak of hits we almost always think of pop tunes. However, there still is a 10 years.

Holland Notes

Continued from page 47

label, which has the sound-track music, composed by Miklos Rosza. Bovema people just completed an extended business trip through-

out the Neatherlands, which successfully achieved a closer contact with many dealers all over the country.

One of the best TV productions over here, Teddy and Henk Schol-"Zaterdagavondaccoorden," will have a German version in December from Berlin. This husband and wife team has made recordings of children's songs for the Philips label. Teddy Scholten won the Eurovision song contest some years

New Releases

New releases on the London label this week signed a contract with here are "Sad Movies" (Lennon Sisters), "Berlin Melody" (Billy Vaughn), "Sweets for My Sweet" (The Drifters) and "So Long, Baby" (Del Shannon).

While touring South America some weeks ago the Dutch Swing College band recorded "Kunea Blues." This record met with immense success over there and has now been rush released in Holland by Philips (L. C. Phonogram).

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

category which earns strong sales and that is the classical disk.

Vogue Records, for instance, claim that "Adagio per archi ed organo" (Tomaso Albinoni) has been their classical best seller for

According to La Discographie Française the list of September's best sellers showed: 1. "Albinoni's Adagio" by J. Witold (Vogue); 2. Rachmaninoff's Piano Concerto, Opus 2, by S. Richter (DGG); 3. Liszt's Concerto by G. Cziffra (VSM); 4. Concerto de Aranjuez by N. Yepes (Decca); 5. Vivaldi's Quatre Saisons by I Musici (Philips); 6. Boieldieu's Concerto pour Harpe by Berlin's Orchestra (DGG); 7. "Rhapsody in Blue" by Kostelanetz (Philips).

In the pop field, Serge Beucler, commercial manager of Odeon Records, reports very hot sales of Hank Ballard's original version of "The Twist."

Norway Notes

Continued from page 47

Nor-Disc AS.

John Leyton will move from Top Rank to His Master's Voice, starting with his next record. Top Rank and HMV both belong to EMI in England, but in Norway, Nor-Disc A-S represents Top Rank while Iversen & Frogh take care of the HMV records.

Campaign

Music dealers and record wholesalers this week started a campaign all over Norway to increase the sales of records. Billboards, newspaper advertising and-to some extent-special offers will be used to make Norwegian buyers more record-minded.

BELGIUM

RCA, Fonior Deb Classical Promos

By JAN TORFS Stuivenbergvaart, 37-Mechelen

Big sales campaigns were opened this week by Fonior as well as by RCA. Both firms are trying, in different ways, to interest the eventual buyer for classical records. RCA has started a 24-record basic repertoire composed of mostly classical records. The campaign features newspaper in the country and in the most important weeklies. Fonior is concentrating on the Ace of Club series, which is composed of 140 records at 195 fr. All records are from the initial Decca repertoire which once were sold at the price of 375 fr. Free catalogs who is interested in it.

from Mons, made her first recordings for the Vogue label. Titles are: "Viens danser le twist," "Sa grande passion," "Le rhythme du rock" and "Blue Jean's rock."

New Releases

"Och, was ik maar" is the big hit in Flemish Belgium as well as in Holland. The answer to this record is out now sung by a young Dutch girl, Paula Dennis: "Ja, was jij maar."

Among the other new releases this week we notice: LP highlights from "Porgy and Bess" sung in French by June Richmond on Odeon. As new singles we welcome: "Rocking Bicycle" and "What a Party" by Fats Domino (Imperial), "Sad Movies" by Sue Thompson (Funckler), "You Must Have Been a Beautiful Baby" by Bobby Darin (Atlantic), "Exodus" by Billy Eckstine (Mercury), "Hollywood" and "Dreamboat" by Connie Francis (MGM) and two Dinah Washington's "September in the Rain" and "It's Magic" (both on Mercury).

SPAIN

Hispavox to Release Reprise

By RAUL MATAS 32 Av Jose Antonio, Madrid 13

Only a few days ago Jose Manuel Vidal of Hispavox signed in New York a deal with the Reprise

The same local company also put on the market the first series of Discoflex records through the affiliated Sonopresse Company. The plastic records with standard covers were welcomed by distributors all over Spain. As reported by BMW many weeks before, the price - 25 pesetas (little more than 40 cents) - means the novelty disks may reach a new market. Discoflex could start thousands of youngsters building their own record libraries exclusively on these plastic records.

Odeon has just launched the Gone label here. Ral Donner is the first artist singing "You Don't Know What You Have Until You rival of the film version of "Fanny" Lose It" and "So Close to Heaven."

Lou Levy of Leeds Music, New week or so. York, came to Madrid and discussed with Augusto Alguero of Canciones del Mundo, the rights of "Enamorada," the song that won the Benidorm's festival this year.

The young Argentinian style, called the New Wave by RCA, has been launched in Spain. EIRE

'Irish Patrol' a Top Seller

By KEN STEWART **Dublin Evening Mail**

"The Irish Patrol" (Patrick O'Hagan), on Beltona, is reputed to have sold 12,000 copies in the first week of release. Scottish sales have already topped 20,000. It is generally agreed that the Radio Luxembourg airings have been instrumental in making the disk a hit. Fred O'Donovan, part composer of the song, told BMW: "It was lined up for the influential BBC-TV program "Juke Box Jury," but for some unknown reason it was withdrawn at the last minute." big advertisements in nearly every The disk has now been released in Britain, America, Australia and New Zealand.

Karl Denver, the British singer who is currently scoring heavily with "Mexicali Rose," may be coming here early next year. In May, 1959, he visited Dublin and was auditioned by producer Bill O'Donovan, of the Eamonn Anare being distributed to everyone drews Studios. At the time, 12 songs were taped, including "Three Jackie Seven, a 17-year-old girl Lovely Lassies," "She Moved om Mons, made her first record- Through the Fair," "Danny Boy," "The Irish Soldier" and "The Minstrel Boy." Decca is now in possession of the tapes and it is believed that the company will release six of the titles.

> The Eamonn Andrews Studios in Dublin claim to have waxed the most extensive collection of the works of William Shakespeare ever recorded anywhere. These were commissioned by Spoken Word Records, New York.... Under the direction of John Woods, Pye's record sales chief here, the company's van service will be extended to cover the country districts from November 1... According to the sponsors, "Search for a Star"-a competition to find new talenthas so far uncovered at least three voices which will be heard on wax before long.... Although "Forty Shades of Green" (Johnny Cash) has now slipped from the charts, the disk is still going strong in the juke boxes.

HONG KONG

A Strong Year For Film Music

By CARL MYATT 44 Mount Kellett Road, The Peak

The popularity of film theme music in Hong Kong has been five of the biggest hits were "Look for a Star," "Where the Boys Are," | it but can't trace the source. "Never on Sunday," "The Guns of Navaronne" and perhaps most surprising of all, "The Magnificent Seven." The popularity of Al Caiola's "Magnificent Seven" appeared to catch dealers on the hop. Instruments rarely catch fire here, so a modest number of disks were pressed initially. But then the demand got so great, machines were kept working overtime.

Careful planning and good promotional tie-ups with films boost sales. With this in mind, dealers are already preparing for the arwhich is due for screening in a

Disk Chatter

Reprise's catalog of new releases has drawn very favorable comment from dealers. It has been described as "well balanced and obviously carefully planned." One dealer expressed the wish that other companies give as much consideration TNT, Marty Cossens, Raul Lavie, and thought when mapping their Johnny Tedesco, Lalo Fransen, Los plans for the new year. . . . Into Four de Lugo, and Los Four del town last week flew a man who Grundig are the company's export Embers will try to conquer the salvaged his war-shattered business director, Mr. C. Bussmann; the Spanish market. Victor Buchino, and rebuilt it into an enterprise social director and chief medical Panchito Nole and Mario Consen- employing more than 30,000 advisor at the Grundig works, Dr. tino's arrangements are also of a people. Max Grundig, sole propriety and his personnel assist-style considered New Wave. tor of the vast Grundig enterprise ant, Mr. Lachner.

Home of the Blues Being Distributed By Vee Jay Firm

CHICAGO — Vee Jay President Ewart Abner has worked out an agreement with Ruben Cherry's Home of the Blues label, to distribute the latter's records. Future Home of the Blues releases will be issued on Vee Jay with an additional emblem of Home of the Blues. The Cherry firm has Five Royales, Larry Birdsong, Roy Brown, Willie Cobb, and Willie Mitchell under contract.

Meanwhile, Abner has branched into the night club field. He is part owner of Chicago's Southerland Lounge in Chicago with Art Sheridan. Sheridan is also owner of the Bird House Club in the Windy City.

Abner recently set up Vee Jay Records International overseas to handle the label's product abroad and record local talent overseas. There will be Vee Jay reps in Western Europe, as well as Australia, New Zealand, Japan, Africa and the West Indies.

NEW ZEALAND

Distribution Rights Changing Hands

By FRED GEBBIE Box 5051, Auckland, N. Z.

Quite a few label changes and acquisitions this week. Peak Records announced that they now have sole distributing and pressing rights to the Cadence label (U.S.). HMV. which handled the label, had some hits from Cadence and this could be a shot in the arm for the local company. Octagon Records expect to distribute Vanguard Records here, and La Gloria has the muchpublicized Reprise label.

The Popular Record Club has ceased activities in New Zealand, having packed up and gone back to Australia. . . . Philips Electrical Industries have imported a large selection of jazz records from the U. S. Columbia Company, Jazz records sell in such small quantities that it is not very profitable to press them here. Imported U. S. records in this medium sell above usual prices and in reasonable num-

A single record from the Davco (U. S.) label, featuring thrush Merlene Garner, is floating around the brought to the attention of dealers town and creating interest. A couthis year, as never before. In 1961 | ple of companies are interested in

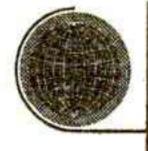
> Gary (U. S.) Bonds on Top Rank has a potential hit in "School Is Out." This is catching on and, with airtime, might be a winner. . . . The English singers who had a hit in "Warpaint," the Brook Brothers, have a strong follow-up in "Ain't Gonna Wash for a Week" for Pye. . . . BMW chart topper by Ray Charles ("Hit the Road Jack") is out here on Impulse. . . . Festival re-releasing the old hit by Jackle Wilson, "Reet Petite," because of constant demand. . . . Peter Posa, a local guitarist, has another effort out for Zodiac, "Berlin Melody and Guitar Boogie." Unfortunately sales of Posa's last multi-guitar disk weren't up to expectations.

of Bavaria, West Germany, touched Hong Kong during the course of a world tour inspecting the company's agencies. He was met on his arrival by Dr. D. I. Bosanquet, director of Jardine, Matheson and Co., Ltd., agents for Grundig radios and tape recorders. Traveling with Mr.

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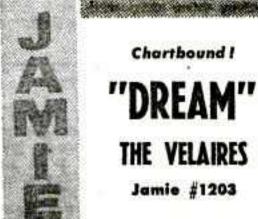
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Reviews of New Singles

• Continued from page 38

BROOK BROTHERS *** Ain't Gonna Wash for a Week-LONDON 10501-A smart side that finds approach here is not unlike a couple of Neil Sedaka's singing. Interesting material has been out here in earlier versions. (East-West, ASCAP) (1:58)

** One Last Kiss-(Morris, ASCAP) (2:06)

JEANNE BLACK *** Heartbreak U.S.A. - CAPITOL 4654-Miss Black does a pleasant, mediumbeat weeper, much in the country vein. Jan Howard has a version available, too, but this can get a share of the spins. (Pamper, BMI) (2:09)

** His Own Little Island—(Livingston & Evans, ASCAP) (2:31)

ANNIE WILLIAMS

*** I've Got a Man-UNITED ART-ISTS 374-Here's the femme version of the fine Ray Charles tune, "I Gotta Woman," and this gal pounds it out in a shouted vocal. Leiber and Stoller produced this date. A gospel delivery that could grab attention. (Progressive Music, BMI) (2:38)

** Playboy - (Trio Music, Inc., BMI)

*** Lullaby - ABC-PARAMOUNT 10269-Solid vocal by lead and group on r.&r. version of the Brahms theme. Worth exposure, (Joli, BMI) (2:27)

** Down, Down, Down, Go-(Joli, BMI)

HENRI ROSE AND BOBBY STEVENSON 4655-Here's a catchy bit of theme material from the Bob Hope picture. The twin pianists work with a whistle gimmick in front of fiddles. Bright programming fare. (Robbins, ASCAP) (2:02)

** Oh, Mein Liebchen - (Harms, ASCAP) (1:57)

BOBBY EMMONS

*** This Is What's Happening-AT- CLOWNS LANTIC 2124—Bright, happy, jazz-flavored *** Don't Knock It—IMPERIAL 5789 piano solo work is spotlighted on a lighthearted instrumental with a catchy tempo. Spinnable, with dual-market (r.&b.) as well as pop appeal. (Lynlou, BMI) (2:00)

** Little Oasis—(Lynlou, BMI) (2:13)

JOE REVEL

*** Things Didn't Work Out Like I Planned-ABC-PARAMOUNT 10261-Personable chanting by the lad and femme group on a catchy rhythm-novelty. (Shaw, BMI) (2:10)

** Darling Remember - (Shaw, BMI)

PHIL UPCHURCH

*** That's Where It Is - UNITED ARTISTS 385-A wild rhythm tune with a lot of shouting going on in the background, together with hand-clapping. Sort of a "Runaround Sue" type without a vocal. Has a chance. (Jan-Jo Music, BMI) (2:31)

** The Hog - (Jan-Jo Music, BMI)

MARLOWE MORRIS QUARTET

*** Play the Thing - COLUMBIA 42218-A swinging instrumental with a solid beat. Organ is featured in the lead with a pickup from the horn. (Duchess, BMI) (3:00)

** Bad Business Baby-(Duchess, BMI)

BURL IVES

*** A Little Bitty Bear - DECCA 31330-An appealing, country-flavored ditty the boys in a bright, rhythm setting. Their with effective lyrics, is sung with sincerity and heart by Ives. Both sides are from artist's recent LP. (Pamper Music, BMI)

> ** Shanghled — (Cedarwood Pub. Co., THE HILO HAWAIIANS BMI) (2:06)

THE SAMMY KAYE TWISTERS

★★★ Mama and Papa Twist—DECCA 31336 - Fast-moving rhythm rocker with showmanly vocalizing by J. Blasingame SAMMY MASTERS Bond and the Kaydettes, and a rocking ork backing. (Northern Music, ASCAP) (2:42)

** Swing and Sway Twist - (Republic Music Corp., BMI) (2:20)

FELICIA SANDERS

*** Tonight-Dramatic reading of the "West Side Story" theme should pull spins on basis of good performance. However, the Ferrante and Teicher, and Eddie Fisher versions have the jump. (G. Schirmer, Inc., ASCAP) (3:10)

** In Other Words-(Almanac Music, Inc., ASCAP) (3:00)

PEREZ PRADO

*** Arrivederci Roma - RCA VIC-TOR 7963-A swinging, pachanga arrangement of the familiar Italian tune featuring some gutty work from the Prado ork and a sock beat. A side that should do well on boxes and on the air. (Connelly, ASCAP) (2:32)

*** Mollendo Cafe - MORRO, BMI)

PAUL HAMPTON

*** Maybe Tomorrow - CAMEO 204-Nice folksy sound with a catchy beat, sung by the boy in an easy manner. Side also shows some great guitar, combo and vocal chorus work. (Post, ASCAP) (2:05)

** Nothing's Impossible (If You Really Want It Bad Enough)-(Shapiro-Berstein, ASCAP) (2:13)

HUEY (PIANO) SMITH AND THE

-Watch this one. Lead singer opens with a church-styled vocal, followed by the entire group in a swingy performance. (Travis, BMI) (2:00)

** Snag-A-Tooth Jeannie - (Travis, BMI) (2:00)

BRADLEY MUNDY AND HIS ORK

*** Autumn in Cheyenne-20TH FOX 285-Lushly arranged instrumental treatment of pretty European theme with solid trumpet solo work. Nice deejay side, (Bregman, Vocco & Conn. ASCAP) (2:29)

** Caught in the Web - (Bregman, Vocco & Conn, ASCAP)

LARRY AND DAVE

★★★ Rose and a Star — PIONEER 71892-The boys hit on these two unique gifts for the girl's birthday. The side is in a quiet vein and their harmony tight. Chorus of girls assist. (Vanno, ASCAP) (2:10)

*** 1 Could Cry — (Vanno, ASCAP)

RONNIE LAVELLE

*** Cartoons-PARKWAY P831 B-Ronnie Lavelle sells this "Alley-Oop"-styled tune about TV cartoons with style aided by voices imitating TV cartoon characters. It has a chance. Watch it. (Lowe-Kalmann, ASCAP) (2:12)

** The Crazy Ways of Love-(Woodcrest-Rice, Mill, BMI) (2:27)

* * * MODERATE SALES POTENTIAL

POPULAR

BOBBY NEWTON

** These Empty Arms-** Dance Craze. FOXIE 7003.

JOE SIMON

** Troubles - ** I See Your Face. HUSH 1012.

FREDDIE MEADE AND THE CALENDARS

** Mepri Stomp-** Just Give Her My Love. 20TH FOX 287.

SONNY MARTIN ** Air Force-U. S. Navy - ** Life Will Be So Hard to Bear, EXCEL-LO 2207.

RICHIE DENNIS

*** Cotton Heart - ** I'm the One. JULIA 1103.

THE J-WALKERS

*** Rock Bottom - *** Harvey's Theme. TIDAL 1005.

THE BACHELOR THREE *** Mary, Mary - ** Hend-Bo Thread-Bo. VI-WAY 289.

BONNY MONTEZ ★★★ Manana Pachanga — ★★★ A Bailar Pachanga. PACIFIC 328.

LES McCANN *** I Cried for You — *** Sweet Georgia Brown. PACIFIC JAZZ 329.

DON CRAWFORD ** You're Gone ** What's Bigger Than You. CONDOR 113.

RICKY RICARDO *** Peek-a-Boo Mary Lou - ***

Wish for Someone. WYE 1011.

ACHILLE SCOTTI

** The Grasshopper - ** The Trees of Paris. ACCADIA 601.

FLORENCE Dupree ** Shakin' Hands - ** The Greatest Shepherd. SKYWAY 130.

LOUISE LEWIS

*** Walkin' by Myself - *** There Must Be a Reason. SKYWAY 131.

VIGOR FISHER ** Think of Happiness - ** Padiddle, MALA 442.

*** Kainoa - *** Koni Au. DEC-CA 31326.

TOMMY TAILOR ** I Want Somebody - ** Polly Want a Cracker. MINIT 636.

** Pierre the Poodle and the Puppy Dogs-★★ Never. LODE 2626.

RHYTHM JESTERS ** Ooh Sha La - * Please Me Mine, LECTRA 501.

TED RUSSELL ** Big Heavy - ** Bright Lights. TEROCK 1001.

FRANK HAVEN ** Seven Days - ** I Say I Have

Forgiven, VALINDA VA 105.

THE SCREWBALLS *** Screwball March - *** Just Because, COLUMBIA 42209 (33).

RICHARD HAYES ** To Look Upon My Love -** Somewhere In the Night, CO-LUMBIA 42220 (33).

RONNIE CATES ★★★ Old Man River - ★★★ Long Time. TERRACE 7501.

PAT SUZUKI

JOHNNY KING

*** Why Go Anywhere at All -*** When You Want Me. CAPITOL 4653.

** The Voice With the Built-IN

Wiggle - ★★★ Posin' (and Then You Twist). GUY 103.

FIESTAS ** She's Mine - ** The Hobo's

Prayer. OLD TOWN 1111.

LEE DORSEY AND HIS YA YA BAND *** Lonely Evening - ** Rock. ACE 640.

AL BROWN AND HIS TUNE-TOPPERS ★★★ Shimmy Swing — ★★★ Route 66. AMY 829.

THE REGALS ** Tiger Tears - ** Icy Fingers. UNITED ARTISTS 380.

★★★ Honey Honey - ★★★ Will You

Be Mine. IMPERIAL 5790. DANNY OVERBEA ** I'm Tired of Being Tossed Around - ** Book of Tears. FEDERAL

**** STRONG SALES POTENTIAL

JAZZ

CARMELL JONES AND HAROLD LAND *** I'm Gonna Go Fishing-PACIFIC JAZZ 326—Strong instrumental treatment of the fine Ellington theme with standout piano and trumpet solo work. (Comsock, ASCAP) (3:02)

*** Blues March-Tasteful jazz instrumental interpretation of lightly swinging blues theme. Both sides are from Jones' recent LP. (West Coast Music, ASCAP) (2:43)

RICHARD HOLMES AND GENE AMMONS

*** Groovin' With Jug - PACIFIC JAZZ 330-Holmes and Ammons swing out neatly on this fast riff effort that should do well on jazz juke boxes. Listenable wax. (West Coast, ASCAP) (3:15)

*** Morris the Minor-A slow, pulsating effort is played with style by Ammons on horn over sock support by the rhythm section. Two strong jazz sides from the duo's new album. (West Coast, ASCAP) (3:00)

DAVE BRUBECK QUARTET *** Crazy Chris - FANTASY 558 -A tasteful jazz treatment of a catchy rhythm item, featuring Paul Desmond on alto. Spinnable wax for jazz jocks and hip pop spinners. (Cireco, BMI) (2:49)

*** The Trolley Song - Same comment. (2:48)

COUNTRY & WESTERN

BILL BROCK

*** I'm Afraid My Dreams Are Real -ERA 207-A plaintive reading by Brock on an effective country theme. Merits spins. (JAF, BMI) (2:35)

★★★★ Is Loving Me So Hard to Do -Tender country ballad is sung with sincerity and heart by Brock. (JAF, BMI) (2:38)

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(Continued on page 51) GIVE TO DAMON RUNYON CANCER FUND

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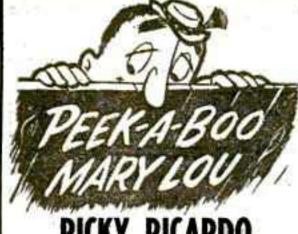
"STAY-AT-HOME SUE"



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Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Continued from page 44

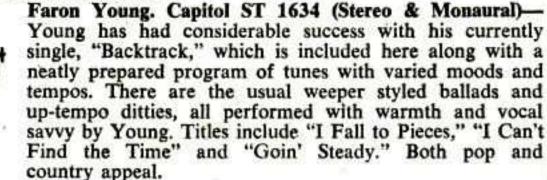
Country & Western -

MORE COUNTRY CLASSICS



Various Artists. RCA Victor LPM 2467—Here's a hot item for the country field and for the pop field, too. The lineup of artists include the Browns, Don Gibson, Jim Reeves, Hank Snow, Skeeter Davis, Jimmie Driftwood, Homer and Jethro, Porter Wagoner, Hank Locklin and Johnnie and Jack. Solid names and solid tunes make for sock potential.

THE YOUNG APPROACH



Children

WINNIE THE POOH AND CHRISTOPHER ROBIN AND NOW WE ARE SIX



Wonderland RLP 1442—A delightful record for children, that will be enjoyed by their parents at the same time. The adventures of Christopher Robin and his crew, from "Winnie the Pooh" to "Piglet and Tigger," are told in wonderful fashion by Ian Carmichael and Dick Bently, with appropriate musical settings. It's a fun album for youngsters from four to seven, and a fine item for Christmas giving.

Comedy

I GAWR-ON-TEE



Justin Wilson. Project 8001-Justin Wilson, the Cajun comic whose first album had sock sales throughout the South, could have a national winner with this new disk. It's the same slyly humorous Wilson, with his slow delivery and rural style, interspersed with Cajun expressions. Fun for the entire family here and an album specially recommended for South and Southwest dealers.

SPECIAL MERIT **ALBUMS**

GIUFFRE: PIECE FOR CLARINET AND STRING ORCHESTRA-MOBILES



Jimmy Giuffre. Verve V-8395-On this set, recorded in Germany with the Sundwestfunk Orchestra of Baden-Baden, clarinetist-composer Jimmy Giuffre enters, with full intent, that new era which lies more within classical grounds than jazz. He is featured soloist in a series of highly plastic compositions that reflect a myriad of moods. Avant gardists particularly, should like this.

Classical

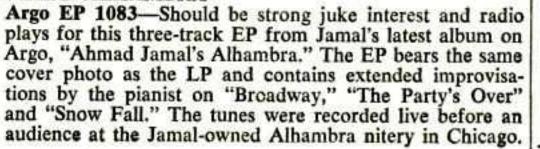
RAVEL: DAPHNIS ET CHLOE, SUITE NO. 2



La Valse-Alborada del Gracioso; Pierre Dervaux-L'Orchestre des Concerts Colonne. Command CC 11005 SD (Stereo) -Superb recording is what singles out this new set for special honors. Enoch Light and his engineers have done an estimable job of highlighting the sound on this rendition of some of the most famous and familiar Ravel music. "La Valse," especially, comes across with dynamic intensity. The "Daphnis et Chloe," too, registers in wide, sweeping strokes.

Juke Box Programming

AHMAD JAMAL'S ALHAMBRA



POP LP'S

$\star\star\star\star$ STRONG SALES POTENTIAL

*** BARREL OF OLDIES Various Artists, Del-Fi DFLP 1219-Here's a strong teen-appeal package, featuring some well-known r.&r. artists. Selections include "Donna," by the late Ritchie Valens; "Tear Drops" by Lee Andrews and the Hearts; plus sides by Ron Holden, Bo Diddley, the Gallahads, the Pentagons, Carlos Brothers, Twiliters and Rosie and

*** MARY WELLS: BYE BYE BABY-I DON'T WANT TO TAKE A CHANCE

Motown MLP 600-Mary Wells is in fine thrushing form on a group of moving r.&r. items, including the two title themes. Package has dual-market appeal for r.&b. buyers as well as pop. Selections include "I'm So Sorry," "Please Forgive Me" and "Bad

*** SARAH VAUGHAN'S GOLDEN

Mercury SR 60645 (Stereo & Monaural)-This is a solid new album with a chance for good sales. The singer is the Divine Sarah and the tunes are the ones that she has made her own over the past few years. They include "Misty," "Broken-Hearted Melody," "Make Yourself Comfortable," "Autumn in New York," "Smooth Operator" and "Lullaby of Birdland." Mighty good listening here.

*** MEMORIES OF THOSE OLDIES BUT GOODIES VOL. I

Little Caesar and the Romans, Del-Fi DFLP 1218-Little Caesar and the Romans have a collection of top chartmakers on this 11-track LP. The set is split into two moods: sentimental tunes (which include the group's "Those Oldies But Goodies" and follow-up "Memories of Those Oldies But Goodies") and a blues side which takes in "Hully Gully Again" "Fever" and "Searchin'." A strong pop set.

**** ADA LEE COMES ON!

Atco 132-Ada Lee is a young thrush with a warm and interesting voice, making her debut disking with this release. She comes off mighty well, too, due to a good selection of tunes, bright vocal work and attractive arrangements by conductor Dick *** THE BEST OF STEVE Hyman. The songs include "Romance in the Dark," "I'll Never Smile Again," "Into Each Life Some Rain Must Fall" and "Heartaches." Good wax.

*** THE VELVET VIOLINS OF VARIOUS ARTISTS

Mercury SR 60224 (Stereo & Monaural)-A relaxing set of mood music with offerings by various top Mercury artists such as David Carroll, Clebenoff, Hal Mooney and Richard Hayman. Tunes include "Three Coins in the Fountain," "Moonlight in Vermont," "My Foolish Heart" and "Stardust." Pleasant, spinnable wax.

*** ANN. MAN!

Ann Richards. ATCO 136-Ann Richards is presented on this debut LP for Atco with an excellent showcase of tunes. The songstress displays her vocal versatility with swinging renditions of "An Occasional Man," "There's a Lull in My Life," "Be-witched" and "How Do I Look in Blue." She is most ably-accompanied by noted guitarist Barney Kessel, in addition to Jack Sheldon, trumpet; Red Callendar, bass, and

LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. LP's are rated, within their respective categories, according to their commercial potential, based 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 albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential, are listed following the Three-Star albums.

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

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

Larry Binker, drums. A well-made disk that should have wide appeal.

*** I DON'T WANT TO CRY! Chuck Jackson. Wand 658-This is Chuck Jackson's first album and it includes two of his previous hit singles, "I Don't Want to

Cry" and "I Wake Up Crying." The chanter also gives out in his vigorous style with such other tear-stained titles as "Tears on My Pillow" and "Lonely Teardrops." In view of Jackson's recent success on the singles scene, there should be many requests to purchase his first LP from his frowing number of fans.

*** ERNESTINE ANDERSON MY KINDA SWING

Mercury SR 60175 (Stereo & Monaural)-The thrush's tasteful, jazz-flavored style is nicely showcased here on a group of oldies and originals. Package has strong appeal for jazz deejays as well as hip pop spinners. Selections include "My Kinda Love," "See See Rider," "Moonlight in Vermont," "Lazy Afternoon" and "They Didn't Believe Me."

*** THEME MUSIC FROM KING OF KINGS AND OTHER FILM SPECTACULARS

Frank Chacksfield and his Ork. London PS 246 (Stereo & Monaural)-The lush, dramatic themes of 12 big budget movies have been wrapped up in equally impressive ork treatments by Chacksfield. In addition to the title tune-theme of the newest film spec-the album includes themes from "Samson and Delilah," "The Alamo,"
"Exodus," "Ben-Hur" and "Quo Vadis."

*** The DEVIL AT 4 O'CLOCK Sound Track. Colpix CP 509 - The

dramatic score for the forthcoming Columbia Pictures flick comes across in telling fashion on this disk. The music was composed, and is conducted by George Duning. Most imposing of the compositions is the main theme which should score impressively with fans. Other titles with much content are "Theme for Camille," "La Fleur" and "Farewell to Camille."

ABC-Paramount ABC 392 (Stereo & Monaural)-Am-Par has packed a group of sides sliced by Lawrence before he joined United Artists. The chanter is in good voice on some spinnable items ranging from the teen-appeal "Footsteps" and "Come Back Silly Girl" to the adult-styled "You're Nearer" and "I Hear a Rhapsody." Solid programming.

*** LESLIE UGGAMS ON TV WITH MITCH MILLER'S SING ALONG CHORUS

Columbia CL 1706 (Stereo & Monaural) -The comely and talented thrush is a regular on Mitch Miller's TV sing-along show and here, with the able help of the Miller chorus and instrumental backing, she lends her dramatic pipes to a fine selection of familiar tunes. These include "Blues in the Night" and "Get Happy," as well as several medleys. Fans of the show will surely go for the set.

*** IT'S TWISTIN' TIME George Hudson and the Kings of Twist. Capitol ST 1578 (Stereo & Monaural)-George Hudson and his group have a real romping twist album that's patterned to cash in on the current craze for the dance. The leader also picks on some pretty potent material for the set with such hits as "Twistin' Time," "The Twist," "A Little Bit of Soap" for the kids, and versions of "My Blue Heaven," "Baby Face" and "Lazy River" for older twisters. There are

vocals on a number of tracks.

* * * MODERATE SALES POTENTIAL

*** LISTEN TO CLIFF Cliff Richard, ABC-Paramount ABC 391 (Stereo & Monaural).

*** MORE GOLDEN HITS Eddy Howard and his Ork, Mercury MG

*** MUSIC OF THE ROARING 20'S Klaus Ogerman and Ork. United Artists UAS 6130 (Stereo & Monaural).

*** THE SWINGIN' PETERS SISTERS Capitol ST 10290 (Stereo & Monaural).

*** LOSS OF INNOCENCE Sound Track. Colpix CP 508. NORMAN FORREST

*** You Are That Someone-** In the Shadow of the High Sierras. GIFT 163.

*** GOLDEN HITES BY TONY MARTIN Mercury MG 20644.

POPULAR EP

*** THE CONTINENTALS

JAZZ LP'S

*** STRONG SALES POTENTIAL

MESSENGERS; THE ELMO HOPE QUINTET

Pacific Jazz PJ 33-A lot of talent is on this disk-Blakey and the Jazz Messengers Gauche" among the best tracks. on Side 1, the Elmo Hope Quintet on Side 2. The music is creative and the performance and spirit are of a high order. *** THE JAZZ LIFE Blakey's material includes "Lil T" and "Exhibit A" and Hope's "So Nice" and "Vaun Ex."

**** QJ NEWPORT '61

Quincy Jones and his Ork. Mercury SR 60653 (Stereo & Monaural)-This is the Quincy Jones big band recorded live last summer on the final day of the Newport Jazz bash. The big complement swings in tight, biting ensemble style, with a flock of standout solos, all to the accompaniment of an excited audience. There are three originals by Jones, plus "Air Mail Special," "Lester Leaps In," etc. Solid material for fans of the big band school.

*** COLOR CHANGES

Clark Terry. Candid 8009 (Stereo & Monaural)-Attractive, listenable and happy modern jaz performed by a fine group of jazz musicians should interest the younger jazz, fans. Clark Terry, on both trumpet and flugelhorn, shows off some warm and thoughtful solo work, while Usef Lateef,

*** ART BLAKEY AND THE JAZZ | Jimmy Knepper, Julius Watkins and Seldon Powell come through solidly on their innings. Tunes are all originals, with "Blue Waltz," "Brother Terry" and "La Rive

Various Artists. Candid 8019 (Stereo & Monaural)-This album is a compilation of six tracks from top Candid artists-all previously unreleased. Contained in the set are rewarding solos by Roy Eldridge, Lucky Thompson, Kenny Dorham, a group of top musicians fronted by Charles Mingus and a vocal by Lightnin' Hopkins, Should appeal to modern and middle of the road listeners.

*** MODERATE SALES POTENTIAL

*** BOOKER LITTLE OUT FRONT Candid 8027 (Stereo & Monaural).

*** NEW ORLEANS-THE LIVING LEGENDS

Jim Robinson, Riverside RLP 9393 (Stereo & Monaural)

CLASSICAL LP

*** STRONG SALES POTENTIAL

Angel 35 865 (Stereo)-Volume 2 of Sir is another Hanson composition "Fantasy Thomas' "Lollipops" contains seven rela- Variations on a Theme of Youth." This tively short pieces-the type usually done features David Burge as piano soloist. for encores. They are popular and enjoyable and the performance here is wonderfully executed. Included are Berlioz' *** BARTOK: MUSIC FOR Menuet des Follets," Tchaikovsky's waltz from "Eugene Onegin," and Gounod's "Le Sommeil du Juliette."

*** BRAHMS: SYMPHONY NO. 2 IN D, OP. 73

Pittsburgh Symphony Orch. (Steinberg). Command CC 11002 SD (Stereo)-This, one of the first of the Command Classics, displays some of the most exciting sound on record today. The orchestra is so life-like it seems as though it's right in the room. The performance of the familiar Brahms work by the Pittsburgh Symphony Orchestra is most satisfactory under the capable hands of William Steinberg. The packaging is unusual and highly attractive. A set with a chance for good sales if exposed.

*** HANSON: SYMPHONY NO. 1 "NORDIC"

Eastman-Rochester Orchestra (Hanson). Mercury SR 90165 (Stereo & Monaural)-The "Nordic Symphony" was first per-formed in 1923 in Rome with Hanson himself conducting. It is performed here by the Eastman Rochester Orchestra in strident terms, again under Hanson's baton. The music has an austere quality that leaves ** JACOBI: QUARTET NO. 3 little room for embellishment or frivolity. It is, however, precise, tender and direct,

*** MORE BEECHMAN LOLLIPOPS | moving to its conclussions with a no-Royal Philharmonic Ork. (Beecham). nonsense air. Coupled with the symphony

> STRINGS, PERCUSSION AND CELESTA: HINDEMITH: MATHIS DER MALER

Berlin Philharmonic Orch. (Von Karajan). Angel S 35949 (Stereo)-Both the Bartok and Hindemith works are given high caliber readings by maestro Herbert von Karajan and the Berlin Philharmonic Orchestra. Although there are other fine recordings of both these modern works, the fact that the compositions are established in contemporary concert repertoires coupled with the upcoming Berlin Philharmonic U. S. concert tour under Von Karajan's baton should produce a good share of sales.

*** MODERATE SALES POTENTIAL

*** SCHULLER: MUSIC FOR BRASS QUINTET; BLACKWOOD: CHAMBER SYMPHONY FOR 14 WIND INSTRU-MENTS

New York Brass Quintet, Contemporary Chamber Ensemble (Weisberg), Composers Recordings, Inc. CRI 144.

Lyric Art Quartet. Composers Recording. Inc. CRI 146.

SPECIALTY LP'S

*** STRONG SALES POTENTIAL

COUNTRY & WESTERN

*** COUNTRY HITS

Various Artists. United Artists UAL 3159 -Twelve country sides are here, by as many country artists. Best known are George Jones' "I'm Gonna Burn Your Playhouse Down," Eddie Noack's "Have Blues Will Travel," and Leon Payne's "There's No Justice." All tunes published by Glad Mu-

*** HARLAN HOWARD SINGS HARLAN HOWARD

Capitol ST 1631 (Stereo & Monaural)-Harlan Howard is one of the hottest songwriters today in the country field. Here, for the first time, he turns his focus to vocalizing and a pleasant enough countrystyled voice it is. The tunes are all new ones by Harlan, never before waxed and they serve as not only a good debut of a new artist but as a source of good new song material for other singers as well. Jocks will spin many of these sides.

INTERNATIONAL

*** CUADRO FLAMENCO!

Flamencan music recorded in Barcelona. The sound is unusually crisp and with the glittering guitar music, abetted by enthusiastic shouts, hand-clapping and foot-stomping, the set could qualify as a sound album, There are a dozen titles in all, and every one is performed with great verve and excitement. Can be recommended for the obvious markets involved.

*** SWEDEN'S ROLLICKING **OJESOKOREN**

Capitol ST 10294 (Stereo & Monaural)-There's a pretty blonde miss, all dolled up in native Swedish costume on the cover to set the pace of this delightful set of clear- (2:10) voiced, exacting choral singing. The mixed group offer a number of favorite Swedish songs with a pretty harmony style and they are well supported by an ork of strings and woodwinds with occasional accordion spots. A lot of atmosphere here.

*** VESUVIUS PRESENTS

CORRADINI

Vesuvius 1307-Giorgio Corradini is a well-known Italian pop singer, and on this album he shows off his romantic style on a flock of pop Italian tunes. Aimed specifically at the Italian-American market, the set could have a good sale among young Los Macarenos. Capitol ST 10301 (Stereo adults. The songs are warm and affection- JIMMY WITHERSPOON (& Monaural)—A splendid album of native ate, and Corradini's voice fits the mood.

CHILDREN'S

*** A CHILD'S INTRODUCTION TO THE INSTRUMENTS OF THE ORK

Joseph Cooper. Wonderland 1443-An entertaining and educational album to introduce a youngster to the pleasures of music. Joseph Cooper, "leading British concert pianist and music educationist," offers on Side 1 an enjoyable and informative explanation of various orchestral instruments illustrated by members of the noted London Sinfonia; and on Side 2 gives a lively "History of the Piano," with excerpts on the piano and its allied instruments. Prime item for the moppet trade. Good Christmas gift, too.

*** BABES IN TOYLAND

Hanky Pank Players. CR Playhour Cricket Records-The story of "Babes in Toyland" and some of its songs are brightly performed on this kiddle disk. The story as a whole is narrated by Jim Dukas and the songs are sung by Candy Anderson and Bill Heyer either singly or in duet. Such familiar tunes as "I Can't Do the Sum" should delight most moppets.

**** CINDERELLA AND ALICE IN WONDERLAND

Gisele MacKenzie. Cricket CR 39-The two lovely children's stories are told with much charm by Miss MacKenzie. The scripts have gone under a bit of alteration at the hands of Sid Frank, but the delightful characters in "Cinderella" and the Lewis Carroll story are very much in evidence. Just as delightful is Giselle MacKenzie's singing of the songs by Sid Frank and Judy Stein.

CHILDREN'S CHRISTMAS

*** CHRISTMAS SING-A-LONG Sandpiper Chorus and Ork (Timmens). Golden LP 67-The Sandpiper Chorus and ork join hands here to present a kiddle

sing-a-long of Christmas carols and songs. There are 15 in all; like "God Rest Ye Merry, Gentlemen," "Jingle Bells," and "I Hear the Bells on Christmas Day." All are pitched to the proper key for children's voices. An added fillip of a printed lyric sheet makes it a salable holiday package for the little ones.

COUNTRY CHRISTMAS

*** OLD TIME CHRISTMAS SINGING WITH THE JIM GLASER SINGERS

ob in capturing the spirit of Christmas, steady selling set.

instruments, singing "Little Town of Bethle-hem," "Jingle Bells," "Frosty the Snowman," "Silent Night" - a combination of traditional and modern Christmas standards.

They accompany themselves with traditional

RHYTHM & BLUES

*** CHAMPION OF THE BLUES Jack Dupree. Atlantic 8056-The Champion, one of the fine blues singers in the true tradition, sings his honest blues here to the accompaniment of his flavorful piano, The package was recorded during a tour in Copenhagen. It includes "I Had a Dream." "Roll Me Over, Roll Me Slow," and "Misery Blues." Cover is a tasteful eye-catcher meriting display It shows the blues shouter close up, with earring.

*** MEMPHIS SLIMS TRIBUTE

Candid 8023 (Stereo & Monaural)-A lot of blues is produced these days-but this is one of the best packages in a long time. Memphis Slim is awfully good on this date-both his pianistics and vocals. With him are Jazz Gillum on harmonica and Arbee Stidham, singer and guitarist. The sides contain vocals by all three. Arrangements are uncluttered and full of true blues quality. There's also a bit of reminiscing about departed blues greats. Most enjoyable. "I Feel So Good," "In the Evenin'," "Cow Cow Blues" are some of the sides.

*** MEMORIES OF HOME Ferlin Husky. Capitol ST 1633 (Stereo &

Monaural)-An inspirational package, evoking memories of growing in a religious household. Some of the songs are done in narrative style, such as "Father's Table Grace." Others are "Suppertime," "The Family Bible," "The Lord's Prayer," plus sides written by Hank Williams and Jimmie Davis.

LATIN AMERICAN

*** LAURINDO ALMEIDA BRAZILLIANCE

World Pacific WP 1412-These recordings were originally released a few years ago, and constant demand has necessitated this new album. They show off the fine Spanish guitar work of Laurindo Almeida accompanied by Bud Shank on alto, along with Harry Barbasin on bass and Roy Harte on drums. It combines Latin rhythms Starday SLP 149-The group does a solid and jazz neatly, and should continue to be a

MODERATE SALES POTENTIAL

CHRISTMAS

SANTA CLAUS MUSIC DAY ORK ** Mr. & Mrs. Claus (Side 1) (Sing Songs of Christmas)-** Mr. & Mrs. Claus (Side 2) (Sing Songs of Christmas)

FOLK

*** THE JOURNEYMEN Capitol ST 1629 (Stereo & Monaural).

CHILDDEN'S

*** PETER PAN AND THUMBELINA Narrated, Rex Graham M. Sammes Singers. Wonderland 1441.

COUNTRY & WESTERN

*** THE LONESOME PINE FIDDLERS Starday SLP 155

Reviews of New Singles

Continued from page 49

JERRY FARR

**★★ Falling for You-LODE 1624-Here's a pleasant medium-beat ballad performance by Farr. Tune has touches of 'Oh Lonesome Me." A listenable side that could get country spins (American, BMI)

** If I Could Learn to Love You Less-(American, BMI) (2:07)

JIMMIE DAVIS

*** Time Changes Everything-DEC-CA 31327-Davis has a rather standard sounding country weeper to sing on this side. Besides the governor's vocal effort there's some bright guitar work and vocal chorus. (Peer Int'l, BMI) (2:14)

** Sitting on Top of the World -(Mayfair, ASCAP) (2:07)

RHYTHM & BLUES

ALBERT KING

*** Don't Throw Your Love on Me so Strong - KING 5575 - Familiar blues lines and riffs make this a pretty solid rhythm and blues item. Vocal by the boy is backed neatly by some down home guitar plucking. (Lois-Lyco, BMI) (2:55) ** This Morning. (Lois-Lyco, BMI)

CHRISTMAS

BOBBY HELMS

★★★ Jingle Bell Rock — DECCA 30513 -Helms' old holiday hit is back again and the happy rocker should get plenty of play. Watch it. Cornell, ASCAP) (2:12)

** Captain Santa Claus - (Amber.

*** Times Have Changed—PACIFIC

JAZZ 327-Witherspoon sells this blues with feeling over good backing. Good item for the jazz fans. (Barlou, BMI) (2:56)

*** Ain't Nobody's Business - The blues chanter sells the oldie in his usual warm style aided by fine support. Solid wax for blues and jazz buffs. (Barbou, BMI)

POLKA

LI'L WALLY AND THE HARMONY BOYS

★★★ Pragna Oczka Pragna-JAY JAY 247-Peppy polka effort is handled well by the polka crew. Vocal is in Polish and should appeal to the ork's many Midwest fans. (3:40)

*** Gleboka Studzienka, (3:00)

* * * MODERATE SALES POTENTIAL

DOROTHY ASHBY TRIO *** Lonely Melody — *** Secret Love. ARGO 5406.

COUNTRY & WESTERN

HOWARD CROCKETT *** Deep Elm Davis - *** Going Down to Soldiers. SMASH 1721.

GLENN SNOW ** Gear of Love-** 1 Wonder What the Future Holds for Me. KAN-GAROO 21.

AUSTIN MAXEY ★★★ I'll Live Again-★★★ Bring on the Heartaches. RAZORBACK 0114.

VIRGINIA SPURLOCK *** I'll Take the Blame - *** A Queen for a Day. EPIC 9477.

RHYTHM & BLUES

K. C. MOJO WATSON *** Love Boodhound-** I Kept

On Trying. NANC 003. LAZY LESTER *** Whoa Now-** I'm So Glad

(My Baby's Back Home). EXCELLO 2206. AL PERKINS *** Please Come Back - ** You Cost Too Much. COLT 623.

SYL JOHNSON

** I've Got to Find My Baby -(Continued on page 52)



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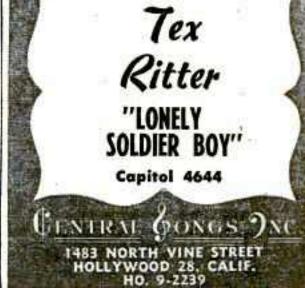
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FOLK TALENT & TUNES GOLF TOURNEY

Continued from page 10

rom the artists and diskeries. Dusty penned one side of the new ohnny Western release on Columia, "Echo of Your Voice." Dusty

"HERE'S A CHART MAKER" FOR SURE PROFITS! Bobby Bland's TURN ON YOUR LOVE LIGHT" "YOU'RE THE ONE

(THAT I NEED)"

Duke 344

"NEW-HOT-RELEASE" IT'S DYNAMITE Al T.N.T. Bragg's "CIGARETTES AND COFFEE" "WE BELONG

> TOGETHER" Peacock 1907

"A GREAT SPIRITUAL" The Gospel Consolators "TESTIMONIAL SERVICE"

"He Won't Let You Down"

Pescock 1836

DUKE & PEACOCK RECORDS, INC. 2809 Erastus St., Houston 26, Texas OR 3-2611

NEW RELEASES

WITHOUT A FRIEND IF YOU PLAY WITH CATS harles Brown KING 5570

THE MADE MY BLOOD RUN COLD O YOU THINK THAT I SHOULD CHANGE ke Turner KING 5553

COME-A, COME-A, BABY JUST LIKE BEFORE

Tony Allen . . . BETHLEHEM 3002 M TIRED OF BEING TOSSED AROUND

BOOK OF TEARS Danny Overbea . . . FEDERAL 12434

HOLIDAY RELIGION

HAT MOON IS NO STOPPING PLACE Reno and Smiley . . . KING 5554



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Dusty Rose, who recently took Dusty Rhodes, who was at KTNT ver the early-morning "Sunrise several years back with Buck Ow-Ranch" seg, six days a week on ens and the Bar K. Gang. . . . Sta-TNT-AM, FM, Tacoma, Wash, tion KAYE, Puyallup, Wash., is uts in a plea for c.&w. platters broadcasting a full-time schedule of religious and country gospel records. . . . Doc Watson, in addition to his c.&w. wax spinning chores on "Look or Listens," weekdays from Rose is not to be confused with 8-11 a.m., over KTVW-TV, Tacoma, Wash., has added "The Doc Watson Jamboree," dance and show each Saturday.

> Bobby Boyd, president of Boyd Records, Oklahoma City, reports that his firm is going all out on country music, with its latest releases in that category, including Marvin McCullough's "Are You Still in Love With Me" b.w. "Pillow to My Right"; Bobby Barnett's "Wings of a Chance," from the motion picture of the same name starring Troy Donahue, b.w. "We're Headed Nowhere," and Bobbie Sill's "How Do You Explain a Broken Home?" Sills was formerly on the Top Rank label. McCullough, who spins the c.&w. wax on the 50,000-watt KRMG, Tulsa, Okla., is slated to do a series of personals in the Las Vegas and West Coast sectors shortly after the first of the year.

Twenty-six years on one radio station with a country music show is an achievement few have accomplished, but that's the record of the Doc Williams unit, features of "World's Original Jamboree" of WWVA, Wheeling, W. Va. . . . Damon F. Flanary, who formerly jockeyed disks over Southwestern that with our present variety for-Virginia and East Tennessee sta- mat many of the country hits were tions, is back in harness after two already getting aired." As a final years with the Army Administra- note, Flanary says that plans are tion System at Fort Ord, Calif., and under way in Southwest Virginia is now filling a full-time slot as for a folk festival in August of news director at KPER Radio, Gil- 1962. Highlighted would be the roy, Calif. "It was great to move blue grass banjo and folk music into the Northern California market where so much is happening," typewrites Damon. "I was consider- permanent address: Route 1, Box ing a c.&w. show here but found 4, Gate City, Va.

BRINGS OUT 150 MUSIC DUFFERS

HOLLYWOOD - Approximately 150 men attended the second annual West Coast Music Industry Golf Tournament held at Desi Arnaz' Indian Wells Hotel in Palm Springs. The following were the winners:

Albie Pearson, Class "A" and low gross; Stewart Phansteil, "Class A" runner-up, J. B. Morris, "Class "B" with Dick Pierce, runner-up; Tony Valerior, Henry Hart, Class "C" and low net; Joe Johnson, Class "C" runner-up; Earl McDaniel, Class "D" with Eddie Shaw, runner-up; Shaggy Wolf, closest-to-pin; Steve Girard, longest drive; Joe Perry, putting; S. J. Smith, hacker.

Henry Hurt (of Pat Boone's office) won the matched clubs and bags donated by Buddy Morris as the door prize. Five \$100 bills donated as draw prizes by Frank Sinatra were won by Sal Alberti, Ben Barnet, Red Doff, Jimmy Henderson, and Sam Lutz. Winners' trophies were donated by the major labels and Coast-based independents. Sy Devore contributed a \$50 merchandise certificate as drawing prize for non-players.

The committee staging this year's affair was headed by Pat Boone, and included Sid Goldstein, Norman Greer, Bob McCluskey, Dave Jacobs, and Murry Wolfe. McCluskey also served as master of ceremonies of the tournament banquet.

and songs. Damon says he would welcome suggestions mailed to his

Politicos Active on Nashville Scene

· Continued from page 1

several hundred pounds of Louisiana sausages for the breakfast as well. Governor Davis told his audience that man's primary needs are "food, clothing, shelter and music." Beyond this, he singled out folk music as "the music of the heart, uncorrupted by scholarship, an indelible expression of the common lot." Davis, discussing his own colorful musical campaign junkets, said, "If we had a lot more singing in the world, we'd have a lot less fighting."

At the same affair, Tennessee Governor Ellington declared, "I love country music," and went on to say that country music brings about \$35,000,000 a year to Nashville and Tennessee. The meeting also featured the annual round of awards to country artists and an introduction by deejay T. Tommy Cutrer of the entire cast of "Grand Ole Opry."

Activities Thursday evening were highlighted by the annual country awards dinner of Broadcast Music, Inc., which found cleffer Harlan Howard receiving 10 song awards, a new high for any one writer in a given year. The BMI dinner dance was also enlivened by the presence of Senator Kefauver and former Governor Clement, who were intro-

Speaking of the world crisis, the senator discussed the need for "a common denominator of music for of recent years, and at press time the peoples of the world. If we can visiting jockeys turned their atten- Steve Sholes, board chairman, and Walker, executive secretary, was find this denominator," he asserted, tion to a full round of musical and Ken Nelson, president, both re- given a vote of thanks and a raise "we have a chance of reaching free- social events.

duced by BMI's Bob Burton.

breakfast was Governor Davis, who | dom for everyone. A song can not only spoke eloquently of his change the course of history. Keep love of folk music, but donated it up. Your songs mean much to our happiness and our future."

On a lighter note, former Governor Clement stated: "I'm just plain glad to be here. I wouldn't have been governor at 32 without you folks behind me. I helped fight your fight because I thought you were right. If you decide you need someone again, I like a good fight. Just call on me." Many circles here regard Clement as a likely enshrined in the hall. nominee to run for the governorship again next year. Meanwhile, Dot Records President Randy Wood denied any aspirations for the governorship, and declared he would never run, though there have been rumors that some local circles would like him as a candidate.

Final formal affair was a luncheon sponsored by Dot Records, at which Senator Kefauver was the speaker. The senator traced the evolution of "picking and singing" from the early "opry" days 36 years ago, through the period of the "Singing Brakeman" (Jimmy Rogers) to the country music of today. As a member of the Senate Subcommittee on Juvenile Delinquency, he stressed to the jockeys their responsibilities to youth. Finally, he paid tribute to Randy Wood, "a country boy who made good through perseverance and character."

Turnout for this year's WSM event compared favorably with that

Reviews of New Singles

Continued from page 51

** I Just Gotta Make Her Mine. | B. B. JOHNSON TRIO FEDERAL 12435.

CHARLES BROWN *** Without a Friend - *** If You Play With Cats. KING 5570.

LATIN AMERICAN

MONGO SANTAMARIA AND ORK *** Para-Ti - *** Mongo's Theme. FANTASY 557.

BOBBY MONTEZ ORK ★★★ Guajtra Josephina — ★★★ Tremendo Cha-Cha. PACIFIC JAZZ 325.

LIMITED SALES POTENTIAL

POPULAR

JOHNNY MITCHELL Why?-Unanswered Letters. TACIT 6137.

The Hawk-Ebony. MEL-O-JUKE A.B.

Coo Coo Baby-Coo Coo Baby (Instrumental). WYNNFIELD 350.

THE DEBS Muchacha Ca Cha - If Wishes Were Kisses. ECHO 1007.

AL GARNER Scout for General Lee-Disgusted, EX-CELLO 2208.

BUDDY BALBO Ring, Ring Telephone-I Lost My Seat. BAY-UKE 2.

MICKEY BLAIR There Must Be a Way-You've Changed. HAR-GLO 511.

COUNTRY & WESTERN

ROY FISHER Pool Stick Window-Moon Powers. NEW ENGLAND 1004.

NEAL HART Kiss Me Once More-Do It Now. NEW ENGLAND 1003.

Ann Fulchino Freels New Coast Info Head Of Columbia Pictures

NEW YORK — Ann Fulchino Freels has joined Columbia Records as manager of West Coast information services. She will report to John Kurland, head of the information services department in New York. Mrs. Freels was most recently with her own artists' management firm, and prior to that was with RCA Victor and Columbia in the publicity departments.

Meanwhile, at Columbia Frank Jones has been named a producer in the country and western field, and will assist Don Law, executive producer for c.&w. in Nashville. In the firm's art department, John Berg and John C. Bradford have been named to new posts. Berg is the firm's new art director for packaging design, and Bradford is the new art director for advertising. Both men will report to Bob Cato, the firm's creative director.

Association Lists

Continued from page 1

Among achievements of the past year was the success of the radio survey, originally suggested by BMW's Johnny Sippel, a board member. CMA President Ken Nelson said the survey will be made annually and will be broadened to include TV as well as radio stations.

It was also announced that the CMA Hall of Fame had been established. Fred Rose, Jimmy Rogers and Hank Williams were named as the first entrants to the Hall of Fame and \$500 bronze likenesses of these men were to be

A new all-industry event, to be known as the International Sound Fair (to be staged next year in Detroit), was approved in concept and CMA's co-operation was pledged. Congressman Ross Bass, meanwhile, let it be known that he would sponsor an act of Congress creating a national country music week next year.

New board members in various categories were elected as follows: Artists and musicians, Tex Ritter and Webb Pierce; deejays, Biff Collie, KFOX, Long Beach, Calif., and Grant Turner, WSM; publishers, Wesley Rose; radio and TV management, Chuck Bernard, Country Music Network, New York, and Ray Odum, KHAT, Phoenix, Ariz.; record firms, Don Pierce, Stardays; trade papers, Dick Steinberg, Music Vendor; at large, Bill Denny, Cedarwood Music, and Frances Williams, BMI.

Officers elected by the new and incumbent board members include: ant secretary, Dorthy Gable. Joe elected; first vice-president, Owen in salary.

Dealers Join

· Continued from page 1

The latest problem has been Gordon Wolf's Rosarck one-stop deciding not to sell to the co-op. Originally, Rosark was to serve as the co-op's buying agent.

Wolf, in a letter to the co-op's membership, stated his reluctance at backing out of the arrangement, and explained he was forced to drop servicing the co-op because distributors refused to sell to him. According to Wolf, some distributors felt that Rosarck was competing with them if it sold to the dealer combine.

The dealers at last week's meeting appointed a committee to study the ways and means of establishing a new source of supply for the co-op. It will report its findings at the December meeting.

The group's newly elected president, Harold Martin, told BMW that the members are quite concerned by "the misapprehension distributors seem to have concerning our co-op." Martin went on to explain that "the purpose of the co-op is not to get preferential price treatment or to squeeze a better price out of distributors. All we want are prices comparable to those paid by our competitors (i.e., discounters) and which are allowed under existing federal trade laws."

Dealers here long have complained that the greater volume purchases by the big discount dealers are squeezing them out of the record business. The co-op movement started earlier this year in an effort to form a buying combine which would benefit the individual participating retailer by allowing him to share in the savings of volume purchasing.

From all indications, the co-op will not be able to get under way until after the holiday season.

WJJD Changes

· Continued from page 1

Lawrence is a product of Buffalo and Syracuse.

Station management indicated that WJJD would continue its present hit - playing format. Harold Krelstein, president of the Plough network, Memphis, which owns the station, previously said that the outlet had enjoyed tremendous rating improvement over the past several months and it would be "foolhardy to look at any other programming format."

Bradley; second vice-president, Jack Lutz; third vice-president, Cal Young; treasurer, Charlie Lamb; secretary. Harold Moon; assistant treasurer, Rich Richardson; assist-

Loans to Locations Banned in Chicago

CHICAGO - An ordinance loan problem is not unique to the prohibiting taverns from accepting Windy City. Operators are hopeful loans from coin machine operators it might serve as a model for simiwas passed by the city council here lar legislation throughout the last week.

The measure was welcomed by the local trade. Loans have long been a major headache in Chicago. Outrights gifts of up to \$500 and loans of several thousand dollars were not uncommon as competition for new locations grew.

Operators complained they were forced to make the loans or gifts or lose their spots to other opera-

National

The ordinance has also drawn national interest as the location

Univend 'Plus 10' Plan

CHICAGO - American Univend unveiled its new "Plus 10" plan whereby operators can lease a variety of small mint and candy venders and merchandise from the of any coin-operated or amusement firm.

Under the plan, the operator gets a two - column machine for \$10 a year. He also gets free, a quanity of merchandise, equal at retail to the annual rental. The ing out of the use of such coinlease calls for a certain minimum operated or amusement device on order a year.

country.

Members of Recorded Music Service Association, local juke box group, indicated they were in favor of the new measure. The association has scheduled a meeting November 16 to discuss implications of the ordinance.

Basically, the ordinance is aimed at "dealers in alcoholic liquor" and comes under chapter 147 of the municipal code dealing with "restrictions on receiving money or anything else of value."

Code

It states "No person licensed under this chapter shall accept, receive or borrow money, or anything else of value directly or indirectly from any person connected with or in any way representing any manufacturer or distributor device who shall install or furnish such device for use on the licensed premises; provided that the provisions of this section shall not apply to commissions or rental fees aristhe licensed premises."

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.

FOOL #1 ANYBODY BUT ME	BRENDA LEE Decca 31309
A WONDER LIKE YOU EVERLOVIN'	RICK NELSON Imperial 5770
(He's My) DREAMBOAT HOLLYWOOD	CONNIE FRANCIS MGM 13039
CRYING AND CANDY MAN	ROY ORBISON Monument 447
DOOR TO PARADISE	BOBBY RYDELL Camee 201
LITTLE SISTER AND (Marie's the Name) HIS LATEST FLAME	RCA Victor 7908
BERLIN MELODY AND THEME FROM COME SEPTEMBER	BILLY VAUGHN Dot 16119
THE WAY I AM AND MY HEART BELONGS TO ONLY YOU	JACKIE WILSON Brunswick 55220
DANNY BOY AND FLY BY NIGHT	ANDY WILLIAMS Columbia 42199
I DON'T KNOW WHY IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
I CRIED MY LAST TEAR AND A CERTAIN GIRL	ERNIE K-DOE Minit 634

Johnson Intros **Coin Handling Auditor Unit**



AUDIT-IN-ROUTE

CHICAGO - Audit-in-Route, new coin handling auditor introduced recently by Johnson Fare dominant color. Each one may be Box Company, got its first public showing at last week's National battery set-up without separators Automatic Merchandising Association Convention here last week.

The unit was part of Johnson's full line of coin handling, sorting and counting equipment shown at the show.

an upright console-type unit that candy choices. is designed to fit into a routeman's truck. Features include sorting,

revenue receipts for each location,

SURVEY SHOWS NEED FOR JUKES WITH OWN POWER

DOUALA, Cameroons—Representatives of West German coin machine firms are conducting market surveys in the African States of Cameroons, Togo, and the Mali Confederation.

These surveys have established that the coin machine market in this area depends upon portable equipment, including a portable power supply.

It is understood that on the basis of the surveys one or more West German firms intend producing juke boxes and games with a gasoline electric generator, making the equipment independent of the local power supply-or lack of it.

Such equipment, according to the market survey made in this area, would find a wide market over Africa and presumably in many other areas of the underdeveloped countries in the Middle East, Asia, and Latin America.

Juke boxes and other coin-operated equipment depending on electricity are largely valueless in the underdeveloped areas unless they generate their own electricity.

Seeburg Reveals Latest Vending Merchandisers in Modular Line

CHICAGO-The Seeburg Cor- cents to 50 cents A coin change poration took the wraps off its new as standard equipment, accum full line of vending equipment at lates nickels, dimes and quarters the NAMA show here last week as to 55 cents, with self-loading nick it bowed five new units in modular and dime tubes returning chan design.

Included in the line are a pastry and candy merchandiser, a new cold drink machine, a modified electric cigaret machine, a carton milk vender and the recently acquired Bally coffee machine.

The units have the same basic exterior design, with blue the preused separately, or as part of a or adapters. Each machine has a brightly lighted display.

Candy Machine

The 12-selection candy-pastry vender, with a capacity of up to 800 units, can offer 6 candy and in, first-out principle. The Audit-in-Route unit is in 4 pastry selections, 8 pastry or 12

vended, eliminating the need for counting and locking coins up while | hand shifting of stock. The concept routeman is driving; printing involves continuous spiral shelves.

(Continued on page 60) of three prices, ranging from 5 unit has a cup capacity of 2,90

for any sale up to 50 cents.

The new gum and mint unit fe tures dual pricing at 5 cents a 10 cents, and vends six selection of any standard size or shape.

Cigaret Vender

The cigaret machine is similar the previous Seeburg model, e cept for the cabinet changes to the new modular series. Pac capacity is 825, with 22 selection

The milk vender, with a capaci of from 288 to 384 units, ven either half-pints of 10-ounce co tainers, in three selections. Like the candy machine, it utilizes the firs

The coffee vender, recently a quired from Bally, brews one cu First merchandise in is the first at a time and also vends two other hot drinks. Cup capacity is 450.

The Ice-O-Vend cold drink m chine vends drinks with or withou The machine may vend at any crushed ice. The seven-selectic

Si Redd Heads Distrib Group

CHICAGO — William S. (Si) Redd, Boston, was elected president of the National Coin Machine Distributors Association during the group's national meeting held here last Wednesday (29).

The distributors also adopted a four-point program that includes: (1) a new code of ethics; (2) a broadened public relations program to be conducted nationally; (3) adoption of an insurance program; and (4) a membership drive whereby each distributor pledged that he would bring in one new member for the coming year.

Irvin Blumenfeld, Baltimore, was elected executive vice-president; Lou Wolcher, San Francisco, vicepresident, and Ron Rood, Orlando, Fla., vice-president.

Directors

Joe Kline Chicago, is the group's new treasurer, and Jack Bess, Richmond, Va., is secretary.

A slate of 10 directors were also chosen: Harold Lieberman, Minneapolis, John Bilotta, Newark, Weinberg, Dallas; Gil Kitt, Chica- the group's new president, Si Redd. go; Mickey Anderson, Erie, Pa.; Basically, members agreed to sub-Jake Friedman, Atlanta; Morris scribe to only the highest business Gisser Cleveland; Ed Shaffer, standards, co-operate with law en-Cleveland.

Irving Blumenfeld was honored lations. with a plaque as outgoing presirole as past president and founder prospective members: of the organization.



WILLIAM S. (SI) REDD

gun that were both raffled off. Mickey Anderson won the pool game and Irv Blumenfeld walked off with the gun.

The association's code of ethics N. Y., Hy Bramson, Louisville; Phil was termed a solid step ahead by Columbus, and George George, forcement officials and support a continuing program of public re-

Following is the code reprinted in dent, as was Lou Wolcher for his full as a service to NCMDA and

Fischer Sales donated a pool Machine Distributors Association, in the bylaws. Dated this 29th d - table and Bally a Marksman target privileged to be constituents of an of October, 1961.

organization to be dedicated to tl preservation of the highest ethic and moral standards in business ar civil affairs, and ever mindful their duties and obligations members of a free society engage in an honorable, useful and e panding industry, do publish ar declare the following code ethics, which individually and co lectively we pledge to honor, mai tain and preserve.

"1. To carry out the spirit at letter of all contracts and to othe wise so conduct our business ar affairs in such manner as to me the confidence and respect of o fellow members, our customer the manufacturers which we repr sent and the general public.

"2. To keep faith with o associates within the industry 1 promoting and preserving the hij standards of business conduct; elevate and maintain the indust to a position of eminence at prestige.

"3. To co-operate with the la enforcement agencies and regul tory commissions in the field taxation and licensing to the en that fair and non-discriminato treatment and practices may afford to all segments of the i dustry in all regions of the country

"4. To actively and continuous support a program of public rel tions by fostering, maintaining preserving and improving the pu pose and objectives for which th "The members of National Coin association was organized as state

AMCO SANITARY **VENDOR**

The Finest for Vending Flat Pack **Products**

1c, 5c, 10c, or 25c Operation

Vends flat packs up to coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Ma-chines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900



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 26½" 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.

oak

MANUFACTURING COMPANY, INC. 11411 Knightsbridge Are., Culver City, California

Oak's Sanitary Vendor available at RAKE COIN MACHINE EXCHANGE

609 Spring Garden Street Philadelphia 23, Pa. WAlnut 5-2676

"Stock is Always on Hand"

IVE TO DAMON RUNYON CANCER FUND

western machines.

COMPANY_

2700 W. Lake St.

ADDRESS.

NAME

Please rush complete information and prices on

Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other North-

Fill in coupon, clip and mail to:

KING & COMPANY

Phone: KE 8-3302

We handle complete line of machines, parts & supplies

Also Ball Gum, all sizes; If Tab Gum, St Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; I Hernheys 320 count and 520 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders, Write to King & Co. for prices and our new 12-page catalog.

Chicago I, III,

BILLBOARD MUSIC WEEK





DIRECTORS, OFFICERS AND MEMBERS of National Vendors Association stand for a group shot during the group's open directors meeting held in Chicago last weekend, simultaneously with the giant National Automatic Merchandising Association convention. NVA's next convention, a stepped up membership program and legislative activitives were subjects on the agenda.

NVA Charts Meet Plans; Urged to Pursue Members

and directors of National Vendors' Association met here last week and charted plans for the group's convention in Miami Beach, Fla., next spring.

Also on the agenda was a new medical plan introduced by Don Mitchell, NVA counsel, and reports from the various NVA committees.



ROLFE LOBELL

Milton T. Raynor, NVA's longtime legal counsel (the association is represented by Raynor & Mitchell), told the group that the association's drop-out percentage for members during the past six months was the lowest in the group's his-

1962 Conclave Plans

Raynor, however, urged the

membership drive and to continue at McCormick Place here. to work for a successful 1962 convention.

A previous convention committee report indicated that the association would probably have over 40 exhibitors at its next conclave, one of the highest figures in the association's history.

Last year's total was around 30. A more diversified representation of exhibitors was expected to account for the increase. The bulk operators' conclave is becoming increasingly attractive to exhibitors of candy, cigarette equipment and accessory equipment, as well as the traditional bulk machine and products people.

Legislation Program

Raynor called on the association to think about a more active business and legislative program. He said legislative representation is needed at not only federal but State and local levels to keep the bulk industry from being subject to discriminatory bills.

Raynor also urged members not to be careless about preparing for the next convention. "A lot of associations are lax, have a poor convention and end up blaming the site for their problems," he told the group. "We've had bad times; we're doing well now, but we've got to keep working," he urged.

Site of all the activity was the NVA directors' meeting held at the Congress Hotel last Sunday (29) National Automatic Merchandising



DON MITCHELL

CHICAGO—Some 75 members members not to let up in their Association convention being held

A large representation of bulk vending tradesters was on hand with numerous manufacturers holding exhibits in their hotel rooms. Two machine manufacturers, Victor and Northwestern, showed their full lines of equipment at the NAMA conclave.



MILTON T. RAYNOR

Rolfe Lobell, convention chairman, introduced a new package deal that will be offered for NVA's Miami Beach conclave.

Under the plan, to be priced at under \$100 per couple for the three-day show, members will reevening, simultaneously with the ceive an entire social program as part of their fee.

NVA Auspices

Individually sponsored parties, as previously held, are to be eliminated, with all entertainment to be under the auspices of NVA.

After brief discussion, Lobell's motion to adopt the package deal (Continued on page 60)

Write for price list and full sample line.

luggenheim

33 UNION SQUARE N. Y. C. 3, N. Y. • AL. 5-8393

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢\$14.50
N.W. Deluxe It or 5¢ Comb 12.00
N.W. 10-Col. 1¢ Tab Gum Machine. 18.00
N.W. Model #33, 1¢ Porc. Con-
verted for 100 ct. B.G 6.50
Silver King 1¢ B.G. or Mdse 8.50
ABT Guns 30.00
Mills le Tab Gum 12.00
Model #33 Peanut, 16 6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts	, Jumbo Queen, Red.
Pistachio Nuts	, Jumbo Queen, White
Pistachio Nuts	, Large Tulip
Pistachio Nuts	Vendor's Mix
Pistachio Nuts	, Sheik, Red
Cashew, Whole	•
Cashow Butte	
Peanuts, Lumi	bo
Snanish	
Mived Muse	
Baby Chiefes	******************
Baby Chicks .	
Kainbow Peant	uts
Bridge MIX	
Boston Baked	Beens
Jelly Beans	
Licorice Gems	
M & M, 500 ct.	
Marchay ata	***************************************

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator. One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY on the New

Tlorthwestern



This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," break-Ing or crushing. Gold decorative front panel. Mammoth capacity.

Available with 5c, 10c or 25c Mechanisms

STAMP FOLDERS, Lowest Prices, Write MEMBER MACHINE DENDING

MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO MOE MANDELL





HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

BIRMINGHAM VENDING CO.

O Second Avenue, North Bi

ATTENTION

10c Capsule Vendors

Made In America

TIFFANY RINGS

METAL ADJUSTABLE BANDS **SEMI-PRECIOUS STONES** TIFFANY SETTINGS & PRONGING

AVAILABLE AT ONCE

The BEST BUY in the WHOLE WORLDfor Beauty and Value.

> \$28.00 PER 1,000. F.O.B. JAMAICA, N. Y. SAMPLES ON REQUEST.

SAMUEL EPPY & CO., INC.

91-15 144th Pl., Jamaica 35, L. I., N. Y.



FREE Copy of **RAKE'S** NEW CATALOG

BULK MERCHANDISE

DOLK	MILKOI	WILDIA	-
Boston Bake	nuts its Peanuts. anuts (Cand d Beans	30 30 30 γ)30	Per Lb. .65 .55 .31 .35 .28 .28
Confection A Jumbo Pista	Beans	30 30 30 30 30 33	.28 .80 .70 .60 .37 .27 .25 .47
Chicle Base Rainblo Tab Sugar Peps Maltettes (B.	Cub Chicks by-Lets 520. (Bulk Candy	32030	.42 .32 .40 .35
140-170-210 R	M VARIETII lainblo Gum s Centuries, rape, Cherry	ES Lbs.	Lb. -32
Rainblo Scre Rainblo % C Cherry 210 C (ORDERS: 30 paid from fa order, no C.	hicle 140 ount	18 25 25	pre-
Adams, Wrig Brands, 1¢	, 100's. Per	Box	47
Single Floor	Stand		5.50

Dbl. Cross Bars for Above 2.00
Triple Cross Bars for Above 2.25
4 Place Racks With Wheels 10.50
6 Place Rack With Wheels 12.50
3 Place Rack With Wheels 8.95
1¢ Coin Counting Scale 23.50
1¢-5¢ Coin Counting Scale 23.50
Stamp Folders, Per 10,000 6.00
Asstd. Trading Cards 3.25

1/3 DEPOSIT ON ALL ORDERS, PAYMENT IN FULL ON ORDERS UNDER \$20.00.

Rake Coin Machine Exchange 609 A Spring Garden St.,

WAInut 5-2676 Philadelphia 23. Pa.

Say You Saw It in Billboard Music Week

NVDA Execs Re-Elected at Chicago Meet

CHICAGO-Officers of the National Vending Distributors Association were re-elected Sunday (29) at the Congress Hotel here. They are Moe Mandell, Northwestern Sales and Service, New York, president; Bernie Bitterman, Kansas City, Mo., treasurer, and Jack Nelson, Logan Distributing, Chicago, vice-president.

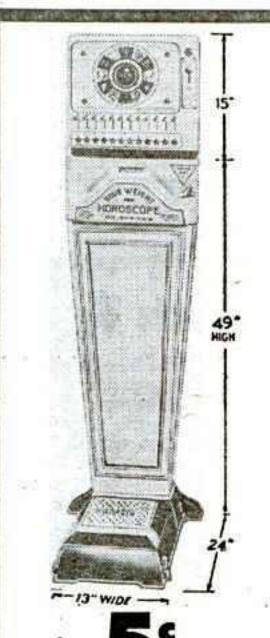
The first annual NVDA award, for industry leadership, was given to Harold Schaef, president of the Victor Vending Corporation.

Mandell, in making the presentations, paid tribute to Schaef for his untiring efforts on behalf of the industry.

Guggenheim Debs **New Charm Items**

CHICAGO-Karl Guggenheim, Inc., this week released three new charm items and displayed them here at the Congress Hotel during the convention committee meeting of the National Vendors Associa-

and a compass ring. Bob Guggen-



HOROSCOPE SCALE

TOP OF SCALE PAYS BIG DIVIDENDS . . . NOW YOU CAN REALLY MAKE MORE MONEY operating scales because you get 5c as well as 1c.

15.00

DOWN Balance \$10.00 Per Month

WATLING MFG. CO.

4541 W. Lake St., Chicago 24, III. Est. 1889 Telephone: Columbus 1-2772, 1-2770 Cable Address: WATLINGITE, Chicago.





HAROLD SCHAEF (right), Victor Vending Corporation, accepts the first annual award for industry leadership given by the National Vending Distributors Association at the group's meeting held in Chicago last weekend. Bernie Bitterman, treasurer, and Moe Mandell, president, stand with Schaef.

Jennings Co. The items are a Traffic Light, with red and green signals, a yo-yo heim was on hand to display the Gets Showing

CHICAGO — A slide vender. suitable for resort and arcade locations, was displayed for the first time by Jennings & Company this week at the annual NAMA convention here.

The unit holds 800 35-mm. color slides, with eight selections of 100 each. The patron is able to view each slide before he buys, as a push button rotates the slides behind a viewing panel. The button also acts as a selection button.

According to the manufacturer, slides will cost the operator from 6 cents to 9 cents each, with the coin mechanism set for 25 cents. Price for the machine has not been set, but the manufacturer says it will be about \$300.

A Jennings spokesman said about 5,000 color slides are available to operators, with sources of supply furnished on request.

Dimensions of the machine are 19 by 19 by 61 inches. Weight is 86 pounds.

BIGGEST PROFITS GUARANTEED VICTOR 2000

Capacity 2,000 Balls of 100-Count Gum



VICTOR VENDING CORP. 5701-13 W. Grand Ave. Chicago 39, III.

Northwestern Unveils Bulk **Vending Units**

CHICAGO—Northwestern's full line of bulk vending equipment along with a new chrome Showcase stand accommodating four, six and eight machines was shown to major equipment operators and a good attendance of bulk machine tradesters at last week's National Automatic Merchandising Association conclave here.

The Showcase stand is made of heavy-gauge, chrome-plated steel tubing and is priced to sell at from \$10 to \$12.

Other Northwestern standards on display included the firm's Peppermint stands, "49" all-product vender, package gum vender, postage stamp machine, 10-column tab gum machine, Super 60 ball gum and capsule machines.

Be Wise as an Owl! Put

in your machines

These rings are ideal for all types of vending. Brilliant detail and eyes that stare dress up your machines. . . empty your machines. Brilliantly vacuum plated in assorted gold and silver.

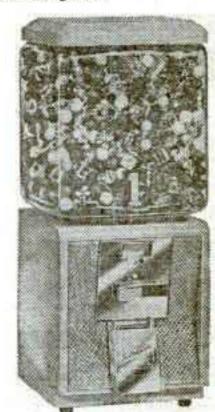
Only \$17.00 per M with leweled eyes Only \$10.00 per M with diamond-like faceted eyes

Vends well in all machines. Order from your distributor or:



Try one! You'll quickly agree, it's the outstanding Bulk Vender.

Model 60 dispenses all small product from Spanish peanuts to capsules and

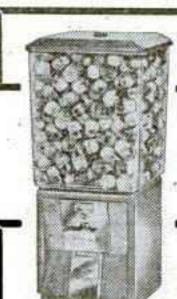


WIRE, WRITE OR PHONE FOR COMPLETE DETAILS



CORPORATION

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Morthwestern SUPER SIXTY

WITH QUICK-TACH*

IDEAL FOR YOUR BETTER LOCATIONS 1012 Balls 100 Count Gum 2886 Balls 210 Count Gum 365 Regular Capsules *AT SLIGHT EXTRA COST

Write for literature on other Northwestern models.

CLEVELAND COIN MACHINE EXCHANGE, INC.

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Cleveland 15, Ohio

Phone: TOwer 1-6715

KING MIX - - - BUY and SAVE

A complete bargain mix of 30% good feature items, balance bright gold and silver vacuum plated charms.

Only \$2.75 per M in 5 M lots.

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



KING PENNY

Company

2534 Mission Street, Pittsburgh 3, Pa.

Penny-Nickel ATLAS MASTER Vendors

World's Largest Selection of Miniature Charms

V. Berlin Coinmen Seek U. S. Aid in Time of Trade Crisis

Continued from page 1

ven more than producers, West le's analysis and advice conning the weird trade situation manufacturing center. vailing in this city behind the n Curtain.

ed moral as well as material suprt, and our trade especially re-

est German coin machine manuturing center, primarily because the city's highly developed elec-

> SEE COLOR INSERT OPPOSITE **HOT 100**

BARGAINS FOR THE WEEK GAMES

GAMES

GAMES

450 OF THEM.

Received a Large Lot of Games in Trade, Including One Lot of 20 or 25 Low-Priced Shuffle Alleys.

WHAT DO YOU NEED? EXTRA SPECIAL This Week-

Wurlitzer 2000, \$295.00

Write or Call Us Collect. MAin 1-3511

Write for Our Circular on Full Line of Coin-Operated Machines.



SPECIALS

Make us an offer AMI 4 CONTINENTAL 200 STEREO

1 LYRIC 100 STEREO 2 K 100A STEREO 1 H-200 1 6-120 1 J 120E STEREO

5 G-200 1 E-80 1 E-120 1 D-80

SEEBURG 3 V-200 1 M-100G 2 KD-200 5 M-100C

WURLITZER 1 2200

1 2000

ROCK-OLA 1 1438 1 1465

EXTRA SPECIAL 1 MUTOSCOPE VOICE-O-GRAPH (LATE MODEL).....\$495.00

COIN MACHINE EXCHANGE, INC.

easy slope. 2423 Payne Ave., Cleveland 14, Ohio Phone: SUperior 1-4600

lin operators feel they could one of the world's great cities, Ber- Berlin and U. S. manufacturers. fit substantially from the U. S. lin has always been an important They are prepared to propose: coin machine operating as well as

A veteran West Berlin operator sure on the city, which as aroused economically. Certain components lained, "Self-pity rarely wins fears abroad that orders placed in can be produced cheaper abroad, body friends, and none of us West Berlin may not be filled, be- and certain skills are present here nt to be accused of that. But this cause of the Communist pressure, which are too expensive or lacking is in a bigger jam than hardly or may be held up by the Com- in the U. S. body in America realizes. We munists when shipped by land routes through East Germany.

The operators have been hit partnership with Berlin concerns. ires support from our American equally hard by the city's loss of munist half of Berlin.

Five major Berlin operators ucts. polled on this question all agreed nics industry (one of Europe's that East Berlin's patronage of the the exchange of production and West Berlin trade had been subeven the trade realized.

> One of the five pollees summarized, "There was a tremendous flow of East Berliners and East Germans back and forth between East and West Berlin. Most of could be decisive in the "battle for them, of course, are very poor, and it never occurred fully to most of evitable. us how much money they were dropping in our machines.

"But now we know—from the terparts: business we're not getting. I estion a city-wide average, and per- and equipment. haps as high as 25 per cent."

Operators with machines con- West Berlin coin machine trade. centrated close to Berlin's "little Iron Curtain" have been hit hardstreets like Bernauerstrasse (which operative arrangement. is smack on the East-West Berlin demarcation line) collections have dropped up to 80 per cent at some ures so far taken to alleviate genlocations.

West Berlin city authorities have just lifted the curtain on what heretofore was a tightly kept secret -West Berliners are abandoning the city at the rate of around 2,000 a month. This exodus could become a panic if Western support for the city ever wavered badly.

Already the city is being slowly sapped of its vitality, and this applies to the coin machine trade as well as other sectors of business and industry.

West Berlin's coin machine manufacturers are aware that their American competitors are hardly likely to assist in developing the producers here as powerful competition on the American market.

On the contrary, the Berlin manufacturers are developing proposals which they feel might work

Chevrolet Shows Op Pickup Truck

CHICAGO-Chevrolet showed its new Corvair 95 pick-up, especially suited for the vending and coin machine industry at the NAMA conclave here last week.

The truck comes in a variety of models-Corvan panel truck with side doors, 191 cubic feet of cargo space, 1,700-pound payload capacity, 41/4 feet of headroom, wideopening double rear doors and optional left side doors.

The rampside pick-up model has chandise display compartments. a cargo ramp that swings down even with the floor of the deepwell-load compartment. It provides a gateway nearly four feet wide to allow loading. The floor is 161/4 inches off the ground, forming an

extra cost.

As the old German capital and out to the mutual advantage of the

 That the possibility be explored of having West Berlin con-But now the manufacturers have cerns do subcontracting for Ameribeen hit hard by Communist pres- can firms, where this makes sense

2. That U. S. firms might establish European subsidiaries in

contact with East Berlin after the with West Berlin manufacturers in West Berlin has become a major August 13 seal-off of the Com- promoting the American sale of non-competing coin machine prod-

> 4. That channels be created for general trade data between the stantially more important than U. S. and West Berlin manufactur-

> > The operators, of course, have more subtle problems in soliciting support from the American trade. But they feel that such backing survival" the majority feel is in-

Operators are considering these proposals to their American coun-

1. Assistance in campaigning for mate that the East Germans ac- improved trade conditions, includcounted for at least 20 per cent of ing lower taxes, lower GEMA payour collections prior to August 13, ments, reduced prices for records

2. Assistance in promoting the

Possible procurement of used American equipment at discount est, of course. For example, on prices under some type of co-

> Most West Berlin operators feel they have been neglected in measeral economic distress in the city resulting from the Communist pres-

> Operators complain along these lines: "Everybody in the United States talks about West Berlin-or so we read in our newspapersand wants to help our city.

> "We read that special monetary assistance been given West Berlin for this purpose, but our trade gets no help from the outside. We don't even get help from our own city officials. We have the same tax burdens, the same cost-price squeeze, the same trade restrictions that prevailed before August 13."

Most operators here feel the only practical solution to their problems is to generate more business through intensive promotion of the coin trade. Operators familiar with American trade practices feel that the West Berlin trade is a decade behind the times in promoting itself. American artists and American trade personalities could be invaluable in any West Berlin trade promotion program.

Du Grenier Shows Full Vending Line

CHICAGO — Du Grenier displayed its full line of cigaret, candy, cigar, pastry and laundry supply machines at last week's NAMA show with the emphasis on modernistic, modular design.

The units came in a variety of colors, attractively decorated with chrome, mirror fronts and mer-

In the cigaret and tobacco field, Du Grenier had: (1) M-20 manually operated, 20-brand, 720-pack three-price vending: (2) KT four-column mint and gum acces-The loadside pick-up model fea- sory unit built into the front of mint and gum unit. tures a full-width pick-up box, 80 the machine. Six columns of In the candy and pastry field, Also on hand were 8-10 column cubic feet of space. All optional cigars with capacity from 114 to Du Grenier showed: KY series laundry supply venders, 19 shelves three-section floor is available at 150 packages are accommodated. Candy Marts, 8-10 columns with per column, capacity from 152 to

EUROPEAN NEWS BRIEFS

Coin Games Boom in France

PARIS—A boom in coin games is sweeping France, particularly American-manufactured games. It is estimated that there has been a nearly 20 per cent increase in the last year in the number of games being operated in Paris. Gottlieb, Williams, and Bally all find growing demand for their product in France and particularly in Paris. The bowling boom has overtaken France, and, along with introduction of U. S.-type bowling alleys with automatic pin-setting equipment, there is a boom in coin bowlers. Bally Bowlers are becoming so common in Paris that foreigners, hearing the word mentioned so often by the French, take it to be a new Parisian fashion salon.

3. That U. S. firms co-operate Common Market a Juke Boon

LONDON—British juke box manufacturers look for U.K. membership in the European Common Market to stimulate this country's retarded phonograph industry. The British market has been too small to stimulate domestic phonograph production, and Commonwealth markets have been too distant or otherwise difficult of penetration. But the Common Market, encompassing as it does the major juke box markets on the Continent, is beckoning for British producers. Many Continental trade experts believe that the British-developed Chantel box could do well in the Common Market. Chantel has been called one of the most eye-catching boxes ever designed. It has an authentic Common Market genesis. Its designer, Jean Foufoufon, is a Greek born in Marseilles. He has a French wife, for whom the box is named, and he developed the boz in France, but produced it in England.

German Ops Learning Servicing

MUNICH—West Germany's crippling labor shortage which is growing worse—is spurring more and more operators in this country to attempt their own servicing and repair work. The small operator is finding that "do it yourself" is the only way he can remain in business, squeezed as he is by the shortage of technicians and the high wage scales they command. Most operators are finding it is possible for them to pick up sufficient technical knowledge to handle routine servicing and the simpler repair jobs. Some operators with large families are encouraging sons to specialize in electronics with a view to helping out in the family phonograph route. A surprising number of German operators have found that their wives can master juke box servicing and maintenance skills.

Coin Quiz Game Hottest Item

BRUSSELS-Belgium's hottest new coin game is Quiz-O-Matic, the invention of a Dutch electronics engineer now employed in this country. J. A. Tuytel, the inventor, says he patterned his game after the U. S. radio-TV quiz shows. The machine operates with buttons, which are pressed to designate answers to questions. Questions are grouped into the fields of sports, music, science, and current affairs. The machine operates with movie film projecting questions and answers-true and

Contestants must answer five questions in 60 seconds, the machine having a built-in timer which automatically ends the contest at the end of 60 seconds. It is possible to regulate the Quiz-O-Matic to return coins deposited for correct answers and even to supply a payout to winners, provided local gaming laws allow. Otherwise, the machine is operated solely for amusement. Tuytel says he is preparing a large film library for the machine covering questions in the fields of sports, music, history, geography, current affairs, literature, films, theater, and culture. Each film contains 500 quiz games. Each player has five questions and 15 choices of answers.

ZOA Urges Contract Caution

FRANKFURT—The Central Organization of German Coin Machine Operators (ZOA) is urging its membership to exercise greater care in negotiating contracts for locations. There have been a number of disputes recently between operators and locations, mainly involving the location's desire to terminate its agreement with the operator. A number of operators have lost their cases because of the lack of a binding contract with the location.

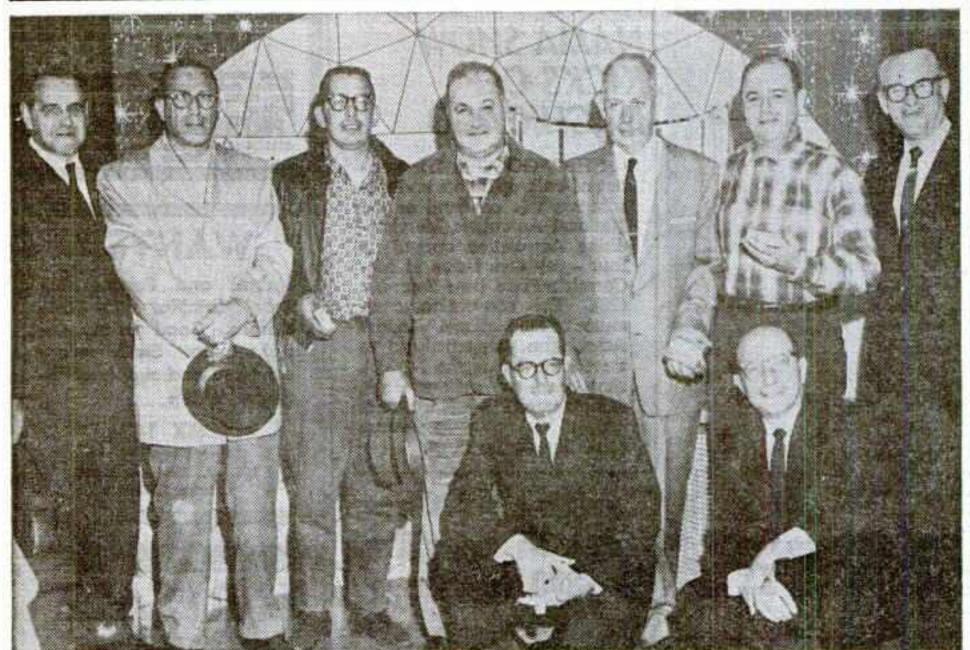
ZOA is counseling operators to have contracts drafted by attorneys specializing in coin machine problems. In some cases locations have ordered operators to remove equipment for no other reason than that the location's share of collections was lower than that promised by a rival operator. In other cases locations have installed juke boxes and games in competition on their premises to the equipment placed there by the original operator. If contracts are properly drafted, they can invariably be enforced by court action. Otherwise, the operator invariably loses out.

capacity cigaret machine, featuring master, 510-pack capacity cigaret Theater Special candy machine,

vender; (4) twenty-column Smoke- model KYNL-152, eight products, series multi-pack cigar vender with master cigaret vender, 672-pack adjustable columns; Pastrymart capacity, three-price vending with model KP, six columns, from 72 to 114 items.

(3) Fourteen column Smoke- mint and gum accessory units: 190 packages.

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HAPPY WINNERS of a transistor radio at Atlas Music Company drawing last week stand with company officials. Eddie Ginsburg, Atlas head; an unidentified serviceman, and the four radio winners, Alex Del Giorno, Andrew Bruno, Andy Hesch and Louis Arpaia; Irving Ovitz, Atlas salesman. Kneeling, Nate Feinstein and Harold Schwartz, Atlas.

Automatic 'General Store' Features Canteen Exhibit

"general store"; a full line of rounding decor. modular vending machines in pastel colors; a unique "first-in first- new 750-cup capacity single - cup out" candy vender; a new single- unit, is designed specifically for brew coffee machine, and a new economical, one - cup brewing. "personalized" cigarette machine Easily adaptable for vending hot highlighted the display at the Na- soups, chocolate drinks and tea. tional Automatic Merchandising Association Convention here by AC Automatic Services, Inc., a subsidiary of Automatic Canteen Vend'sal Disk Unit Company of America.

Automart is a new automatic "general store" which accepts up to \$5 in bills and coins and sells 260 different items, including sundries, variety and sporting goods, hardware and toys, as well as hot or cold foods. Heart of the unit is the AC Automatic Bill Changer, which validates and accepts good money, but rejects foreign or counterfeit.

Vari-Fresh, is a new, high capacity "first-in first-out" candy vender which delivers the actual bar displayed.

Celebrity vending machines consist of a full line of modular vending units combining new exteriors in pastel shades with unitized construction. Two colors are available-white with orange trim, or light blue with dark blue trim. Unites include the Vari - Fresh candy vender, machines for hot foods, hot drinks, sandwiches, pastries, cold foods, cold drinks, and cigarettes, plus a special condiment dispenser.

Personalized Riviera cigarette machine, a new 800 - pack unit, features a personalized display panel, with the name of the location. Special features include a new "sav-a-match" post - selection button and a choice of five front colors in vinyl-clad steel panels

Good things happen when you



CHICAGO — An automatic which can be changed to fit sur-

Single-Brew coffee machine,

Production Set on

CHICAGO — A 20-selection record vender to be manufactured and distributed by Vendaversal Manufacturing Corporation, Compton, Calif., will be in production by December 1, according to company officials.

The unit, first unveiled about a year ago, was showcased to the vending trade at last week's National Automatic Merchandising Association convention here.

Priced to sell at just under \$500, the machine vends seven-inch disks (45 or 331/3 r.p.m.) at \$1 each. The machine holds 300 records and can offer up to 20 selections.

Showcase

At least five of the top hits can be showcased in a front display

Vendaversal is setting up a distribution network and is looking for interested distributors to handle the unit.

Suggested locations for the vender include drugstores, supermarkets, bowling alleys, theater lobbies and traditional coin machine locations in conjunction with a juke box and game set-up.

The vender stands 58 inches high, 30 inches wide and 15 inches deep, weighing about 165 pounds. It's attractively decorated in black and green with white hammertone finish. Other color combinations are optional. The front display

window is illuminated with flash-

ing lights. Selection buttons are

of colored plastic and also illumi-

Dimensions

nated. The machine is available for cash or lease. Under the lease agreement, the first and last month's rent is paid in advance

month for five years. Under cash terms, a 2 per cent to be announced later.

and the operator pays \$12.50 per

discount is given.

Terms are also available providing for a conditional sales contract | Vendorama all-purpose bulk vendwith 20 per cent down, balance er, Victor 2000 ball-gum vender, payable over a three-year period. Pen Vendorama, Super 100 Con- CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

BMW ERRS IN MOORE HEADLINE

line in last week's issue of Billboard Music Week erroneously stated that Sanford J. Moore had been sentenced for attemptery bribery of federal officials. Actually, Moore has neither been indicted nor convicted of this charge. He has been convicted, and is currently serving time, on another count - withholding assets in a bankrupcy case. The alleged bribery is being investigated by a Federal Grand Jury. And while this alleged bribery attempt involves the Moore case, the sentence itself had nothing to do with it.

the firm's full-line display of bulk

vending equipment at the National

Automatic Merchandising Associa-

The vertical console-type ma-

The entire operation is lighted

up and shown through the front

glass. The belt of merchandise is

tion convention here last week.

play glass.

ing chute.

is just under \$150.

NEW YORK - A head-

Victor Vendorama Pack Unit

Leads Firm's New Equipment

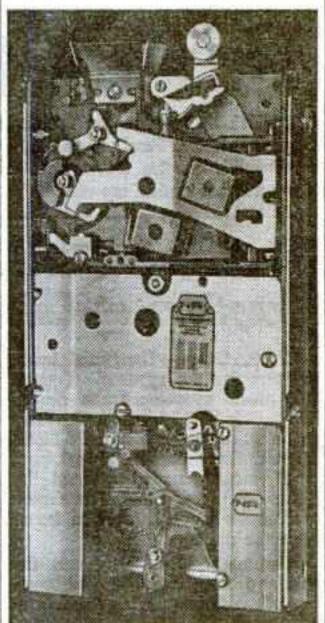
CHICAGO-Victor's new Ven- | sole Model, 5-Star Baby Grand,

dorama Pack Machine highlighted Standard Topper, Topper DeLuxe

Manufacturers Deb Wide Cigaret Machine Selection

cigaret machines.

The Bally Manufacturing Com-



A SMALL, inexpensive mechanical accumulator was introduced to the trade last week by National Rejectors. NRI says the new device has greater capacity and versatility than existing electrical accumulators and features thermoplastic gears, pawls and levers. The device can replace electrical accumulators and supplies either electrical or mechanical outputs.

CHICAGO-Coin machine op- pany, known primarily as a game erators in the market for cigaret manufacturer, showed a 33-column machines had a wide selection to 805. The unit has no-shift columns view at the recent NAMA conven- and operates on a first-in, first-out tion here. And while the old-line principal. The all-electric machine cigaret machine manufacturers vends at any of three separate were on hand with their latest prices, with 30 columns for regumodels, a couple of new entrants lars or kings and three columns took the wraps off their first for boxes. Dimensions are 35 inches by 20 inches by 491/2 inches. Production is expected in about 60 days; price has not been set.

Cole Vending Industries introduced its first cigaret machine, a 20-column unit with a pack capacity of 672 packs. Price is expected to be announced shortly.

The machine will vend for up to 35 cents at any of three separate prices. Dimensions are 18 by 38 by 711/2 inches.

National showed its new 800 series, currently in production, while Rowe and Continental shows modifications of their existing lines. The new Vendo machine, not yet in production, will have 22 columns and vend at three separate prices. Smokeshop showed, as optional equipment, a half-dollar coin mechanism with a nickel changer and a penny changer.

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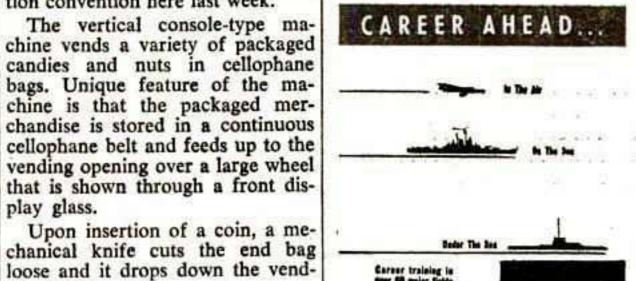
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half-cabinet style, Topper DeLuxe

globe style and an assortment of

chrome-plated stands.

Career training in over 60 major fields in the new electrods

stored in the bottom of the ma-"Profit-Makers" From Chicago Coin chine. The units are decorated in two-tone color and measure about five feet high, one foot wide and about a foot and a half deep. Price Victor also sells the merchandise in prepackaged cellophane belts. A wide assortment of nuts and candies is available. Price is PRO HOCKEY . TRIPLE GOLD PIN Victor also showed its full line of vending equipment that included · CONTINENTAL · PRO BASKETBALL

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KS 200) .								379
VL 200) .								299
HF 100)	6							299
100 W	١.								269
M 100	C						•		199
M 100	B								149

2250	•				•		•			369
2304 2250 2150 2100		•		•			•	•		289
2100										289

AMI

Continental 200, like new Write or	Call
Lyric 100, like new\$	599
H 200	349
6 200	199
E 120	119
H 200 Hideaway	179

Terms: 1/3 deposit required



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JIM HUTTON, emsee for Treasure Chest, daily show on KSTP-TV, Minneapolis-St. Paul, shows off the Chicago Coin ray gun that contestants on the show shot for prizes. The gun was on the show for an entire month.

Coin Representatives Hold Swinging Receptions at Chicago NAMA Meet

quarters for the amusement game and music machine trade during last week's NAMA convention here was a suite in the Bismarck Hotel where Irving Kaye, New York pool table manufacturer, assisted by Barney Sugarman and Abe Green of Runyon Sales, held open house for three days.

Also at the Bismarck was the annual dinner, reception and meeting of Williams distributors Sunday night (29), with Sam Stern tion of the country.

Visitors to the Kaye suite held informal business forums and were able to combine work with play, as the libations and food flowed freely.

The guest list reads like a who's who in the coin machine industry. Following is a partial list:

Gil Kitt, Dave Bond, Lou Wolscher, Bill Happel, Lou Dunis, John Michaels, Joe Auton, Norman Haas, George Happell, Ed Heath, Sam Taran, Joe Robbins, Dave Rosen, Al Rodstein, Joe Ash, Irving Morris, Moe Bloom, Phil Moss, Lou Rubin, Harold Lieberman, Tom Thompson, Frank Negri,

Motorama 150

Bally Official Jumbo .. 425

CHICAGO — Unofficial head- | Ron Rood, Paul Heubsch and Bud Nichols.

Also, Max and Harry Hurvich, Phil Weinberg, Cy Wolfe, Mickey Anderson, Leon Taksen, Jack Bess, George Sammons, Marshall McKee, Joe Klein, Fred Klein, Sam Kolber, Harry Silverman, Walter Waldman, Joe Westerhouse, Clint Sharkey, Sam Klein, Leo Cohen, Charles Robinson, Dave Weiss, George George, Norman Goldstein, John Bilotta, Bob Catlin, John Bilotta Jr., Roland Smith, Lou hosting distributors from every sec- Singer, Ray Williams, Shorty Culp, Sam Schwartz, Art Tipton, Ron Pepperle, Abe Witsen and Al Sie- changer, and a variety of single

NAMA SHOW KICKS OFF IN CHICAGO

CHICAGO - A fair turnout of bulk operators and distributors was on hand as the National Automatic Merchandising Association opened its four - day convention at Mc-Cormick Place here Saturday (28). The convention committee of the National Vendors Association was scheduled to meet here during the NAMA show, and two bulk machine manufacturers - Northwestern and Victor Vending-were exhibiting at the show.

New Standard Change Maker Holds as Much As \$300 in Coinage

CHICAGO - Standard Change Makers unveiled a new electric change center accommodating nickels, dimes, quarters and halves, part of the firm's full line of change making and coin handling equipment shown at the big NAMA vending exhibit at Chicago's Mc-Cormick Place last week.

Standard is billing it as the largest-capacity, all-purpose coin changer ever built. The unit holds from \$250 to over \$300 in change, has drawer action three-way loading and completely removable mechanism.

Also shown by Standard were its change-maker loading tubes, series 800, 900 and 1000 mechanical changers, single and double changemaker vaults. Standards three coin multi-changer, series 400 duo changers.

Acquit Seehorn of Counterfeit Cigaret Tax Stamp Allegation

B. Seehorn, 24, former school evidence. teacher charged with counterfeiting cigaret tax stamps, after a trial in a strange case in which 32 cigaret vending machines were confiscated by authorities.

After the jury verdict, Revenue Commissioner Hilton Butler at Nashville began an investigation of the case because State Alcohol Tax Unit agents did not produce at the trial phony rubber stamps alleged to have been taken in a raid on Seehorn's home.

Seehorn was arrested in June by agents who, armed with a search warrant, took "about 10" phony rubber stamps which they charged were used to stamp cigaret packages to avoid payment of the State cigaret tax.

At the trial, the agents could not produce the stamps. They said they didn't know what happened to them-that they were appar-

Brandt Company Debs Latest Coin Handlers

CHICAGO—Brandt Automatic Cashier Company had a full line of coin handling equipment on display at the NAMA show here last week.

Included were several models of an electric automatic cashier, coin sorter, counter and packager (all table models), plus auxiliary attachments and stands for all the machines.

when answering ads . . .

Say You Saw It in Billboard Music Week

ELIZABETHTON, Tenn. — A ently lost or could have been taken Criminal Court jury acquitted John by someone while being held as

> The agents testified that in the raid they seized \$16,000 worth of cigarets and 32 cigaret vending machines valued at more than \$20,-

> Circuit Judge Oris Hyder ruled that the search warrant was defective. As a result, any evidence obtained by them in the search could not go to the jury and the State did not make its case in court, resulting in the acquittal.

Commissioner Butler's investigation is to try to find out what happened to the rubber stamps. He said he would make no comment about the matter till the investigation is complete.

Butler ordered the investigation after conferring with Carter County Sheriff Sam Frost and State Senator Herman Robinson of Elizabethton. Neither Sheriff Frost nor Senator Robinson would comment.

Later, Commissioner Butler talked with ATU chief agent William G. Watkins and his assistant, Cecil Patterson, who led the raid on Seehorn's home.

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WANTED

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	Flush								
Duet									65.00

PHONOGRAPH

AMI 6 120	
AMI Lyric Steree 100	
Seeburg V200 with VL Receiver	
Seeburg Wall Boxes, 3W2	
Seeburg Wall Boxes, 200 Set.	
AMI Wall Boxes, 120 & 80	32.50
Call Walso as Cable	Same

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Bally Bingos and Bally Lottafuns.

1 CC Shoot the Clown. \$200 | League Leader

1 Wms. Hercules 260

3 Shoot the Bear..... 100

1 B. Derby Gun 225

4 B. Moon Raider 225

1 Un Sky Raider 150

5 Mdwy. Shoot'g Gallery 325

VINTAGE COIN MACHINES IN SUFFOLK, L. I., EXHIBIT

STONY BROOK, L. I., N. Y.—New York area residents are currently viewing part of the nation's most complete antique coin machine collection at the Suffolk County Museum here. The exhibit, consisting of nearly 60 pieces, is only a small part of the total collection of Frederick Fried, art director for a New York specialty store.

The display went on exhibition October 18, and will be shown up to December 23. Earliest pieces are two automatic tobacco boxes circa 1827, while the latest items were made in

Eighteenth century pieces include the Star Pop-In Gun (1891), Zeno Gum Vender (1893), the Strong Boy strength tester and Fairest Wheel (1894), the Ogden Electric Tingler (1896), Pulver Yellow Kid gum machine and Wheel of Chance (1897), and the Hurdy-Gurdy, Caille Eclipse six slot, Caille Puck Musical Cabinet, Watling Sapho drop viewer and Mill Cricket Nickel Machine (all 1898).

Other vintage pieces on exhibit include the Mills Violano Virtuoso (1912), the Whiting Scultoscope Viewer (1913), the Little Puritan Slot (1918), Exhibit Supply's Little Gypsy Fortune Teller (1920), Iron Claw Junior (1928), and Mutoscope Shotto-

scope (1918).

In addition to the actual equipment, the display included posters, catalogs, engravings and slugs.

All types of coin machines-music, amusement, gambling and merchhandising vending-are in the exhibit.

Added Plant Facilities Produce New Astro-Lite Shuffleboard



NATIONAL SHUFFLEBOARD'S ASTRO-LITE Shuffleboard comes in 16, 18, 20 and 22-foot lengths.

EAST ORANGE, N. J. - Na- and metal-clad bumpers come in tional Shuffleboard here has added a green-gold finish. 10,000 square feet to its existing plant facilities for production on coated with a clear acrylic finish. the firm's new Astro-Lite Shuffleboard.

Features of the new unit, currently in production, are brass-finished structural steel legs tapered down to heavy ferrules and long rubber adjusters, and charcoal-colored rail facings, with gold and silver glitter. The plastic facings are backed with vinyl and capped in gold aluminum.

Aprons are vinyl upholstered,



HERE'S THE real Richard M. Prendergast. Last week's BMW story about the new AC Automatic Services, Inc., director of marketing was correct-but the photo of Prendergast was inadvertently switched.

Playing top is hard-rock maple, Each playing top has a built-in level adjustment.

The new lightweight scoreboard has no moving parts and is visible from 75 feet. Play control is maintained with a new self-locking de-

The interchangeable and simplified scoring-coin control mechanism comes in a small metal-clad container. It can be removed and replaced in five minutes by unhooking the plug and socket connection and disconnecting the screws.

The unit is shipped, packaged in pre-assembled and pre-aligned form. The manufacturer says it can be put together in an hour with a screwdriver, wrench and level.

Models are available in 16, 18, 20 and 22-foot lengths. The unit is lighter and less bulky than the firm's previous models.

Wurlitzer Flash Fire Misses Juke Boxes

NORTH TONAWANDA, N. Y. -A flash fire which destroyed a sealed section of the Wurlitzer plant did not effect any of the firm's juke box line. The fire was put out in 20 minutes.

Classified work was under way in the area, and the Atomic Energy Commission has begun an investigation. Some 23 workers were burned, but only one, Mrs. Marie Newhaus, was listed as critical.

PRACTICAL PUBLIC RELATIONS

Chicago Operator Named To High Boy Scout Berth

CHICAGO - In his own quiet | He is a director for the South ing a public relations job for the Hospital, and St. Procopius College coin machine industry for many in Lisle, Ill. He formerly had wanted to conduct his business, and Cross appeal and was appointed his life.

was appointed chairman of the 1962 Boy Scout Finance Campaign in the Stockyard district here. It's typical of the numerous civic and philanthropic offices he already holds and in which he is active.

Miska is president of Southtown Music Corporation, long - time operating firm here. His business life is as exemplary as his outside activities. In the words of Mike Spagnola, Atlas Music Company, "in addition to his many civic endeavors, Leonard maintains beautiful office and shop which is a credit to the business." His reputation among fellow operators is likewise high.

The annual drive for the Chicago Boy Scout council gets underway early next year. Some 300 volunteers will be selected to work

on the project.

Miska's other activities look like a "Who's Who" or more appropriately "What's What" of the business and civic world. He heads Hartford Finance Corporation, his own firm, is chairman of the Back of the Yards Home Improvement Committee (South Side civic group, active in urban improvement as well as politics), is vicepresident of the 47th and Ashland Businessmen's Association, and a member of the advisory committee to the Tubercular Institute of Chicago.

Greentree Techno Publicist

NEW YORK - The Techno-Vending Corporation, manufacturer of kiddie rides and coin machine distributor and operator, has appointed the Greentree Company, Inc., as its advertising and public relations agent.

way, Leonard Miska has been do- Side Planning Commission, Mercy years-but he never called it that. charge of the Southwest Chicago For him, it's just been the way he Community Fund and the Red by Mayor Daley as chairman of Last week, the Chicago operator the recent Pan-American games.

If all this isn't enough, Miska still finds time to follow his own hobbies. He loves to travel and has visited more than 45 countries -calling on the rulers of many.

He was on the official guest list of Albert Cardinal Meyer's trip to Rome when the Prelate received his Red Hat in Vatican ceremonies.

Miska spent a summer with a Mexican explorers' group climbing the highest peaks of the Sierra Madras and has also been on numerous safaris in South and Central America on hunts and studies of anthropology.

The coin machine industry's "Man on the Go" attended Western State Teachers College, Kalamazoo, Mich., and the Inter-American College, Saltello, Mexico.

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WANT TO BUY GOTTLIEB GAMES

-HIGHEST PRICES PAID! SHOWBOAT—OKLAHOMA

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SUNSHINE—CONDOLIER
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PICNIC—WHIRLWIND PICNIC-WHIRLWIND

RUSH YOUR LIST-FAST ACTION!

SPECIALS!

Completely Reconditioned 6-Pocket POOLS \$150

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Did You Receive Yours? NEW WICO'S New 1962

Contains the most complete selection of parts and supplies for coin-operated phonographs, shuffle alleys, bowling alleys, pin games, gun games, pool tables, etc.

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* Music Conversion Units

★ New Speaker and Baffle Systems

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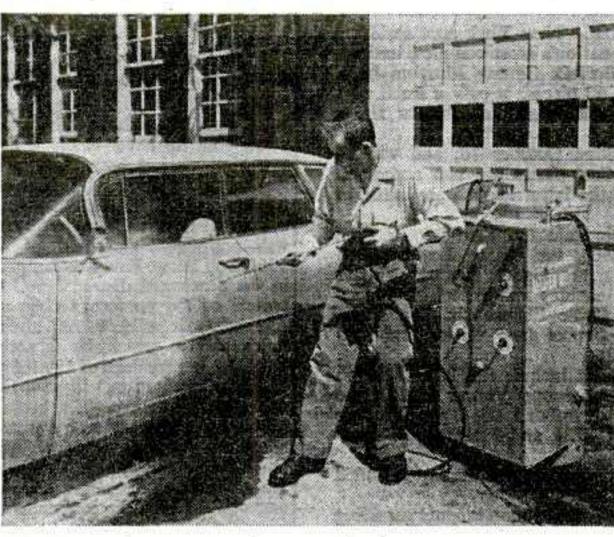
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2901-13 NORTH PULASKI ROAD

Largest Coin Machine Parts and Supply House

Chicago 41, Illinois Mulberry 5-3000

Capitol Projectors Will Distribute Coin-Operated Auto Wash Machine



THE FIRST STEP-spraying the car with detergent using new coinoperated car-washing unit being distributed nationally by Capitol Projectors. Car is then rinsed with high-pressure water spray and washing operation is completed.

CHICAGO—Capitol Projectors has taken on national distribution of a coin-operated car washing machine which it showed to the vending trade at last week's National Automatic Merchandising Association Convention here.

The unit is manufactured by Service Metal Fabricators, Inc., Chicago, pioneer manufacturers of professional automobile laundries.

Capitol will appoint subdistributors for the equipment throughout the country. The unit is a consoletype device, rectangular, about four deep.

It is on wheels, and consists of a tank for heating and pressurizing water, detergent tanks and accessory equipment for the actual washing operation.

The complete car-washing operation should take 10 minutes. It high pressure water, and then a final rinse.

According to Capitol, the device enables small garages to put their car-washing operation on a paying basis. Time and labor are cut and a garage need not have a car wash bay. No installation of the unit is needed.

Johnson Intros

• Continued from page 53

printing revenue slip for entire route, providing en route check of feet high and two feet wide and vending machine revenue against inventory sales, detecting erratic vending machines for same-day repair.

The unit is fully automatic, op-erates off the truck battery and is available with self-locking vault. Johnson also showed its auditmasconsists of spraying the car with ter sorter and counter, high-speed detergent, brushing the wheels with counter and packager, manual and motorized coin counters, coin sorters and coin wrappers.

NVA Charts Meet

Continued from page 54

program was overwhelmingly carried despite the strenuous objections of a charm manufacturer who argued the new idea prevented a manufacturer from entertaining the people he desired.

The Miami Beach convention program will include the usual schedule of business meetings, forums, speakers, plus a directors' meeting. Also on the agenda will be a meeting of the bulk vending distributors' association.

50 Members Needed

Don Mitchell told the group that 50 members are needed to adopt the group's new major medical health plan. The association's previously proposed program was not enacted because of insufficient membership.

The new program calls for 80/20 per cent coverage for all hospital and medical bills (including out-of-hospital care) after a \$300 deductable up to \$10,000. Members, wives, families and employees are eligible. Applications and requests for information are to be sent to NVA headquarters in Chicago.

Also proposed, and since approved, was a program whereby any new NVA applicant who applies through BMW, receives a BMW subscription for one year as part of his association dues. The BMW program will be started shortly.

Use WAIKIKI BEACH a Royal Revamp

ROYAL DISTRIBUTING CO., INC. 2070 Seymour Ave., Cincinnati 37, Ohio

FOR SALE

Telephone Music System

20 stations (Singing Towers) 20-45's turntables-800 record circular record

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Seaside, Ore.

SHAFFER MUSIC CO.

849 N. High St. Columbus 8, Ohio

Cable: SHAFCO, Columbus, Ohio You get more . . . you make more

with Shaffer Music used equipment. Yes, when you buy from Shaffer you buy with confidence. Write today for listings.

A new hit... by Games, Inc.

Height - 57" Width - 34" Depth - 18"

6 WAYS TO SCORE

A new feature!



FOR ADDITIONAL FREE PLAYS



ORIGINATORS OF MODERN UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.

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ľ	Gottlieb ROYAL FLUSH 75.00
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	Gottlieb SITTIN' PRETTY 160.00
	Gottlieb SPOT-A-CARD 275.00
	Gottlieb SUNSHINE 170.00
ı	Gottlieb WHIRLWIND 170.00
ı	Williams CROSSROADS 140.00
ı	Williams DELUXE 4-BAGGER 160.00
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Seeburg	KD-200		•				•					\$350.00
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Say You Saw It in Billboard Music Week

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THE PRICE IS RIGHT

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Say You Saw It in Billboard Music Week



Midwest

Carl Happel, Orville Carnitz, and their wives are preparing for their trip early in November to the Caribbean with a group of other Rock-Ola distributors. According to Happel: "This year is ending up pretty good. I hope that next year is at least as good."... Music and games takes are in need of improvement, according to Glenn Geadtke, G. & W. Novelty Company, South Milwaukee. Geadtke and his crew have been kept busy changing over all of their cigaret vending machines to the new 35-cent price tag as the result of the added penny State tax.

"Operators are not going for the 33 singles," claims disk buyer Jim Mayer, Record City. Heavy demand among operators is for standards as the Ken Griffin organ and Mitch Miller sing-a-long packages... Gene Geier, formerly with Isle of Music, is now on the Record City staff. Operators stopping in at the Record City one-stop, this week, included John Jesinski, Sheboygan; George La Rose, Fond du Lac, and Andy Waterman, Wisconsin Dells.

To date, Sandler Distributing Company, Minneapolis-based distributor for the Wurlitzer line, has not set up a Milwaukee office. Reports are that the firm is scouting for a location near other major distributors here and is also dickering with several local coinmen for top spot in the new office.

Sam Hastings, Hastings Distributing Company, reports his firm is "getting its feet wet" in the cigaret vending field. In addition to building a cigaret vending route, Hastings is also doing some jobbing of new and used smokes equipment. Plans also call for carrying a few premium items for holiday selling, says Hastings. Mostly plush animals, watches and small appliances.

Phonograph record sales at the Paster Distributing Company, AMI wholesaler, have begun to show good results, claims Sam Cooper. A recent circularizing of State operators, informing them of the 35-r.p.m. singles on sale at Pasters stirred up interest. . . . Jerry Glassman, counter man at the Third Street Radio Doctors one-stop, is recuperating nicely from abdominal surgery at Mount Sinai Hospital, October 23.

United, Inc., is now the State distributor for U-Mix-It coffee vending machines. According to Harry Jacobs Jr., the firm will operate as distribute the equipment. Plans call for a sales meeting of recently signed dealers next week at the United, Inc., headquarters.

Benn Ollman

of Service



ATLAS ... MUSIC -- VENDING

MUSIC—Reconditioned —							
SEEBURG 220-SH\$695	A.M.I. I-200E\$525 A.M.I. J-200595						
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WITTENBORG REF., 24 SEL... \$795 ROWE L-1000, 4 FLAVOR... \$ 595
STONER D-500 COFFEE ... 295 APCO 6 FLAVOR, ICE ... 1145
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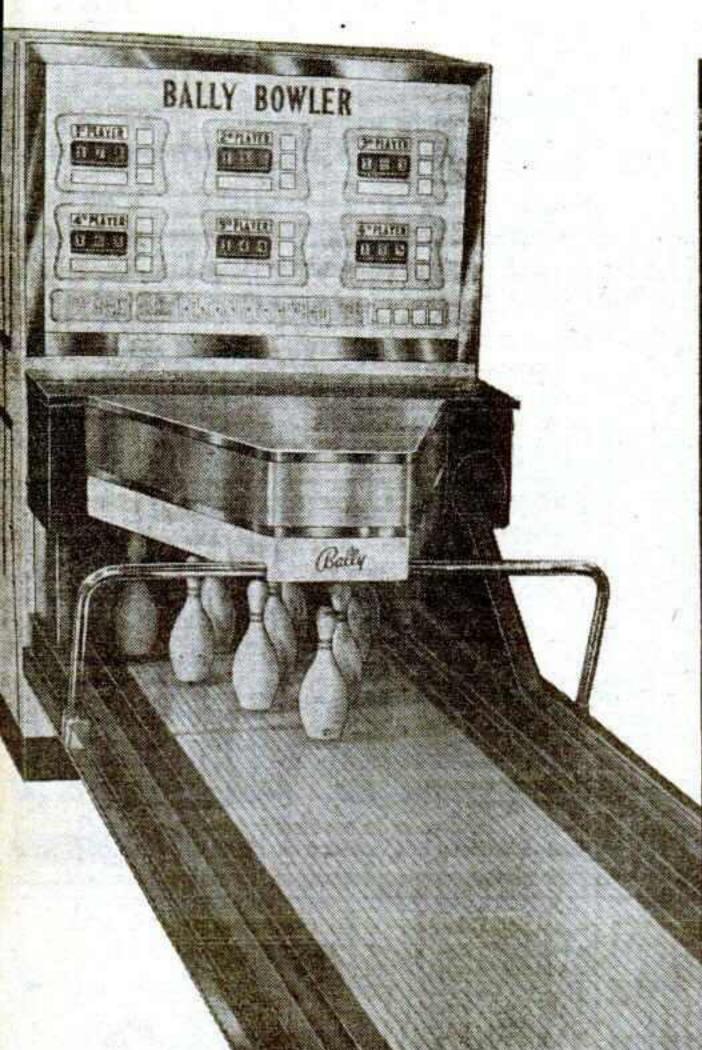
Quarter Century

ATLAS MUSIC COMPANY

DIV. OF AC AUTOMATIC SERVICES, INC. 2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005



Boost Bowling Profits!



(Jsally)

Photograph shows true bowling performance of new Swivel-Action Pins. Ball drives No. 1

Pin sideways to hit No. 3 Pin, which in turn will take out No. 6 and No. 10 Pins. BALLY

BOWLER full-round pins fly in any desired direction, depending on angle at which ball hits

pins or pins hit pins, exactly as in real bowling. Action is one hundred per cent mechanical response to impact of ball against pin or pin against pin—without electrical roll-overs

—without magnets—without dangling chains. Hit pins are cleared off the alley with the snappy speed of real pins on a real alley—resulting in fast play, fast earning-power.

SCORING is by official bowling rules.

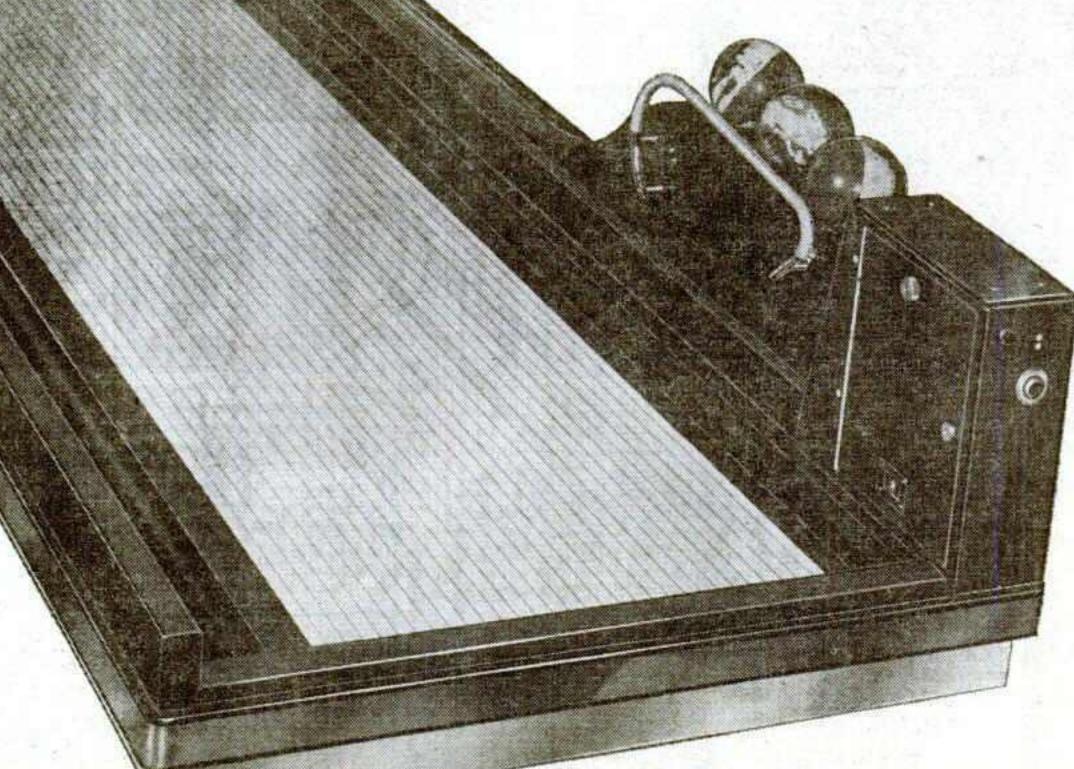
BALLS (3 supplied with each bowler): hard rubber, 41/2 in. diameter.

DIMENSIONS: 16 ft. long, 41 in. wide. Length may be increased to 21 ft. or 26 ft. with easily added 5 ft. alley sections.

STANDARD COIN MECHANISM is 15 cents a game, 2 games for a quarter, but is readily convertible to straight dime play.

HIGH-SPEED TOTALIZERS, proved perfect in thousands of Bally games, are standard equipment.

AUTOMATIC BALL-RETURN is fastest, smoothest ever built into a bowling game.



BALLY BOWLER

ALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago 18, Illinois

Roci-Ola Solidly in Vending Business

CHI GO — Rock-Ola planted | both f busine hot d big week.

Shown were a new single-cup, fresh-brew, hot-drink machine that also vends hot whipped chocolate and hot whipped soup; a single-cup, fresh-brew coffee and hot chocolate vender; a batch-brew coffee and hot chocolate vender and an instant coffee and whipped chocolate vender.

drink vender (Model 1400-S) vends coffee (four different ways), whipped chocolate and whipped hot soup.

It has a 420-cup capacity, contains all dry ingredients, positive displacement water and brew system and National or Coin Acceptors changer. Model 1400 is the same but without the hot soup feature.

Both have all metal construction, piano-hinged modular door, colorful illuminated panel and metal ceptors changer. appointments.

Extends Playboard Life to

an All-Time High?

The single-cup, fresh-brew cof- (Model 3400) serves coffee (four solidly into the vending fee vender (Model 1300) serves ways) and hot whipped chocolate. with its line of four new coffee and hot chocolate. It dis- It holds 205 slim tapered cups, has I machines displayed at the penses fresh refrigerated cream on fional Merchandising As- a first-in-first-out basis from dairy socia h Convention here last packaged containers (paper cartons and bottles). Also available is a Model 1400 that is the same as the 1300 but serves powdered cream and granulated sugar (no refrigeration).

Features Outlined

The units have a 260-cup capacity, National coin changer, hermetically sealed refrigeration system than can be removed intact The single-cup, fresh-brew hot (Model 1300 only), positive displacement water system, and hold 51/2 pounds of roasted coffee, 4 quarts of fresh cream, 61/2 quarts sugar and 8 pounds chocolate.

TRLB-M) serves coffee four ways, dispenses whipped hot chocolate, hot soup and uses fresh refrigerated

The machine holds 600 squat design cups or 750 slim taper cups, has gravity feed brew system, refrigeration, National or Coin Ac-

The instant hot-drink vender

four commodity casters, each holding five pounds of dry ingredients. National coin changer is optional.

The instant coffee vender (3400) is put out under the Rock-Ola banner by the Fred Hebel Corporation, a subsidiary of Rock-Ola Manufacturing Corporation. The batch-brew vender and two single cup machines are put out under the IVI banner by the Rock-Ola IVI Corporation, also a Rock-Ola Manufacturing Corporation subsidiary.

Universal Vender The batch brew machine (Model At NAMA Showing

CHICAGO - A multi-purpose merchandise vending unit that handles everything from frozen and hot foods to pins and umbrellas was shown by Universal Match Corporation here last week at the giant NAMA display.

The unit combines a series of Wittenborg "400" modular vending machines with a National Rejectors currency handling system that handles coins and paper money. Both Wittenborg and National are subsidiaries of Universal Match.

The Wittenborg venders have easily adjustable shelves and compartments and may be quickly changed to accommodate a variety of merchandise. The currency system can handle prices from 1 cent to \$9. Each selection can be differently priced.

The merchandise venders are available in heated, refrigerated, deep-freeze and standard models. Any combination of models can

LUCKY HOROSCOPE

5c, 10c, or 25c Play Mational Coin Rejector in each chute

₩ Two Coin Returns

✓ Easy to Load—Holds approx. 1,000 tickets Size: 18' x 8' x 6" Wgt. 20 lbs.

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BUY WITH CONFIDENCE

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Packed in rolls of 100 . Available with special imprint Call our PARTS & SERVICE Dept. for all your Typer needs



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Flipper Parade 275

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Broadway, Beachtime, Bailerina, Carnival Queen,
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price. Send us your offers. WANT TO BUY MUSIC—SEEBURGS Models C, L, R, V200, VL 200, KD 200 and up.

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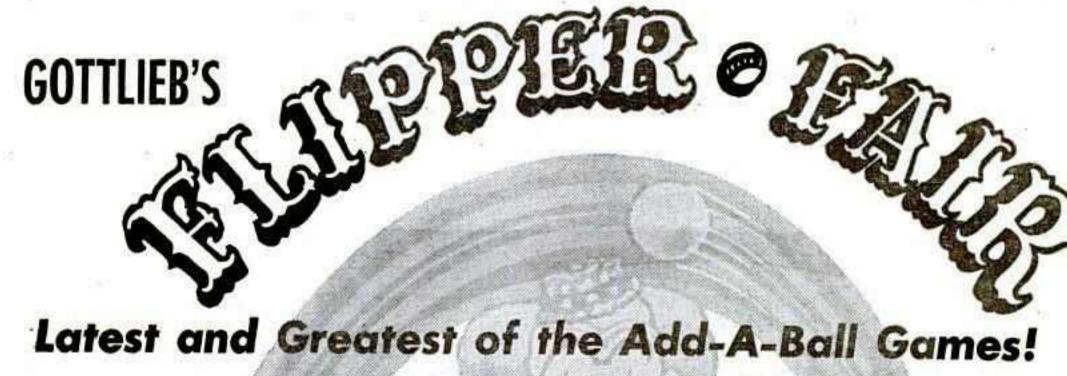


Auto Foto #9 \$995 Auto Foto #11 1,895 Auto Foto #142,750 Mills Panorams with Peaks 395 Royal Flush Rote Pool Sea Wolf Sea Wolf
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Super Score 100 Baby Grands with Plastic Tops for 54 Capsules, Each\$8.50 Top Hat 50 American Hand Dryers, like new So American Hand
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SLATE TOP, LATE MODEL \$150.00 ARCADE 1960 Auto Test\$525.00 Monarch\$395.00 Pollard Football 125.00 ABC 175.00 KEENEY 195.00 Field Goal 145.00 Set Shot Basketball 195.00 | Speedlane | Spee 4322-24 N. WESTERN AVE. CHICAGO, ILLINOIS DISTRIBUTING CO. **JUNIPER 8-1814**

6-POCKET POOLS



Spectacular light box animation draws players like a magnet. Score additional ball and the clown in the light box juggles large white ball. Add-A-Ball extended play feature holds players interest for continuous repeat play. Result: More and more coins in the cash box. And remember, our time-tested cabinet design incorporates stainless steel mouldings and chrome corners to provide a clean, "new game" appearance forever!

- Skillful play adds an unlimited number of balls to each game
- Each time 1 to 4 rollovers are made, player receives additional ball
- · Each rollover lights corresponding pop bumper
- · Target adds 1 ball when green and yellow spots are in line
- Scoring 2,000 points adds 1 ball
- New tift feature penalty: 1 ball plus ball in play then play continues SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION

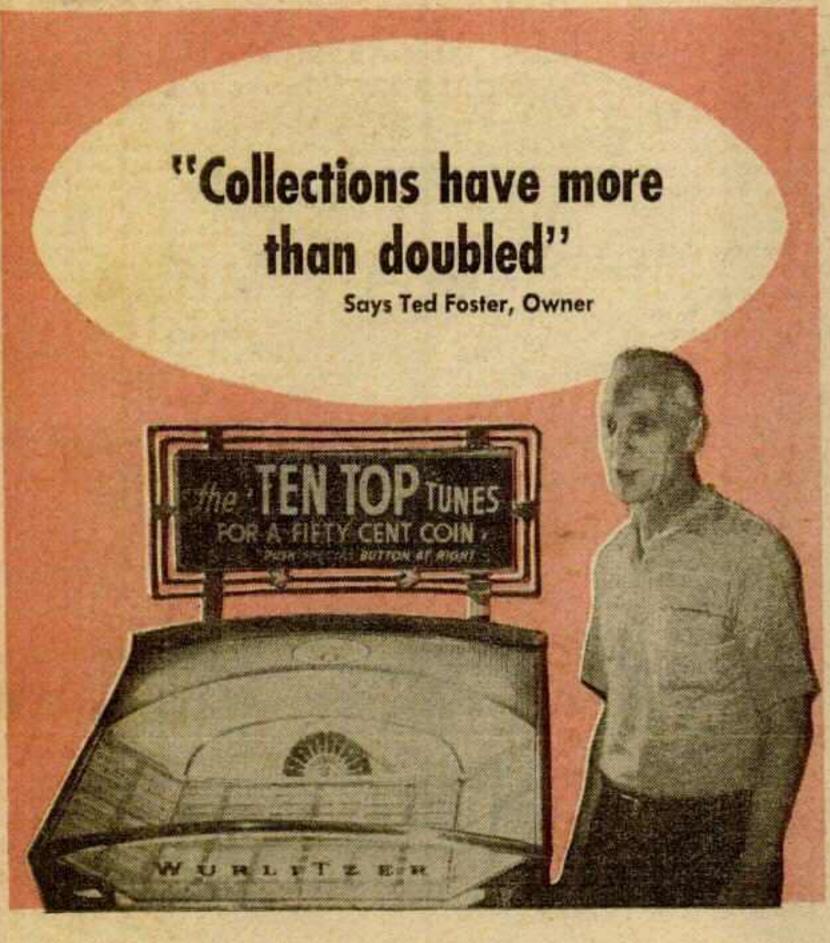


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From Washington State
Fireside Tavern Reports:

Collections Doubled on Installation—
still Holding 8 Months Later 80-95% of Take in Half-Dollars

between Seattle and Tacoma, Washington, Installed a Wurlitzer 2500 with Ten Top Tunes Play Stimulator.

Immediately collections more than doubled — and have stayed at that high level ever since.

The take has never run less than 80% half-dollars

The take has never run less than 80% half-dollars and some weeks up to 95% in fifty-cent pieces.

In February the Fireside Tavern on Highway 99

Needless to say, Ted Foster (owner) and his son Bob (manager) are delighted. So is the operator, Walt Merritt, Manager of Hit Parade Music Co.

How about you? Want to give your location a shot in the arm? A Wurlitzer 2500 with Ten Top Tunes Play Stimulator will do just that.

See Your Wurlitzer Distributor

THE WURLITZER COMPANY NORTH TONAWANDA, NEW YORK

105 Years of Musical Experience

LOOK TO WURLITZER FOR LEADERSHIP

