

# BILLBOARD MUSIC WEEK

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

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## RCA Victor Will Introduce New 49-Cent Singles Label

EDITORIAL

### A Courageous Step

Changing conditions necessitate new and flexible approaches. They demand bold, courageous decisions. It is in this light that the industry must view RCA Victor's imminent re-activation of the Groove name as a 49-cent pop label.

It is no secret that the status quo of the singles business has been gradually eroded during the last several years. The take over of the LP record, changed listening habits, and the illogical price differential between singles and LP's have all contributed to the general malaise—so that a hit single rarely achieves the sale it once did.

This singles problem cannot be regarded as merely a singles problem. It is a record industry problem which, if not solved, will adversely affect LP sales. The growth of the LP market can only be maintained if it is constantly fed by a consumer group derived from the teen market.

Therefore, the giant attempt to create more singles sales through the medium of a low-price line deserves the widest support among all segments of the industry.

Some will argue that a single, "if it has it," will sell at any price; some will complain "they are taking the profit out of the business." These points of view are gross oversimplifications. They represent a failure to face up to the changing times and the necessity of foregoing immediate gain in order to achieve long-range industry health and stability.

It is unnecessary to recount at this point the various half-hearted attempts on the part of various labels during the past year to improve the singles picture. It is worth noting that these attempts have been half-hearted. They have failed. They did not go far enough. They were not sufficiently ambitious in concept.

The Groove label is ambitious in concept. We wish it the best of luck. May its hits attract more numerous buyers, who will ultimately become LP buyers and ensure the continued growth of an industry which has meant so much to so many.

### ZOA Figures Chart Payments to GEMA

By OMER ANDERSON

FRANKFURT — West Germany's Central Organization of Coin Machine Operators (ZOA) has submitted records to the court of arbitration hearing its dispute with GEMA showing the operators are paying the copyright society some 5 million marks a year.

This is \$1,250,000, and the operators contend that it compares favorably with phonograph copyright payments elsewhere. It is pointed out that American operators feel there is only slight prospect that the U. S. copyright law will be amended soon.

The operators' brief to the arbitration panel, which is headed by a West German Supreme Court judge, asserts that the coin machine industry's position in the general German economy must be taken into account in assessing GEMA's demands.

8 Cents a Disk

Operator figures shows GEMA receives 32 pfennigs or 8 cents from each record purchased by

juke box operators. German operators purchase around three million records a year. GEMA receives an additional 4 million marks or about  
*(Continued on page 48)*

### GROOVE LABEL'S VARIED HISTORY

NEW YORK—The Groove label was originally started by Victor in 1953 by the late Manie Sacks as the firm's rhythm and blues label. The first a.&r. man for the label was Danny Kessler. Label had its first big success with Mickey and Sylvia's record of "Love Is Strange" in 1956 which sold close to 800,000 copies. Label was retired shortly after that in 1957, and its artists moved to Vik and Victor. Among the Groove roster prior to its retirement were, in addition to Mickey and Sylvia, Jonah Jones, Varette Dillard and Piano Red. Billboard Music Week Associate Music Editor Bob Rolontz was the last a.&r. man for the old Groove operation.

### Reactivate Groove Name To Carry Low Price Tag

Subsid to Present Pop, R.&B., Country Material; Line Kicks Off October 30

NEW YORK — RCA Victor on October 30 will debut a 49-cent singles line, Groove Records. Groove, years ago an RCA vehicle for rhythm and blues repertoire, will be an all-purpose label carrying pop, country and r.&b. material. The price to the distributor and dealer will be 27 cents and 33 cents respectively, and the line will be handled by RCA distributors only. Two records will comprise the initial release.

The parent Victor label will continue to sell for 98 cents. The RCA Victor move, of course, is tremendously meaningful to the

entire industry and represents the most dramatic effort to date to come to grips with the "singles problem." The decision climaxes a long period of study by RCA and reflects the company's profound belief that a total record business—in order to be healthy—entails a vital, thriving singles business.

The reactivation of the Groove name, therefore, represents a bold effort to broaden the base of singles sales; to infuse new excitement into the singles market.

LP Promotion Tool

Also implicit in the Victor phi-  
*(Continued on page 6)*

### Manufacturers Unveil New 'Small' LP's

#### Cadence 7-Incher Tagged 'Little LP'

NEW YORK — Cadence Records unveiled an innovation last week in what it calls the Cadence Little LP. The seven-inch disk is available only in 33 r.p.m. speed and contains six tunes. Packaged like an LP, it will list at \$1.69.

Cadence president Archie Bleyer, said the disk has been tested through a direct mail campaign to 7,000 teen-agers across the country. The mailing list was made up of names of youngsters who had written for photos of Cadence artists. Bleyer said the cam-

paigned pulled a 7½ per cent response. Each respondent ordered at least one of the five little LP's offered.

After Teen-Agers

"We are going strictly after teen-agers with this idea," Bleyer remarked, "and we feel it's an ideal package for that market. The price is right, with each record offering name artists with a grouping of their biggest hits. Occasionally a new side may be included but for the most part it will be a packaging of hit material."

In the initial release, there are five little LP's; two by Johnny Tillotson, two by the Everly Brothers and one by the Chordettes. The

*(Continued on page 6)*

#### Mercury Calling Disk 'Compact 6'

CHICAGO — Mercury last week joined Cadence and became the second firm to spring with a new six-selection, seven-inch LP which it is calling the "Compact 6."

The Compact 6 series will feature quality merchandise with Mercury's top artists. Tunes will be complete — not abridged versions. Packaging will also be along the lines of LP product, and will consist of a heavy poly bag with an inserted hard cover featuring four-color artwork. The back of the package will be open permitting the customer to view the disk with the three selections on one side.

Mercury is setting a recommended retail price of \$1.69 on the package.

First Release

First release is expected within a matter of days and will include selections by six of Mercury's top artists: Brook Benton, the Platters, Dinah Washington, Patti Page, David Carroll and Jose Melis.

Mercury officials said this would fill a need for merchandise in the "middle price bracket."

Officials didn't feel the Compact 6 would have any effect at all on singles sales though it may "divert some sales of LP merchandise."

Enlarge Market

In the long run, however, officials felt it would enlarge the entire record market. "If we can con-

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HOT FLIP SIDES

Two-Sided Hits Double Disk Mileage and Mfrs.' Revenue

By REN GREVATT

NEW YORK—The phenomenon of the two-sided hit has never been more pronounced than it is today on the current "Hot 100" singles chart.

There are more than 20 currently active singles where both sides have gotten substantial action either simultaneously or at more widely-separated times.

For one thing, as has been noted recently (BMW, September 25) there is more and more regional hit activity.

Difficult to Control

Supposedly, diskeries lost much of the initial control of the so-called plug side of a record, when

the payola scandal broke open. Since then it has been increasingly difficult, the reasoning goes, for the record man to get out to the territories with the loot and say, "This, boys, is the side. Spin it!"

Thus, all levels of the exploitation front — program managers, deejays and dealers—exercise considerably more personal choice today as to which side gets the push.

various territories, it appears possible for various versions of the same tune to generate enough activity to hit national lists.

Because of the fact that both sides of a disk can get initial action in dispersed sectors, manufacturers have been encouraged to feel that both sides can go, if not concurrently, at separate times.

(Continued on page 43)

N. Y. Singles Front Quiet, But Lee, Shep, Mar-Keys & Marcells Lead

NEW YORK — Single record sales in New York were rather quiet this past week, with no outstanding new record bringing in the customers.

One of these was Curtis Lee's record on the Dunes label, "Under the Moon of Love." Another relatively new disk, by Shep and the Limelites on Hull, "Three Steps From the Altar," was a strong seller according to dealers checked by Billboard Music Week.

Keys on Stax. The Marcells appeared to be on their way to their third hit in a row with "Heartaches" on Colpix.

Connie Francis' record of "Hollywood" and "Dreamboat" was not stirring up any wild sales action in the New York area, according to the local dealers.

Bullish Midwest Singles Sales Continue; Butler, Mancini 'Moon River' Disks Hot

CHICAGO — A bullish attitude continued in the Midwest last week as both singles and LP's showed strong sales gains over the same period last year.

Hottest breaking tune was "Moon River" up in Minneapolis. Although not even registering chart action last week, it was cited by many retail outlets as the No. 1 seller.

Chart Tunes

Neither Chicago nor Milwaukee had any "hot-breaking" material, but several songs already on the national charts were registering

strong sales, notably: Jimmie Dean's "Big Bad John" and Dions' "Runaround Sue" in Milwaukee, Chicago and Minneapolis; and Bobby Edwards' "You're the Reason" in Chicago only.

The Minneapolis market was one of the most "hit-conscious" in the Midwest last week — for that matter, the past month. Dealers are recovering from scattered iron ore strikes that had put a temporary crimp in sales and are getting good action from both youth and adult.

One dealer cited the back-to-school situation and said he felt students were buying more singles to have "music to study by—or play by—or do something by, whatever it is that kids do to rock-n-roll."

Radio

Other dealers too were optimistic though most said they "didn't

have the slightest idea why business was up, but it was up, and thank goodness for that."

Talking to distributors, however, at least a partial explanation for the pick-up in singles business appears to revolve around the radio situation in the Twin City area.

Following last year's payola scandals, virtually every station in the country abandoned its free-swinging policies of letting deejays experiment with new material, and resorted instead to either "Top 40" programming or a safe diet of "good music."

Experiment

Slowly, however, some of the smaller stations have gotten their nerve back, and have again let their deejays use their own taste to pick material and try to experiment with breaking "new hits."

In the Minneapolis "iron - ore region," two such stations are

INTERNATIONAL VISITORS IN NEW YORK

NEW YORK—Jeff Kruger, president, Ember Records International, London, October 10 to 18, care of Buddy Kaye, 1619 Broadway, JU 6-3090.

Stefen Harpner of Universal Editions, music publisher of Vienna, care of Associated Music, PL 9-8470. Eager to meet indie labels and publishers not now represented in Germany, Austria and Switzerland.

Bernt Baune, professional manager, Carl Gehrman Musikforlag, Stockholm. Hotel Taft, now through October 21.

Matt Monro, British singer, and manager Don Black, staying at Hotel Savoy Hilton, through October 22.

Shirley Bassey, British singer, Hotel Plaza, now through October 17.

Jock Jacobson, from London. Manager of Max Bygraves and Shirley Bassey, Hotel Plaza.

Lonnie Donegan, Pye Records, London, and manager Cyril Berlin. Hotel Plaza, October 10 through 13.

Gov. Jimmie Davis To Keynote WSM C.&W. Festival

NASHVILLE — The Hon. Jimmie Davis, governor of Louisiana and long-time Decca recording artist, will be the keynote at WSM's upcoming 10th annual country music festival, according to Bob Cooper, WSM general manager, and Ott Devine, manager of the "Grand Ole Opry."

Davis, cleffer of "You Are My Sunshine," will speak at WSM's breakfast, Friday morning, November 3, official opening of the bash. Registration for the affair will get under way Thursday (2) in the festival headquarters at the Andrew Jackson Hotel. More than 2,000 deejays, diskery officials, artists and publishers are expected to attend.

KLMS with Mike Corrigan in Lincoln, Neb., and KXGO, with Ron Clark, in Fargo, N. D. Both stations are credited with going out on a limb and "breaking with the new stuff."

As Dave Lieberman, one of the Twin Cities' largest distributors put it, these are the places where the new hits are broken and more and more, these are the stations that the distributors, one stops and dealers watch.

Big Stations

These are the stations too that others watch—namely the big-power stations in markets like Omaha, Minneapolis-St. Paul, and Denver.

Station KDWB, St. Paul, for example, though basically a "Top 40" outlet, has more and more shown a willingness to get on a hot new tune, though often the initial inspiration comes from such outlets as Fargo and Lincoln. In Des Moines, Ia., both stations KSO and KIOA have been fast to hop on new material.

These stations in turn provide the inspiration for such "hits-only" outlets as KOIL, Omaha, and WDGY, Minneapolis.

Business Good

In any event—be it the inspiration and stimulation of radio stations, or just a general business pick-up—business in the Twin City area is good.

Dave Lieberman characterized the singles market as "firming up" (Continued on page 41)

Miami Sales Off; Connie, Preps & McDaniels Move

MIAMI — Record sales have fallen off in Miami both on the singles and LP level due to the decline in tourist traffic to Miami from both Cuba and South American countries.

Strongest of the newer singles in this area last week were Gene McDaniels' "Tower of Strength" on the Liberty label, and Connie Francis' waxing of "Hollywood" on MGM. On the album side the new Capitol LP, "The Four Preps On and Off Campus" was racking up good sales.

'35 MM' LP RATES NO. 20 ON CHART

NEW YORK — Enoch Light's new Command album, "Stereo 35 MM," recorded on 35-m.m. film, moved onto BMW's best selling Stereo LP Chart this week in the No. 20 slot.

It is the first time an album has made its initial appearance on the chart in such a high position. The package, which debuted Light's new 35-m.m. recording process, has sold 200,000 copies to date.

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Each new release is auditioned by a panel of experienced music critics.

Each record is given a rating as to its potential of becoming a "best seller."

Those with top ratings are fully described listing label, artists and exceptional merits of composition and delivery.

## Brenda Lee, 'Big Bad John' Shirelles Storming

WASHINGTON — Baltimore, Washington and Atlanta area dealers agreed on strong sales last week for "Big Bad John," by James Dean on Columbia; "Fool #1," by Brenda Lee on Decca, and "Big John," by the Shirelles on Scepter.

But split-offs were sharp on other contenders among the newer singles. Baltimore and Washington dealers gave the palm to "Please, Mr. Postman," by the Marvelettes on Tamla, but the tune was not big in Atlanta. "Soothe Me," by the Sims Twins on Sar, and "Hit the Road, Jack," by Ray Charles on ABC-Par, do well in the more Northern cities but are slow in Atlanta, by dealer reports.

All areas report sales generally good, although Atlanta had a two-week sag during a mayoralty election and a little matter of desegregated school openings.

Dealers all report kids are buying astonishing amounts of albums.

## 'Bad John' Is Good Columbia

NEW YORK — Columbia Records, now riding high with its first smash single in almost two years, Jimmy Dean's recording of "Big Bad John," is also flipping over its best two month sales period in the firm's history. The Dean recording bears the earmarks of a blockbuster. It has sold over 400,000 in the two and one half weeks it has been released, and is now moving at the rate of 40,000 per day. According to one spokesman for the firm, who has waited a long time for Columbia to have a smash, "It's hard to believe."

But the big sales at Columbia have come from the firm's LP catalog. The old perennial, the sing-along king, Mitch Miller has not only continued to turn out best-selling albums, but the sales of his disks keep increasing every week. His return to TV has helped spur sales of all his sets, and his new Christmas album is selling like a single, according to the sales staff. Johnny Mathis' new album, called "Portrait of Johnny" with its oil color reproduction of a painting of Mathis, has also turned into a sock seller for the firm and has revitalized the entire Mathis catalog as well. Along with these albums the firm's recordings by Coniff, its show albums, classical albums, c.&w. packages, pop sets, etc., have all helped Columbia rack up a solid two months in August and September.

## Garmisa Firms In New Quarters

CHICAGO — Lennie Garmisa's three big distributing firms here—Garmisa, Inc.; Garlen, Inc., and Midwest Mercury—will be consolidated in new quarters to be opened soon on South Michigan Avenue here.

Garmisa is also closing his large indie distributorship offices in Milwaukee but will continue to service the territory with a full sales force. Harry Beckerman, manager, will continue on the roles, as will the rest of Garmisa's Milwaukee sales personnel. Merchandise, however, will be shipped from Garmisa's new Chicago quarters.

Two firms, Garmisa, Inc., and Garlen, Inc., will move to the new quarters within the next two weeks. Midwest Mercury is scheduled to move in after the first of the year, at which time the Milwaukee office is likewise scheduled to close its doors.

## 5 NEW FIRMS IN NARM FOLD

PHILADELPHIA — Five firms joined the National Association of Record Merchandisers, it was reported by Jules Malamud, executive secretary. Two are record rack merchandisers, Northwest Magazine Distributing Company, Seattle, and Record Supply, Orlando, Fla. Artia Recording Company and Golden Crest Records joined as manufacturer members.

In the newest category of associate membership created for suppliers to rack jobbers of items other than phonograph records is Freedman Aircraft Engineering Corporation, Charlevoix, Mich., maker of record displays and fixtures.

## Hammond Files Denial of Col. Suit Charges

NEW YORK—Hammond Industries and Heritage Library, Inc., filed an answer in New York Supreme Court Wednesday (4) to an action recently brought against both companies and a number of their key personnel by Columbia Record Distributors.

The Columbia suit charges that Hammond, formerly a Columbia executive, along with other personnel, engaged in a conspiracy to destroy the Columbia Home Library, a door-to-door record and phonograph sales operation.

In the answer, filed last week by Hammond's attorney, Robert Lee Henry, there is a step-by-step denial of 60 charges lodged against the companies. Henry, reached in Fort Lauderdale, Fla., stated that the suit had no ground in fact, since "Columbia has no right to assume it has exclusive privileges for a sales concept in the United States and particularly the State of Florida.

"An idea is not patentable or copyrightable and Hammond left Columbia long before he ever started his own Heritage Library business," Henry asserted. Columbia has lodged suits similar to the New York State action in both Connecticut and Florida.

The next step in the case is expected to be a period of pre-trial and interrogations.

## Spot Check of West Coast Shows Singles Still Selling

HOLLYWOOD — Record sales are continuing to make strong gains here, with one dealer, Music City, reporting that its September business was 40 per cent above the same month's level a year ago. A BMW spot survey of disk outlets in the Los Angeles area revealed that the sales upsurge noted last month (BMW, September 18) is continuing in full force.

Singles sales continue to pace the increase. LP's, while moving ahead of last year's mark for the month, are not showing as spectacular a sales gain as the singles. In addition to the brisk record business, dealers report a marked rise in sales on a store-wide basis, including a healthy boost in phono sales. General consensus of opinion in the area have bettered considerably, and that the business recession is at an end.

### Incentive Plan Helps

Music City is not certain whether its 40 per cent increase is due entirely to a boom in record business or whether some of it is the result of a newly inaugurated sales incentive plan. Each salesman is given a quota based on his salary. Weekly bonuses are paid on sales over quota. According to Music City, several of its clerks have doubled their quota in sales. Also, on the last Saturday of the month, Music City staged a three-

for-the-price-of-two singles sales at its Lakewood store. This paid off with a substantial boost in store traffic.

Van Nuy's House of Sight & Sound reported a disk sales boost during September "well above 25 per cent." Singles sales were by far the leader, but S & S doesn't know whether this is attributed to a general rekindled interest in singles or to its special singles promotion drive. The dealer, a heavy user of radio time, concentrated all his broadcast plugs on singles rather than his customary practice of pushing albums. According to S & S, its LP sales climbed, as did its home instrument business. Howard Judkins of Garden Grove's Judkins Music reported a healthy 20 per cent increase in disk business at his two stores during the month with home instruments also showing marked gains. Arcadia Music (Arcadia, Calif.), which held its sales at even keel during the recent slump, reported only a 10 per cent increase marked a substantial gain. Sammy Ricklin of California Music, this area's leading one-stop, said record sales continued their climb last month, but at press time was unable to quote a percentage increase.

## Mercury Program For Two Subsidiaries

CHICAGO—A new distributor program is in the offing for Mercury-Wing and Childcraft lines. Details will be presented to distributors shortly by Lou Simon, who recently joined Mercury as national sales director for the Philips line.

Simon begins an extended tour of key markets this week to discuss distribution of Philips as well as to present details on the new Mercury-Wing and Childcraft plans.

Details of the program and policy will be announced later. The initial phase of the tour takes Simon to New York, Philadelphia, Pittsburgh, New Jersey, Cincinnati, Los Angeles, San Francisco and Chicago.

## EMI Take Seen As Better Than Most Expected

LONDON — A better than expected result for Electrical and Musical Industries seems to be the reaction in financial circles here following publication of the preliminary results for the 1960-1961 fiscal year. Net profit was raised slightly to \$6.84 million, but this was gained by a greatly increased capital and the dividend is being retained at 17½ per cent.

Sales totaled \$230 million for the firm, which is heavily involved in manufacture of domestic appliances and electronic equipment as well as the disk industry. The figure is \$38 million higher than in the previous year. Earnings were \$21.9 million (\$19.4 million previously) of which \$0.8 was provided by two new acquisitions—Morphy-Richards and Ardent, non-disk industry manufacturing firms.

Higher depreciation charges bring the net profit available for distribution to stockholders to \$6.84 as against \$6.75 last year. The lower group profit margin, explained EMI, was caused "mainly by the restrictive economic policies of the governments of the United Kingdom and Australia, which affected adversely the domestic appliance and radio and TV business.

## Kramer Sets Own Publishing House

NEW YORK — Gary Kramer, publicity - advertising director of Atlantic Records, has set up his own BMI publishing firm, Gary Kramer Music Publishing, Inc., which will specialize in gospel material.

Kramer has already acquired five tunes penned by Professor Alex Bradford, one of America's leading gospel singers. The songs were purchased from Pathway House, Bradford's own firm. Bradford is under personal management contract to Kramer, and will appear in a group of concerts and university shows this fall under Kramer's aegis.

## LATE POP SPOTLIGHTS

### SINGLE

#### CHAD ALLEN



**LITTLE LONELY** (American, BMI) (2:05)—This waxing which started breaking on the Lama label in San Francisco last week, looks like a winner for Smash, which purchased it at weekend. Allen sings the calypso-styled melody, on the order of "Jamaica Farewell" in warm, tender fashion over pretty support. Flip is "Domino" (Odin, ASCAP). Smash 1720

### ALBUM

#### ELLA IN HOLLYWOOD



**Ella Fitzgerald**, Verve 4052—Here's the great Ella in another live and exciting performance. Her "Ella in Berlin" concert was a big success on records and this has the same kind of strong appeal. Included here is the current single, "Mr. Paganini," which has received much play. Also included are "Just in Time," "I've Got the World on a String," "Air Mail Special," etc. Strong wax for stores and jocks.

#### SHELLEY BERMAN A PERSONAL APPEARANCE



**Verve 15027**—Berman is at it again with another side-splitting collection of stories, quips, asides, etc. This time it's a live performance recorded during one concert of a 35-city tour of one-nighters. The audience breaks up all the way much as home listeners will. Also included is a "quiet" hunk of pantomime to make listeners feel as though they were there, in Berman's words. Set should continue the Berman disk success story.

## 2-for-10 deal

HOLLYWOOD — Dick Bock's Pacific Jazz and World-Pacific lines last week offered dealers a fall plan which included two-free-for-10 plus a 100 per cent exchange, and the largest LP release in the firm's history.

During October, Bock is issuing 11 albums spearheaded by "Les McCann Sings," marking the vocal debut of the jazz pianist. Other packages feature Gerald Wilson, Richard (Groove) Holmes, Bobby Montez, Modesto and orchestra, Bud Shank, Elmo Hope, Art Blakely, and Laurindo Almeida. Release includes a three LP spoken word package featuring author Gerald Heard reading his "Explorations."

## Mercury Pacts DeFranco

CHICAGO — Buddy DeFranco, poll-winning clarinetist, has just been signed to a long-term recording pact with Mercury, and will record his first LP for the label with a quartet he now heads on the West Coast.

## Enoch Light Says That Taste & Quality Pay Off

NEW YORK — "I've always said and I still say that people will buy good music—no echos, whistles, burps, gimmicks, or dirty stories — just sheer music and musicianship, and I must say it's nice to be right." The words are those of Enoch Light, a man steeped in the old and the new of the music business and the pioneer of super-sound product on records.

Light has his own ideas of merchandising records and these concepts, which differ markedly from those of many of his competitors in the business, have paid off. In the first two years of Light's Command Records line, there have been but 26 albums released, yet these have sold an estimate of seven million copies. Not one has sold less than 100,000.

"Our secret, if you can call it that, really should be obvious," says Light. "I don't believe in loading dealers up with a lot of albums they can't sell. I don't think it's any contribution to the business at all to come out with 30 or 40 albums a month. A lot of these massive releases carry special deals. Merchandise sold on deals, guarantees or consignment don't answer the dealer problem. Deals simply tie up store space and capital. Even if a dealer doesn't have to pay his bills for six months, it still doesn't make him a profit. A dealer has to be selective today and we are selective for him.

### One a Month

"We've been in business 26 months and have released only 26 albums. But what sales! We do not release an album until we are pretty sure it's the best that

can possibly be made. Then we promote it as though it were the only album in the world.

"Some people have asked what is wrong with stereo. I don't know whether there's anything wrong with it. About 80 per cent of our sales are stereo. And this is true even in such faraway places as Honk Kong. You simply have to give dealers something different; you have to give them sheer music, dynamics and phasing, excitement and they'll sell the stereo all right.

"I see where Mr. Marek of Victor feels that dealers have not taken the trouble to demonstrate stereo records. Well I agree. But more than that, I think many companies have not given dealers the kind of product that best demonstrates stereo. We try to do that because only through demonstration can stereo be sold.

"We have been lucky in that a great many phonograph manufacturers have used specially prepared packages from our catalog for use in demonstrating their phonographs. Motorola, Magnavox, General Electric and V-M are just some of them. And now, we've been lucky enough to have the FM stations, going to stereo multiplex, use a lot of our albums on their programs.

"Some manufacturers, in fact most of them, have missed an important point. They do not give the public credit for having good sense and intelligence. If you're selling a low-price album product, then you don't worry about discriminating tastes. But when you're selling an LP for \$5.98 you can darn well be sure

(Continued on page 14)

## New Heebner Post Marks R.R. Entry In Disk Product'n

HOLLYWOOD — Walter S. Heebner last week was named Radio Recorders' sales manager and special assistant to its president, G. Howard Hutchins. Among other responsibilities, Heebner will spearhead the firm's new "All-in-one service plan" whereby R.R. will handle all the various steps necessary in the completion of a disk, from recording session through to the finished product.

This marks the first time known that an independent custom recording studio will be offering a complete session-to-disk service. Heretofore, only the major labels, who own their own studios and manufacturing facilities, have been able to sell the combined recording-pressing service. To provide its clients with the complete service package R.R. will utilize the manufacturing facilities of various pressing plants.

Heebner's duties will include selling the studio's facilities to ad agencies, record companies, TV and motion picture producers. In addition, he will handle the sale of R.R.'s newly completed "Child Safety" series, and handle the firm's various record premium deals.

Concurrent with Heebner's appointment, Harland Harker was named studio manager.

## Mfrs., Distribs Get Committee

NEW YORK — The American Record Manufacturers and Distributors Association has set up two new Special Ideas Committees, one to represent distributors, the other manufacturers.

Purpose of the two committees, according to ARMADA prexy Art Talmadge, is to give members an opportunity to present their ideas and views on industry matters directly to ARMADA through the committee representing their segment of the industry.

Both committees are now operative. William Shockett is chairman of the distributors' committee, with Amos Heilicher and Robert Chatton serving as members. Ewart C. Abner chairs the manufacturers committee, with Leonard Chess and Al Bennett as members.

## Wolf Folds W. C. Distrib to Devote Time to One-Stop

HOLLYWOOD — Gordon Wolf (Sunland Music), veteran California record distributor, has withdrawn from the local independent disk distribution field to concentrate his full time on his recently formed one-stop operation. When Wolf opened his Rosarck one-stop outlet several months ago, he stated that, in his opinion, the record industry's center of gravity is shifting away from the distributor to the one-stop.

Mike Akopoff, who headed Sunland's sales operation for Wolf, has moved to Dorothy Freeman's Buckeye Distributors. According to Wolf, most of Sunland's remaining lines moved with Akopoff. Sunland had been the MGM Records distributor for the past 11 years until the line was shifted earlier this year to Al Sherman's Record Sales.

## RELEASES

POLKAS IN PERCUSSION — CS-52, M-1052, 4T-3027 (Oct. 9)

RED NICHOLS AND HIS FIVE PENNIES —CS-43, M-1053, 4T-3024 (Oct. 9)

FRANK HAMILTON, THE FOLK SINGERS' FOLK SINGER—CS-54, M-1054, 4T-3028 (Oct. 9)

LOTS OF NICHOLS — CS-55, M-1055, 4T-4023 (Oct. 9)

BEETHOVEN: QUARTET NO. 14, IN C SHARP MINOR—CS-211, M-1211, 4T-4020 (Oct. 9)

SCHUBERT: QUARTET IN D MINOR—CS-212, M-1212, 4T-4022 (Oct. 9)

MENDELSSOHN: QUARTET IN E FLAT MAJOR QUARTET IN E MINOR—CS-224, M-1224, 4T-4021

HINDEMITH: QUARTET NO. 3, BLOCH: QUARTET NO. 5 (Oct. 9)

BRAMMS: QUARTET IN C MINOR, QUARTET IN A MINOR — CS-226, M-1226, 4T-5007 (Oct. 9)

MOZART: QUARTET IN C, K. 465, QUARTET IN D MINOR K. 421 — CS-227, M-1227, 4T-4019 (Oct. 9)

HAYDN: QUARTET IN D MINOR OP. 76, NO. 2, QUARTET IN D OP. 30, NO. 4—CS-228, M-1228, 4T-4018 (Oct. 9)

## Costa Exits UA; Will Form Indie Producing Firm

NEW YORK — Don Costa has left his post as a.&r. director for United Artists Records to form his own firm, Don Costa Productions, Inc., here.

Costa, who was also an artist for UA, described his move as "motivated by the changing nature of the recording industry. A.&r. men," he said "have lost their identity because of the increasing practice of record companies purchasing independently produced masters." By establishing his own firm, Costa feels, he will have more opportunity to develop new talent and to become involved in special projects.

One of these projects currently under way is a musical based on Shakespeare's "A Midsummer Night's Dream." Costa is doing the score, Ben Hecht is writing the book and Burgess Meredith will direct. Costa has had past hits with Paul Anka, Lloyd Price, George Hamilton IV, Eydie Gorme, Steve Lawrence, Ferrante and Teicher, and the Highwaymen. He has had hits himself with "Never on Sunday" and "Theme From the Unforgiven."

## MAKES LIBERTY LP'S IN TURKEY

HOLLYWOOD — Liberty Records will be the first to be manufactured in LP form in Turkey, according to a licensing agreement concluded last week. Turkey's disk industry is still spinning at the old 78 r.p.m. speed, forcing those who have imported up-to-date 33 $\frac{1}{3}$  playbacks to buy their LP's abroad.

As the result of a deal concluded between Liberty International Sales Director Dick Annotico and Turkey's Kayihan Caglayan, Liberty LP's will be manufactured in the heretofore all-78 country and sold under the U. S. company's own banner. While Caglayan purchased modern pressing equipment from Finebilt's Payl Mayer, and plans to have his plant in operation by January, 18 Liberty LP's are scheduled for Turkish release three months after production gets under way.

### CONCERT DATES

DOC EVANS 4—Dixie—CS-47, M-1047, 4T-4015 (Oct. 9)

MUSKRAT RAMBLE — CS-48, M-1048, 4T-4016 (Oct. 9)

A CURE FOR THE BLUES — CS-49, M-1049, 4T-4017 (Oct. 9)

CAT ON THE KEYS — CS-50, M-1050, 4T-3025 (Oct. 9)

DOC EVANS R. FOR THE BLUES—CS-51, M-1051, 4T-3026 (Oct. 9)

## Thiele to Head ABC's Impulse

NEW YORK—Bob Thiele, who recently ankleed the Roulette Records scene, where he was a.&r. chief, is expected to join ABC-Paramount Records Monday (16). Thiele is joining Am-Par to head up a.&r. on the firm's subsidiary jazz line, Impulse, and will also operate in a general a.&r. capacity. Prior to his Roulette tenure, Thiele had operated his own Hanover-Signature Record Corporation, had been head of Dot Records Eastern division, and for seven years was a.&r. chief of Coral Records.

### LEGIT REVIEW

## 'Sail Away' Wallows in Calm Seas

"Sail Away" is the first big musical of the new Broadway season. Capitol has the original cast LP, which should attract a considerable number of buyers from among Noel Coward's admirers. Those people who appreciate waspishly sophisticated material, and folks who fondly remember Coward's sentimental works of yesteryear; the likes of "I'll See You Again," and other warmly recalled works like "Bittersweet." This latter group of buyers is apt to be disappointed, but this may be after they have paid for their record.

As a legit show, some of the parts of "Sail Away" are far superior to the production as a whole, which tends to be distressingly stodgy, and even, surprisingly, quite dull. Unlike some entries of recent seasons, notably off-Broadway, it is not produced in the style of the 1920's, or even spoofing that style. It is virtually an attempt to turn out a vehicle as though the last two or three decades of music show production had not occurred, and it just is not possible to ignore what these decades have done to audiences. The test will come after the rush of business subsides from the devout fans of Noel Coward, who is responsible for book, music, lyrics and direction.

When Elaine Stritch is given something to do, or Alice Pearce is engaged in acid exchanges with Margalo Gillmore, the show comes to life. Some of the novelty numbers have a flash of the old Coward wit. But too often the old master falls back on trying for the chic, the outrageous or the precocious, and while these may bring mad cries of joy from the gayer segment of the audience, they are apt to pull on the family trade on whom the show must ultimately rely. Recurrent use of a few of the most familiar expletives ultimately loses shock value when they merely substitute for meatier material.


The story is silly enough to ignore, but no sillier than that of many musicals. The music, generally, is disappointing. Nearest thing to a commercial pop ballad is one called "Where Shall I Find Him," sung with superficial teen-age naivete by Patricia Harty. Miss Stritch does wonders with a tuneful effort titled "Something Very Strange." A latter-day "September Song" item is "Later Than Spring," sung by James Hurst, the juvenile lead, who tends to overpower the best aspects of Coward's ballads, their simplicity, to a point where they lose their charm. And an untitled novelty in the Italian rock-canzonetta style may be the most salable of all.

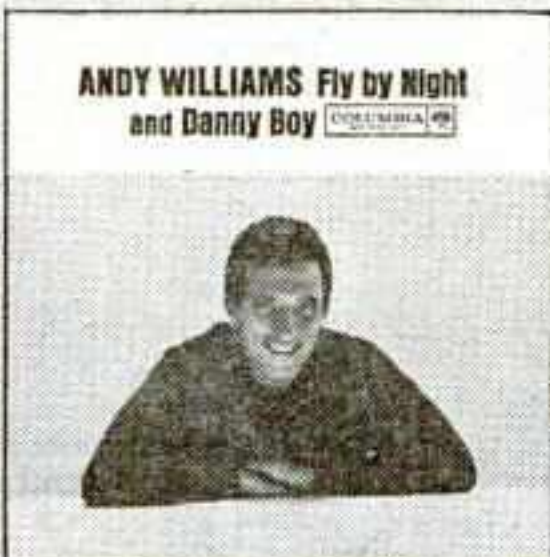
Of course, this disregards the bulk of the material, which is of the novelty type that is nearer Coward's true forte. None of it is of singles potential, but many may lure the sophisticated album buyer. In the songs as on the stage, Miss Stritch is the show's shining light, selling her items with an uncomplicated, direct application of her personality. Her efforts certainly make "Why Do the Wrong People Travel?" a highlight.

It's sad to report that there just aren't enough such highlights. Sam Chase.

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HAVE ONE ON ME.....REDD FOXX 298  
 PILLOW PARTY FUN.....BARON HARRIS 294  
 DOWN BY THE RIVER.....ZION TRAVELERS 807  
 BLAME IT ON THE BLUES.....WILLIE HAYDEN 293  
 LAFF OF THE PARTY.....REDD FOXX 214  
 RACY TALES.....REDD FOXX 275  
 SONGS THRU A KEYHOLE.....JOEL COWAN 285  
 REDD FOXX FUNN.....REDD FOXX 290  
 SLY SEX.....REDD FOXX 295  
 LAFF OF THE PARTY, Vol. 5...SLOPPY DANIELS 232  
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## RCA Victor Intros 49-Cent Single

• Continued from page 1

losophy is the realization that the single is a great promotional vehicle of utmost value in building album properties wherein lies the bulk of the business and profit.

RCA Victor chief George Marek notes that various factors have contributed to the decline of singles sales: The increasing use of transistor radios, the lack of enthusiasm attendant upon a good, cheap automatic phonograph, the illogical disparity in price between singles and albums — all factors which, in combination, create a diminution of the teen market, the maintenance of which is necessary to the over-all record business.

Bob Yorke, vice-president in charge of all a.&r., noted that the creation of a 49-cent line attempts to tackle two facets of the singles problem. One of these obviously is price; the other is the matter of exposure. In other words, such a label makes possible the exposure of more RCA Victor artists—and this has become a consideration in view of RCA Victor's success in building artists.

### To Have Own Artists

At this point, it is not planned to place Victor-identified artists on the Groove label. However, it is recognized that should the Groove label become hot, some Victor-identified artists may request exposure on Groove. "This is a problem we would like to have, and we will be flexible in meeting it," it was stated.

RCA Victor execs also pointed out that the 49-cent single will be a quality product in all ways—including the mix, the engineering and the a.&r. work.

RCA plans to have its own a.&r. men conduct the dates. An occasional master may be bought, but that is all. No separate Groove a.&r. staff is envisioned; rather, the

### Cadence 7-Incher

• Continued from page 1

mark-up structure from manufacturer to distributor to dealer will be the same as current standard margins.

The disk is packaged in a clear, transparent plastic envelope. Instead of an envelope-type printed liner, a printed slip on heavy paper slides into the envelope on one side of the record. One side of the slip contains artist photos and selections, while the other has liner notes.

"We purposely did this so that the record itself can clearly be seen," Bleyer stated. "We want everybody to see it's a 33-speed record and that there are three tunes on each side, thus distinguishing it from the old 45 EP concept. This we regard strictly as an album and we'll promote and sell it that way." In line with the teen market approach, the cover photo of the artist is wallet size and can easily be cut out of the sheet.

### Boon for A.&R. Men

Bleyer also noted that such a record constitutes a distinct advantage to a.&r. men "like myself, who are often hard-pressed to find 12 good songs for a regular-sized album. It's easier to turn out a 100 per cent good album this way. Besides, it's more flexible for listeners. Many people don't want to hear six tunes in a row by one artist. They like a change and this gives them that chance."

Such a record can be expected to generate considerable overseas interest. Teen incomes for the most part may be regarded as slimmer in most parts of the world than here, and a low-cost bargain disk, Bleyer feels, will have much appeal.

Not that it doesn't have substantial appeal here, too. In letters answering the direct mail solicitation, teeners uniformly described the idea in such exuberant terms as "the coolest," "groovey," "the end," and "just too much!"

dates will be integrated into the regular RCA Victor production schedule and some of the resultant masters will be allocated to the 49-cent line.

### Juke Box Significance

In addition to its impact on manufacturers, dealers, distributors, etc., the 49-cent Groove label is regarded as having enormous significance to the juke box operator. RCA Victor is keenly aware of the importance of this facet of the music business to the welfare of the over-all record business; and some company executives take the view that juke boxes are becoming increasingly important not only as a singles market, but as a promotional medium contributing to the making of hits.

RCA Victor several years ago began a serious study of new approaches to the singles field. A 49-cent line was thought of, but the idea was not implemented when accountants decided it was not feasible at that time. The company, however, did embark on a few singles program involving a sharp cutback in product to approximately two or three singles per week. This made possible more concentrated promotion per single. This program achieved rapid results—and in 1961 the label outdistanced all competitors and became the No. 1 singles operation in the country.

Historically, it may be noted that RCA Victor had a low-priced label, Bluebird, dating back to the 1930's. This competed with the Decca 35-cent label and Columbia's Okeh.

### Mercury 'Compact 6'

• Continued from page 1

vert singles buyers to buying Compact 6 merchandise, we can ultimately convert Compact 6 buyers to LP merchandise."

Currently plans call for using the Compact 6 more as a showcase of previous hits than as a medium for breaking new material.

New material will continue to be broke on singles and LPs.

### Promote LP

Main idea is in the merchandising and promotion of the product. Mercury will stress that this is a six track LP playable on 33 1/3 r.p.m. speed, not a "singles-type" record.

Mercury officials made no bones about thinking the idea, originated by Cadence, was the answer to stimulating the entire record business, and that they intended to get on it as soon as possible.

The label ran advertising in the trade press, "congratulating Archie Bleyer on his introduction of the 'Cadence Little LP.'" Mercury said it was "pleased to join with Cadence in this most progressive step and will shortly introduce the 'Compact 6' series."

## Single Sales Take Dive in Cleveland Area

CLEVELAND — Single Record sales in the Cleveland area took a nosedive last week, with no new single disk helping to spark sales. There wasn't a genuine breakout record in the city.

Some record dealers checked were hopeful that with the kids now back in school business would pick up in another week or 10 days. However, Halle Bros., which has a large record department here, was rather pessimistic about the single picture. A spokesman said that he doubted the singles business would pick up in the near future, said that "trying to make them go is like beating a dead horse."

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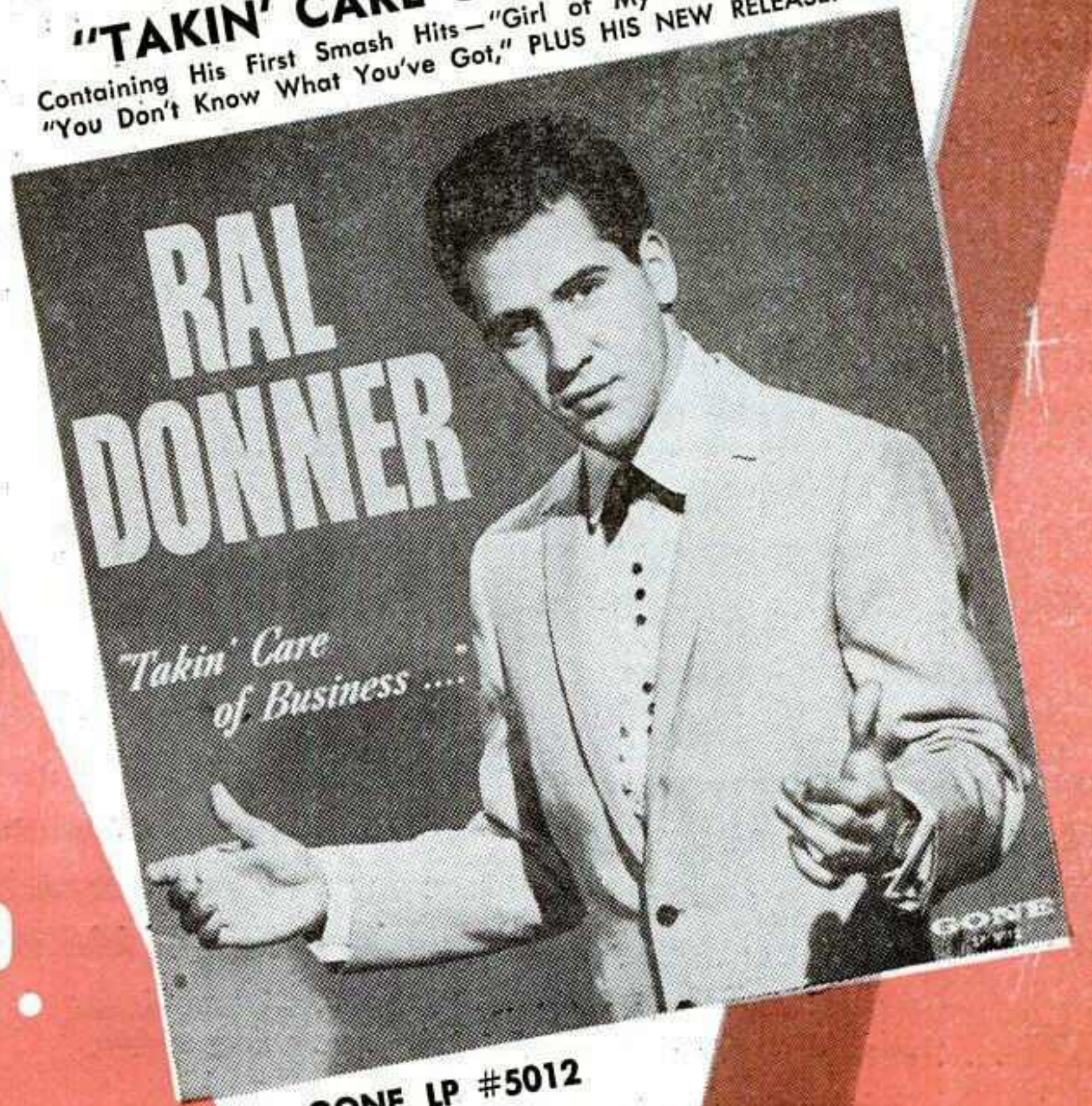
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**HARD TO KNOW WHO'S ON FIRST**

NEW YORK — Ike & Tina Turner's hit record "It's Gonna Work Out Fine," on the Sue label, is a potent disk in more ways than one. In addition to featuring Ike & Tina, the story around town is that it also features another top act, Mickey & Sylvia. The report goes that Mickey (Mickey Baker) does the talking for Turner on the disk, and that Sylvia (Sylvia Robinson) plays the guitar. When asked about their role on the Ike & Tina disk, Mickey and Sylvia both smiled and said "No comment."

**NEWS REVIEW**

**Lale Anderson Is On Universe LP's**

NEW YORK — Universe Records, based in California, has come out with a new line of 12 LP's, the first issue of which are culled from foreign sources.

A number of top-rated artists, particularly the German, are featured on the sets. Among them are German hit songstress Lale Anderson, who is represented on two sets; Willy Schneider, Rudi Schuricke and France's Michele LeBrun from France. There are also singers and instrumental organizations from Austria, France, Africa, Argentina and Spain.

By far the most imposing group of albums come from Germany. Seven of the 12 sets are sung or played by German artists. Of particular pop music interest are the two devoted solely to Lale Anderson "Sailor Songs," on which the recent hit "Ein Seeman" or "Sailor" appear (Universe ULP 503) and "Songs of Germany" (Universe ULP 502). Another is "German Favorites of the Early '50's, Vol. 1" (Universe ULP 509).

The other German recordings are "German Military Band" Heinrich Starke Brass Band (Universe ULP 504); "German Family Favorites," by various artists (Universe ULP 507); "Continental Waltzes," by four different dance orks (Universe ULP 501); and "German Dance Party" by Albert Hassel ork (Universe ULP 500).

The other albums are: "Songs From Paris" featuring Michele LeBrun and his Musette Ensemble (Universe ULP 505); "Austrian Folk Music, Vol. 1" by various artists (Universe 506); "Music From Africa," featuring the City Quads (Universe ULP 508); "Argentine Folklore" featuring Eduardo Falu (Universe ULP 510), and "Rhumba Favorites" which features Don Pacheco (Universe ULP 511).

**FOLK TALENT & TUNES**

By BILL SACHS

After completing work on a new album for Bud Mannison's Briar International Records, Nashville, Pee Wee King leads his a-one-and-a-two (Welk-styled) olde-tyme band on a busy-as-a-bee session through Minnesota, Wisconsin, Iowa, North Dakota and Montana. Trek will carry the combo through October. In November the King aggregation, featuring the dancing Collins Sisters, will play a string of show dates at Air Force bases. . . . Already signed for in-person appearances at the Country Music Association's Third Annual Banquet in Nashville November 3 are Homer and Jethro, the Jordanaires, the Anita Kerr Singers, Hank Thompson and His Brazos Valley Boys with Wanda Jackson, the Nashville Recording All-Stars and Bill Purcell. Another feature of the occasion will be the presentation of the first three names to the CMA's recently founded Country Music Hall of Fame.

Johnny Seay, whose nifties are heard on the Capitol label, has signed an exclusive agency pact with the William Morris Agency in Beverly Hills, Calif. Deal was engineered by Johnny's personal manager, Hubert Long. . . . "Grand Ole Opry's" Del Wood is en route to Japan for a series of club and show dates. . . . Archie Campbell has a new Starday album release coming up soon titled "Bed-Time Stories for Adults," made up of comedy routines he has featured on "Grand Ole Opry." . . . LeRoy Van Dyke has taken up permanent residence in Nashville. . . . Gov. Jimmy Davis of Louisiana will be the keynote speaker at the Friday morning breakfast at WSM's 10th Annual Country Music Festival November 2-4.

Danny Harrison has consummated a deal with Esquire Records, London, whereby the latter will distribute his "No One to Love Me" b.w. "All the World Is Lonely Now" in England and internationally. . . . Smiling Bill Russ is sporting a brand new release on Eunice Records, "Don't Feel Sorry for Me" b.w. "Just Call It Fun," which he cut recently in Nashville. New on the Eunice label is Darwin Nelson, whose first will be a duet with Brenda Holly, who has two releases on Eunice. . . . Comedian Texas Tony Merrill recently appeared at the Living Room, New York nitery, the first Western performer ever to play the spot.

George Jones makes his first appearance at Heiser's Shadow Lake Ballroom, near Seattle, October. Also featured on the date will be Jack Roberts and the Evergreen Drifters. . . . New additions to the cast of "New Dominion Barn Dance," Richmond, Va., are Red Allen and Ronnie Pearson. . . . Bill Monroe and His Blue Grass Boys will spell Don Reno and Red Smiley and their aggregation at WDBJ-TV, Roanoke, Va., October 9-28, to permit Reno and Smiley to make a jaunt to California. . . . Yodel-

ing Kenny Roberts has a new release on the King label, his first on any label since leaving Decca four years ago. Tunes are "Two Steps Forward, Three Steps Back" and "Good-bye for Him, Hello for Me." Kenny still commutes each weekend between his home in Cadillac, Mich., to Wheeling, W. Va., where he is a regular Saturday night feature on WWVA's "World's Original Jamboree."

Upcoming "Grand Ole Opry" bookings as set by Ott Devine, WSM's talent chief, stack up as follows: Roy Acuff, Moses Lake, Wash., October 9; Olympia, Wash., 11; Jackpot, Nev., 13-15; Fulton, Ky., 21; Waterloo, Ia., 23; Burlington, Ia., 24; Green Bay, Wis., 25; Rockford, Ill., 26, and Superior, Wis., 27; Bill Anderson, Moline, Ill., October 13-14; Carl Butler, San Angelo, Tex., October 20; El Paso, Tex., 21; Flatt and Scruggs, Terrell, Ark., October 9; Marvel, Ark., 11; Memphis, 12; Olive Branch, Miss., 13; Boonshill, Tenn., 16; Bryanburg, Ky., 19; Elgin, Ark., 20; Liberty, N. C., 23; Sandy Ridge, N. C., 24; Roxboro, N. C., 25, and Leaksville, N. C., 26; Stonewall Jackson, Greenwood, Miss., October 12; Shreveport, La., 14, and Maple Heights, Ohio, 21; Ferlin Husky, Hamilton, Ont., October 13; Port Huron, Mich., 14; Mount Clemens, Mich., 14; Lincoln, Neb., 19; Omaha, 20; St. Joseph, Mo., 21, and Kansas City, Kan., 22; Lonzo and Oscar, Montgomery, Ala., October 9-11; Faron Young, Montgomery, Ala., October 12.

Johnny and Jack, Kitty Wells and Jimmy Newman, Montevideo, Minn., October 19; St. Cloud, Minn., 20; Rapid City, S. D., 21; O'Neill, Neb., 22; Storm Lake, Ia., 23; Columbus, Neb., 24; Charles City, Ia., 25; St. Peter, Minn., 26; Sioux Falls, S. D., 28, and Des Moines, 29; George Morgan, Lincoln, Neb., October 19; Omaha, 20; St. Joseph, Mo., 21, and Kansas City, Kan., 22; Ray Price, Abilene, Tex., October 12; Lubbock, Tex., 13; Wichita Falls, Tex., 14, and Dallas, 15; Jim Reeves, San Angelo, Tex., October 11; San Antonio, 19-20; Fredricksburg, Tex., 21; Stringbean, Green Bay, Wis., October 23; Appleton, Wis., 24; Oshkosh, Wis., 25; Racine, Wis., 26, and Kenosha, Wis., 27; Ernest Tubb, Houston, October 11; San Antonio, 13; Bandera, Tex., 14, and Huntsville, Tex., 15; Porter Wagoner, Minneapolis, October 8-14; Casa Grande, Ariz., 21-22; Justin Tubb, Maple Heights, Ohio, October 26; the Willis Brothers, Perry, Fla., October 21, and Minnie Pearl, Greenwood, Miss., October 12, and Springfield, Ill., 28.

**Dumonts on European Tour**

NEW YORK—Don Dumont, of Dumont Record distributors in Boston, and his wife June, will take a trip to Europe in the spring at the expense of Artia Records. Dumont earned the trip because his distributing firm won the Artia label's summer dividend program. Accompanied by Artia Vice-President Peter Sutro and his wife, who will act as guides and interpreters, the Dumonts will visit Moscow, Leningrad, Prague, Paris and London. Second prize in the Artia contest, a year's supply of caviar a vodka, was won by Miss Joanne Rohde, sales manager of Artia's New York distrib, Circuit Records.

**Bova Takes Sinclair Post**

NEW YORK—Basil Bova, former national promotion manager at 20th Fox Records, has taken the post of general manager of Sinclair Records. The firm, which also owns Whale, Mermaid, Camay and Blast labels, is headed by Don Ames and Vinnie Catalano. The first LP to be issued by the firm under Bova's direction is "Clay Cole Presents Blasts From the Past."



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Magnificent Seven  
Theme From Bonanza

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Never On Sunday  
Theme From The  
Unforgiven

**THE  
HIGHWAYMEN**

Michael



**JACKIE WILSON**  
sings  
**MY HEART BELONGS  
TO ONLY YOU**  
c/w  
**THE WAY I AM**  
55280



**"A big, handsome, rakish vessel  
of a musical"** *Howard Taubman, New York TIMES*

**ORIGINAL BROADWAY CAST**

**Capitol RECORDS**

BONARD PRODUCTIONS  
in association with CHARLES RUSSELL presents

**Noël Coward's**  
NEW MUSICAL COMEDY

**Sail Away**

starring **ELAINE STRITCH**  
with JAMES HURST · MARGALO GILLMORE · ALICE PEARCE · PATRICIA HARTY · GROVER DALE  
CHARLES BRASWELL · EVELYN RUSSELL · BETTY JANE WATSON · PAULA BAUERSMITH · PAUL O'KEEFE

Production Design by **OLIVER SMITH** · Costumes designed by **HELENE PONS** and **OLIVER SMITH**

Lighting by **PEDDY CLARK** · Musical Direction and Dance Arrangements by **PETER MATZ** · Orchestration by **IRWIN KOSTAL** · Vocal Arrangements by **FRED WERNER**

Musical Numbers and Dances Staged by **JOE LAYTON**  
Book, Music, Lyrics and Direction by **NOEL COWARD**

© CAPITOL RECORDS, INC.

**THE ORIGINAL BROADWAY CAST ALBUM  
#(S)WAO 1643 SOON TO BE RELEASED  
ON CAPITOL RECORDS**

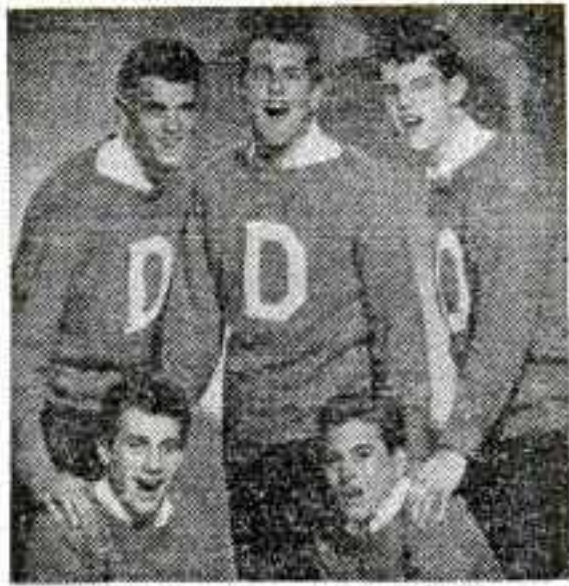


**ARTISTS' BIOGRAPHIES**

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

**THE DOVELLS**

These five lads, known as the Dovells, have a hot platter tagged "The Bristol Stomp" on the Parkway label streaking up the Hot 100. The Dovells are Len Barry, lead; Arnie Satin, baritone; Jerry Summers, first tenor; Danny Brooks, bass, and Mike Dennis, second tenor. The boys all hail from Philadelphia where they had been singing together for about four years, mostly entertaining at local gatherings and school functions.



They wrote several original tunes, including their first disk, "No, No, No," which gained some recognition. After this vain attempt to break into the record business, the boys eventually went their separate ways. It was December, 1960, when they got together again and soon after came their audition for Dave Appell, a.&r. director of Parkway Records. The audition was successful, and the Dovells were signed to a recording contract.

The group has many common interests besides music, including swimming, basketball, baseball and traveling anywhere to see Ray Charles perform. The Dovells are managed by Nat Segall and are booked through GAC.

**THE DREAMLOVERS**

Another new vocal group to hit the Hot 100 with a smash single is the Dreamlovers, recording for Heritage Records. The lads are Tommy Ricks, first tenor; Cliff Dunn, baritone; Ray Dunn, bass; Morris Gardner, baritone, and Cleveland Hammock, second tenor.

The boys began singing together in 1956 after garnering much attention from their act in their Philadelphia high school talent show. After four years of club dates, the big break came when the Dreamlovers were selected to back Chubby Checker on his hit Parkway disk "The Twist." Jerry Ross and Murray Wecht, Heritage Records execs, spotted the group and signed them to a long-term contract. Their debut disk on Heritage, "When We Get Married," soared to the edge of the magic circle of the Top 10 on the Hot 100 in a short time. Donny Hogan, who wrote the tune for the Dreamlovers, was formerly a singing member of the group, and now writes all their material. The Dreamlovers have been making frequent personal appearances to plug their record and have made many fans.



talent shows, benefits and local when the Dreamlovers were selected to back Chubby Checker on his hit Parkway disk "The Twist." Jerry Ross and Murray Wecht, Heritage Records execs, spotted the group and signed them to a long-term contract. Their debut disk on Heritage, "When We Get Married," soared to the edge of the magic circle of the Top 10 on the Hot 100 in a short time. Donny Hogan, who wrote the tune for the Dreamlovers, was formerly a singing member of the group, and now writes all their material. The Dreamlovers have been making frequent personal appearances to plug their record and have made many fans.

**WITH THE COUNTRY JOCKEYS**

"We have a country and western show from 1-3 p.m., Monday through Saturday," writes **Floyd J. Badeaux**, of Station KWLD, Liberty, Tex., and we are in need of good country music. We will play any good country songs we receive—old or new artists makes no difference. . . . **Dean Weatherly**, of KRAN Radio, Morton, Tex., slated to go on the air October 15, is another to put in a plea for spinning material. "Our record cabinets are as bare as a new-born baby," writes Weatherly. "Our plans call

for playing Top 40, country and western and old standards."

**Linda Lou Stone**, femme c.&w. deejay, is conducting her own show, "Country Music Jamboree," five days a week on Station WKBO, Harrisburg, Pa. . . . Copies of **Kenny Roberts'** initial release on the King label, "Two Steps Forward, Three Steps Back" b.w. "Goodbye for Him, Hello for Me," may be obtained by writing on your station letterhead to Roberts at Station WWVA, Wheeling, W. Va. . . . An air-mailed request on your station's letterhead to **Jimmy Simpson**, Radio Anchorage, Inc., Box 1960, Anchorage, Alaska, will fetch you a copy of the latter's newest Starday release, "Life Goes On (I Wonder Why)".

**Mike Hoyer**, c.&w. jock at KMA, Shenandoah, Ia., reports that a "Grand Ole Opry" package, featuring **Stonewall Jackson**, **Little Jimmy Dickens**, **Red Sovine**, **Rex Rinehart**, **Justin Tubb**, **Dottie West** and the **Syrup Soppers**, played to some 1,500 paid in an appearance at Shenandoah September 25. Mike emceed the show, which was sponsored by the local American Legion post and heavily promoted by the veterans. Hoyer further reports that his country music show, "KMA Bandstand Country Style," which premiered August 5, has had its

(Continued on page 41)

**Jim Trippe Gives Special Services**

NEW YORK — Ex-deejay Jim Trippe has set up Bro-Tel Service, which acts as a one-stop merchandising service for stations and disk jockeys.

The firm manufactures and distributes call letter items of various types (jewelry, buttons, etc.) microphone name plates, custom-made banners, window cards, bumper strips and other kinds of display material.

Trippe also provides personnel and publicity services, weekly and monthly newsletters (for stations and jocks), tailored for business or audience-building purposes, auto call letter tags, convention badges, business form printing and collects bills.

**PROGRAMMING PANEL**

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

**THE QUESTION**

What is your opinion of "return" and "answer" records? (submitted by Crash Records artist Chuck Baker.)

**THE ANSWERS**

**SAM SHERWOOD**  
KDWB, Minneapolis

Being commercial is one way to make it, but being original, I think, is a much better way. Too many artists are capitalizing on another's creativity. I think the sales have proved in most cases the "return" and "answer" records are handwagons to w a y s picking up on leftover loose-change.



**RAY (CHECK) CONWAY**  
WWCO, Waterbury, Conn.

"Variety is the spice of life." A new idea, such as the so-called "return and answer" records, can be and is being overdone to the point of disgust. Why spoil a good thing too quickly with too much exposure? This applies to any idea that is created in the music industry today. In time the listener becomes tired of the same sound and the jockey does too. The result? No spins, no sales.



**BILL (THE JONES BOY) JONES**  
WIBG, Philadelphia

Follow-ups or "take-offs" such as "I'll Save the Last Dance for You," do not injure the success of the original hit and seem to be generally successful. My pet peeve is when the record market is overloaded with "answer" records. Every distributor wants play on his particular version with the possible inevitability that many "answer" records are put back in the files until we deejays see which one version starts to break out nationally.



**LABEL-DEEJAY PROMOTIONS**

By **NIKI KALISH**

**WALT DISNEY PRESENTATION:** Station WORC, Worcester, Mass., last week was presented with an original drawing by Walt Disney studio artists to mark two "historic" events by hit-breaking Station WORC. The drawing represents Walt Disney's Dave Crockett (of "King of the Wild Frontier" fame), and Hayley Mills, who is

(Continued on page 41)

**VOX JOX**

By **JUNE BUNDY**

**LANDERS FOR LOSERS:** Bob Landers, WNEW, New York, has set up a tongue-in-cheek organization for his fans, tagged "The Losers Club." Although it started as a gag, Landers now has 10,000 members and issues printed membership cards reading "this entitles bearer to one cry on my shoulder" and certifies that so-and-so is a "Bona-fide member member in poor standing." Landers labors mightily to "turn members into winners." For example, he sets up free days at the races.

**SAFETY STUNTS:** Stations KOPY, Alice, Tex., and KUDE, Oceanside, Calif., staged similar promotions on Labor Day, keyed to "safe driving" pitches. Deceays Bill Craig, Rick Mulinix and Johnny Mathews, KOPY (in co-operation with the Texas Department of Public Safety and the National Safety Council) programmed Christmas songs on their respective shows over the Labor Day weekend. Each holiday disk was dedicated to "those non-thinking careless drivers who won't be around to enjoy Christmas in December." . . . Joe Siegle, program director of KUDE, reports that his outlet featured a special Christmas greeting spot, plus safety spots recorded by local policemen, at least once every hour over the Labor Day weekend, in an effort to cut down on accidents and fatalities in their area. Snatches of Christmas music were interspersed with such announcements as "In case you're not around later, here's Johnny Mathis now," and "Give your family a Merry Christmas. Drive as though your life depended on it!"

**KING'S MAKE-BELIEVE CONCERT:** When a Harry Belafonte one-nighter concert in Seattle was sold out weeks in advance this summer, Station KING, Seattle, pre-empted network programming and presented a full hour of "Belafonte in Concert" on wax to cheer disappointed fans who couldn't get tickets. The KING Belafonte concert was aired on a Sunday night at the same time the RCA Victor artist was appearing on stage. Concert waxings by Belafonte, complete with applause, were programmed, along with voice tracks which Belafonte sliced specially for the KING show. The program was produced by Dick Guthrie.

**GIMMIX:** Whenever Robin Scott, WIL, St. Louis, sneezes on mike he gets a phone call. The first listener to call and say "Gesundheit" wins a silver dollar, plus a letter of congratulations written on a piece of kleenex. However, the station avoided accusations of commercial plugging and called it "sneezing tissue." . . . Station WLEE, Richmond, has an Idea Bank, whereby radio stations in other cities, here and in Canada, exchange ideas on programming and promotions. The bank, which is limited to one station in each market, includes WLEE, WNOR, Norfolk, Va.; WCAW, Charleston, Va.; WBIR, Knoxville, Tenn.; WEEP, Pittsburgh; KFRO, Longview, Tex.; CKY, Winnipeg, Canada; CHML, Hamilton, Canada; WLAN, Lancaster, Pa., and KPOL, Honolulu.

**WAX NEEDED DEPT.:** Johnny Mitchell, ex-KLIF, Dallas, jock, and now station manager of KWCL, Oak Grove, La. (which he is currently in the process of buying), writes "My big complaint is that we receive no distribution on 45 r.p.m. records." . . . Bill Thompson, manager of WYAL, Scotland Neck, N. C., needs country and western singles and albums. The outlet features a different c.&w. album every day.

**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  
OCTOBER 13, 1956**

1. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor
2. Honky Tonk (Parts I & II), B. Doggett, King
3. Canadian Sunset, H. Winterhalter, RCA Victor
4. Just Walking in the Rain, J. Ray, Columbia
5. Tonight You Belong to Me, Patience & Prudence, Liberty
6. Whatever Will Be, Will Be, Doris Day, Columbia
7. My Prayer, Platters, Mercury
8. Green Door, J. Lowe, Dot
9. Fool, S. Clark, Dot
10. Canadian Sunset, A. Williams, Cadence

**POP—Ten Years Ago  
OCTOBER 13, 1951**

1. Because of You, T. Bennett, Columbia
2. Cold, Cold Heart, T. Bennett, Columbia
3. I Got Ideas, T. Martin, RCA Victor
4. World Is Waiting for the Sunrise, L. Paul & M. Ford, Capitol
5. Sin, Four Aces-A. Alberts, RCA Victor
6. Loveliest Night of the Year, M. Lanza, RCA Victor
7. Sin, E. Howard, Mercury
8. Come On-A My House, R. Clooney, Columbia
9. Turn Back the Hands of Time, E. Fisher, RCA Victor
10. Whispering, L. Paul, Capitol

**RHYTHM & BLUES—5 Years Ago—OCTOBER 13, 1956**

- Let the Good Times Roll, Shirley & Leo, Aladdin  
In the Still of the Night, Satins, Ember  
Blueberry Hill, Fats Domino, Imperial  
Still, LaVern Baker, Atlantic  
Bad Luck, B. B. King, Kent

- Fever, Little Willie John, King  
When My Dreamboat Comes Home, Fats Domino, Imperial  
Rip It Up, Little Richard, Specialty  
See-Saw, Moonglows, Chess  
I Can't Quit You, Baby, O. Rush, Cobra



**THE LETTERMEN'S "THE WAY YOU  
LOOK TONIGHT" #4586 IS AT THE  
TOP OF ALL THE CHARTS**



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

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

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

**PHONOS LISTING UNDER \$30**

Position This Issue	Position 7/10/61 Issue	Brand	% of Total Points
1	1	Decca	41.1
2	3	Capitol	10.3
3	7	Zenith	7.1
4	4	RCA Victor	6.4
5	—	Webcor	4.1
6	—	Silvertone	3.7
7	5	Voice of Music (V-M)	3.6
		Others	23.7

**STORE-TESTED PROFIT POINTERS FOR DEALERS**

**Rising Stereo Set Display Pit Ups Dealer Exposure**

OKLAHOMA, Calif.—If the stereo dealer can work out an arrangement with any local movie theater which has an intermission between showings, he can expose stereo music to many worthwhile prospects at no cost, according to W. L. Robinson, owner of the big Television City store in this North California city.

Late in 1960, Television City began increasing stereo phono sales through a short program put on during six intermissions per day at the local theater and the use of the rising platform which lifts up into the orchestra pit area during each intermission. The rising orchestra pit in this case is used to elevate eight stereo phonographs, or stereo phono, tape recorder, and TV combinations for a quick demonstration. At the same time the stereo sets are being lifted, a 3-minute trailer is flashed on the theater screen, which tells the stereo story. The presentation calls attention to the eight stereo sets on the rising pit platform, and

two more are displayed in the lobby of the theater. With a salesman from the store on duty, one or more of the phonographs is quickly demonstrated, using five-amplification speakers on either side of the stage, which thunder forth spirited music during the four-minute intermission. Since the trailer on the screen is telling the story at the same time, the salesman need only to point to each feature as it is mentioned on the screen. Then, as the film dies away, the customers are treated to a rousing bit of light opera, a popular instrumental, etc.

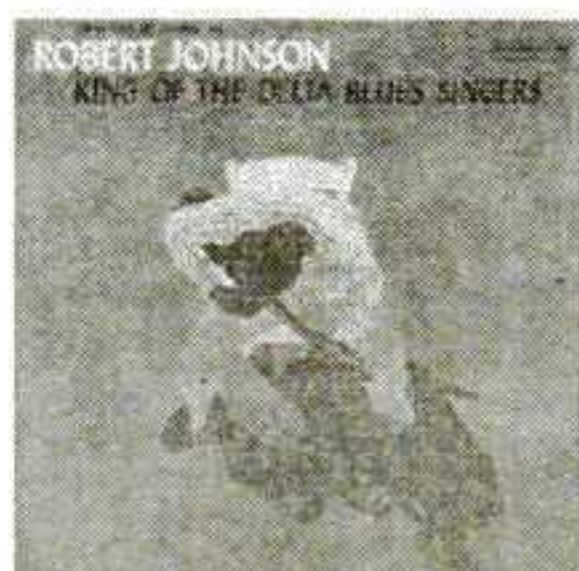
With six intermissions each day being presented in this way, Television City can reach approximately 50,000 people per month, all comfortably-seated theater patrons, who, like every one else, are likely to become bored during the intermission.

The "short intermission" following the feature presentation is not to be confused with the long intermissions which are usually de-

**ALBUM COVER OF THE WEEK**



**RESPIGHI: SUITES FOR ORCHESTRA**—Vienna State Opera Orchestra (Litschauer), Vanguard VRS 1076. Eye-catching album cover with bird motif in yellow and orange on a black and white background. Good display item for the classical section.



**ROBERT JOHNSON/KING OF THE DELTA BLUES SINGERS**—Robert Johnson, Columbia CL 1654. An unusual and attractive cover painting by Burt Goldblatt in shades of orange, beige, black and white. Fine display material.

**Philly Hi-Fi Show: Oct. 27**

PHILADELPHIA—The Greater Delaware Valley High Fidelity Music Show, to be held at the Ben Franklin Hotel October 27-29, will see the newest furniture stylings for hi-fi equipment in addition to the latest developments in stereophonic sound in records and broadcasting, including Multiplex broadcasting.

More than 150 manufacturers of hi-fi equipment, furniture and sound recording will be on exhibit. It is estimated that approximately \$1 million worth of equipment will be shown to the public and some 25,000 visitors are expected to come to the three-day show.

Stars of television, radio, stage and screen will make personal appearances at the show and will give out prizes as well as personally autograph record albums. Personalities scheduled to appear include Alfred Drake, Connie Francis, Milton Cross and local commentators and disk jockeys.

To help promote the show, The Philadelphia Inquirer will publish a special Music Show section. In addition, exhibitors are being listed in full page ads being placed in the program issues of WFLN-FM and WDAS-FM, and in the theater programs of all local Shubert theaters.

**Big Attendance For ARD Meet**

NEW YORK — The Association of Record Dealers of New York and New Jersey, a chapter of SORD, is already being swamped with reservations for its dinner meeting, scheduled for the Waldorf Astoria Hotel Tuesday (17). Secretary-Treasurer Lou Shapiro, who issued the invitations for all dealers to come to the dinner affair at ARD's expense, says the invitations are being accepted at a near-record clip.

Shapiro pointed out that the invitations were intended to cover no more than two persons from a store. At the meeting a nominating committee will be formed to select candidates for officer posts for the coming year. Meanwhile, a board meeting of ARD will take place tonight (9) at the downtown Manhattan store of Sy Bondy, current president of the group.

voted to promotion of popcorn, candy, ice cream and other specialties sold in the lobby.

While relatively expensive, amounting to 20 per cent of the total advertising budget which the 20,000-square-foot television store has allotted, theater promotion has produced such good results, that it is being continued on a more or less permanent basis, according to Robinson. The novel arrangement was not difficult to set up, inasmuch as Television City had already been using short trailer films on stereo, television, and white goods for some time before the rising pit came into the picture.

**Pelican Distributing Roulette**

NEW YORK — Roulette Records has switched its distributors in New Orleans from Record Sales, Inc., to Pelican Distributors. In addition to Roulette, Pelican will handle all of its subsidiary labels—Gee, Rama, Rico and Roost.

Rocky Rolf, who owns and operates Pelican, will handle promotion and singles sales on Roulette product. Joe McCarty will supervise album sales.

**DISK DEALS FOR DEALERS**

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

- MERCURY**—Expires October 15, 1961. Started September 1, 1961. Project Mercury sales plan. Fifteen per cent merchandise discount. Buy 100 albums, get 15 free; deferred billing up to four months where credit qualifies, and 100 per cent exchange privilege. First orders must be placed by September 21.
- ROULETTE**—Extended through October 15, 1961. Started August 1, 1961. Qualified dealers are offered 15 per cent discount on all LP's including new releases. See page 4, August 7 issue for details.
- ABC-PARAMOUNT**—Expires October 20, 1961. Started July 17, 1961. "Fall LP Program." Distributors are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases on ABC Paramount, Impulse and Chancellor labels. See page 8 July 3 issue for details.
- JAY JAY**—Expires October 25, 1961. Started September 25, 1961. Fifteen per cent cash discount on all albums including Christmas product. Special bonus: Order 100 assorted singles of five particular disks and receive 25 singles free. See page 8 advertisement, September 25 issue, for details.
- LIBERTY**—Extended through October 29. Started September 1, 1961. Fall Program. Ten per cent discount on complete catalog except the three Chipmunk albums, including new releases.
- AUDIO FIDELITY**—Expires October 31, 1961. Started October 2, 1961. Fall Sales Program. One album free for every five purchased, covering complete catalog plus new releases. Also, label is offering new Dukes of Dixieland LP, "The Best of the Dukes," to the consumer at an introductory price of \$2.98, mono or stereo. Dealers who order a special pre-pak counter merchandiser of 10 mono and 10 stereo of this LP will receive two free stereo LP's.
- DEL-FI**—Expires October 31, 1961. Started October 3, 1961. "The Big Del-Fi Double Deal." Label is offering to dealers two LP's free for every 10 purchased of their five new releases.
- MGM**—Expires October 31, 1961. Started September 25, 1961. Label is offering dealers one free album for every six purchased. Plan covers 16 new releases as well as complete catalog. See page 41, September 25 issue.
- TIME**—Expires October 31, 1961. Started September 18, 1961. Series 200 entire catalog is available through distributors at a 10 per cent discount. Special promotion on new September release: "Great Songs From Motion Pictures" in three separate volumes. Available in pre-pak designated Motion Picture Pak, including three of each volume in stereo at full price and one each of the volumes monaural at no charge.
- VERVE**—Expires October 31, 1961. Started September 25, 1961. Label is offering dealers one free album for every six purchased. Plan covers 16 new releases as well as complete catalog. See page 41, September 25 issue, for details.
- WORLD-PACIFIC JAZZ**—Expires October 31, 1961. Started October 9, 1961. Fall plan. Label is offering deals of two free LP's for every 10 purchased of their 11 new releases.
- PRESTIGE**—Expires November 3, 1961. Started September 25, 1961. "Prestige Big M Deal." Purchase 10 albums of Prestige or Moodsville label and get two albums free. Available through distributor.
- COLOSSEUM**—Expires November 15, 1961. Started August 15, 1961. "Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.
- PETER PAN**—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven-inch singles to dealers six for \$1.
- 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**—No expiration date. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.
- 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.

**Taste & Quality Pay Off, Says Light**

• Continued from page 4

the customer is not going to buy it just because you print the word 'stereo' on it."

Light has succeeded with other off-beat ideas. His album covers have become widely known as a sort of glorification of dots and dashes. "We paid a lot of money to get that concept from a top artist. My original partners went along on it reluctantly. But look what happened. Those covers went over big because again they gave the dealer something different than a bosomy dame to put out on his shelves. Dealers loved it. Now we've unveiled a new classical series. Again we're doing something for the dealer by putting fine paintings and artwork on the covers. I don't think the cover has to denote what's in the album at all. It simply has to evoke an emotion—a release on the part of the customer. I think dealers will agree that our covers have done a job for them."

Light has poured money into the production of his albums as though loot was going out of style. In the case of his hottest new property, "Stereo 35 mm." recorded on 35-mm. film, \$35,000 was the bill for the sessions alone, with the total cost in excess

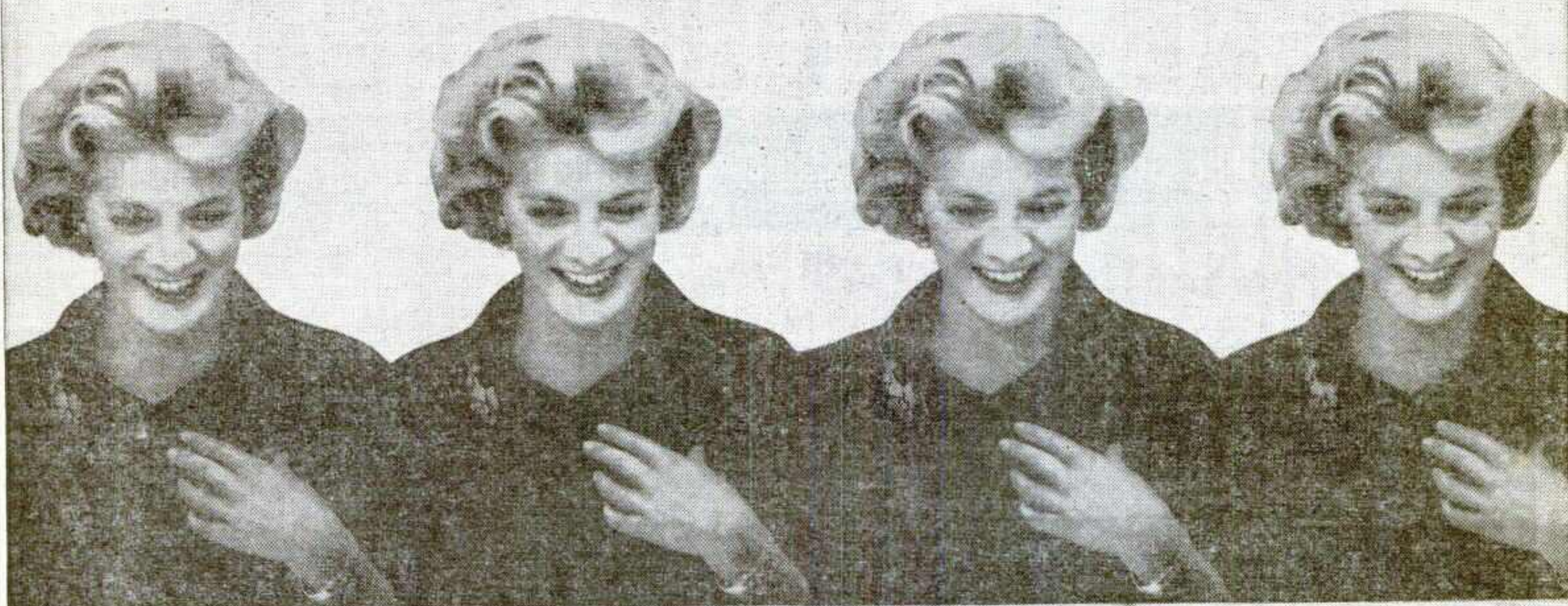
of \$60,000. Yet, according to Light, "We've moved 190,000 albums in less than four weeks." The album moved to the 20 spot in the BMW album chart this week. Light's first two Command albums, "Persuasive" and "Provocative Percussion," both involved huge costs, yet the gross volume on the two to date is estimated at about \$7 million.

Light, a soft-spoken man, is a former band leader, and low-priced label exec. He gives a distinct impression, in conversation, of conservativeness. Yet, it's a conservativeness that's been put to good use in teaching the hippies in the disk fraternity some hard lessons on production and merchandising—even to the concept of name artists.

"We haven't used or built big names and slapped them all over our covers. We don't need them for that. We need and use the big names for their talent, not their names."

As far as record clubs are concerned, Light asserts, "We've made it without them so far. The dealers certainly are with us and as long as they are I have no plans to get into clubs, certainly not for the present at least."

**“give myself a party”**



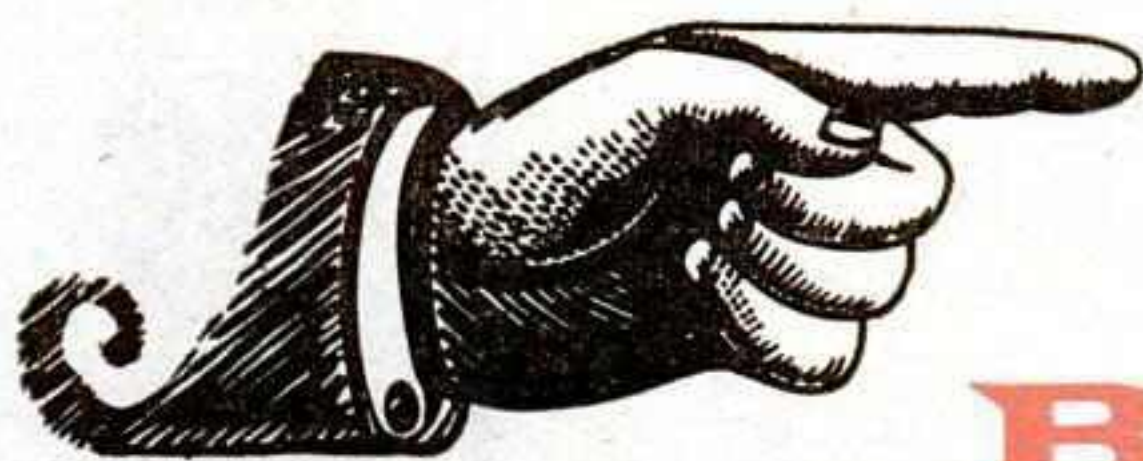
**ROSEMARY CLOONEY—“GIVE MYSELF A PARTY”— # 7948.** Rosie rocks out a country-flavored Don Gibson hit in high style! c/w “If I Can Stay Away Long Enough.” Available in 45 rpm and Compact 33. Everyone loves a party. Order now!



# GET ON

# The

# ALVIN SHOW



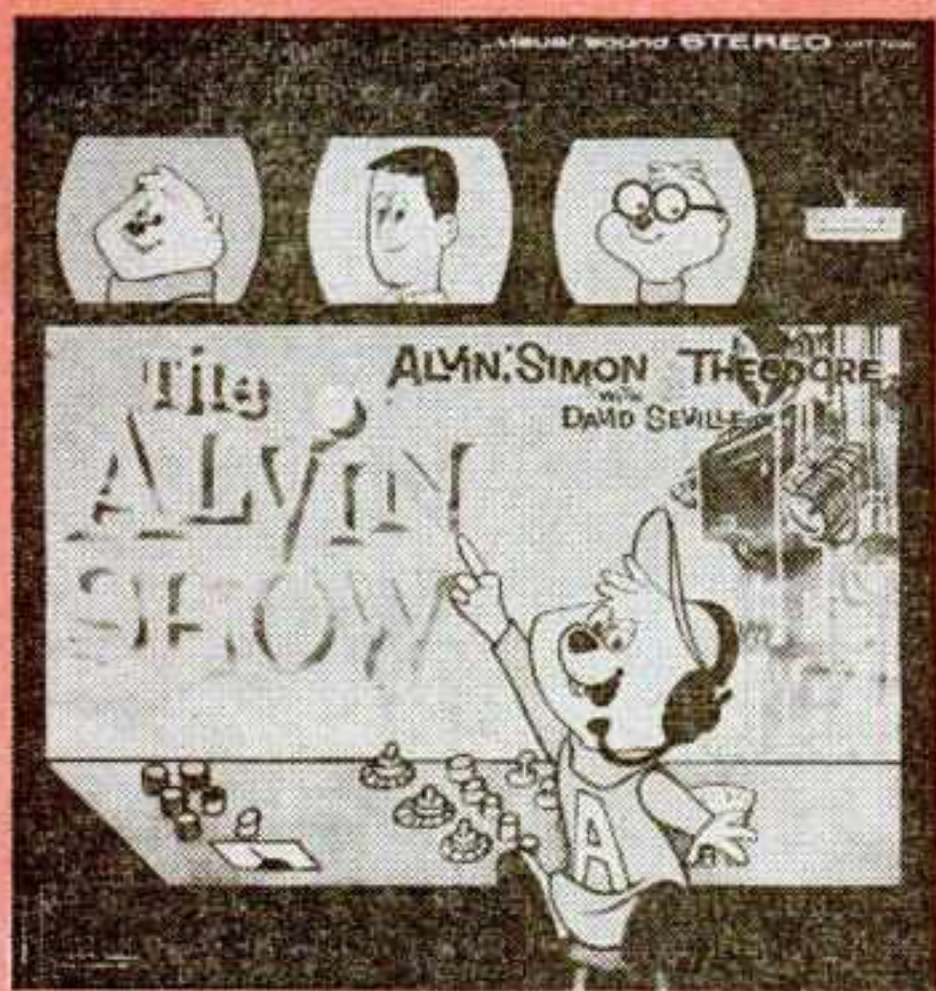
# BANDWAGON!

**CAPITALIZE** on this sensational new animated TV series...  
**FULL CBS-TV NETWORK \* CLASS AA PRIME TIME, WEDNESDAY EVENINGS!**

# HERE IS YOUR GREATEST

**• THE SONGS, THE SOUNDS, THE EXCITEMENT— ALL DIRECTLY FROM THE SOUND TRACK!**

## BRAND NEW!



**THE ALVIN SHOW**  
LRP 3209/LST 7209

© 1961 ROSS BAGDASARIAN  
A PRODUCT OF MONARCH MUSIC CORP.

## EVERY SHOW FEATURES SELECTIONS FROM THESE LIBERTY LP'S!



**LET'S ALL SING WITH THE CHIPMUNKS**  
LRP 3132 / LST 7132



**SING AGAIN WITH THE CHIPMUNKS**  
LRP 3159 / LST 7159



**AROUND THE WORLD WITH THE  
CHIPMUNKS** LRP 3170 / LST 7170

**IMPORTANT:** THIS IS EXCLUSIVE PRODUCT— THESE LP'S ARE THE *ONLY* RECORDS FROM THE TV SHOW! . . . AND, THESE RECORDS ARE THE *ONLY* CHIPMUNK PRODUCT AVAILABLE!





# TV-RECORD TIE-IN EVER!

## • EP BEST-SELLERS:



LET'S ALL SING WITH THE CHIPMUNKS  
LSX 1007



SING AGAIN WITH THE CHIPMUNKS  
LSX 1008

## ALL-TIME HIT SINGLES:

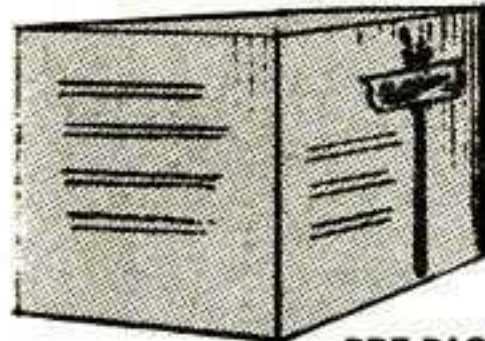
The Chipmunk Song  
b/w Alvin's Harmonica  
#55250



Rudolph  
The Red Nosed Reindeer  
b/w Spain  
#55289



## • SURE-FIRE SALES WITH THESE MERCHANDISING AIDS!



**PRE-PACK:**  
Contains complete selection of stereo & monaural LP'S/EP'S and singles  
3 different pre-packs available.



**ATTRACTIVE FULL-COLOR STREAMERS**



**CORRUGATED MERCHANDISER UNIT**  
Suitable for floor or counter use. Holds complete contents of pre-pack.



**COLORFUL DISPLAY**  
• For window or in-store use  
• Illustrates all LP's

**AD-MATS AND CO-OP FUNDS AVAILABLE on qualifying orders.**

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BRITAIN

(Courtesy New Musical Express, London)

- This Last Week Week
1 4 MICHAEL—Highwaymen (HMV)
2 1 JOHNNY REMEMBER ME—John Leyton (Top Rank)
3 13 WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)
...
30 25 BREAKAWAY—Springfields (Philips)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- This Last Week Week
1 1 LA PALOMA—Freddy (Polydor)
2 2 HELLO, MARY LOU—Jan & Kjeld (Ariola); Ricky Nelson (London); Ricky Boys (Philips)
...
20 18 HUH-A-HO (Wheels)—Trio Kolenka (Philips)

FRANCE

(Courtesy Musica e Dischi, Milan)

- This Last Week Week
1 1 BRIGITTE BARDOT—Jorge Veiga (Barclay); Roberto Seto (Vogue)
2 2 WHEELS (Dans le coeur de ma blonde)—Marcel Amont (Polydor); Joe Loss (VSM); Johnny Spence (Odeon); The Strings-A-Longs (London)
...
10 9 IL CUORE DEL MANDRIANO—Fendermen (Top Rank)

- 3 3 NOUVELLE ORLEANS—Johnny Halliday (Vogue)
4 7 LAISSE LES FILLES—Johnny Halliday (Vogue)
5 4 ZOU BISOU BISOU—Maya Casabianca (Philips); Pierrette Bruno (Pathe)
...
10 — IL FAUT SAVOIR/J'M'VOYAIS DEJA—Charles Aznavour (Barclay)

SPAIN

(Courtesy Discomania, Madrid)

- This Last Week Week
1 1 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Hispavox)
2 2 LA NOVIA—Antonio Prieto (RCA)
3 3 QUISIERA—Duo Dinamico (La Voz de su Amo)
...
10 10 LLORANDO ME DORMI—Hnos. Rigual (RCA)

SWEDEN

(Courtesy Show Business, Stockholm)

- This Last Week Week
1 1 DEN SISTE MOHIKANEN/PETTER UND FRIDA—Little Gerhard (Karussell)
2 2 HELLO, MARY LOU/TRAVELIN' MAN—Ricky Nelson (California)
3 3 PUTTI, PUTTI—Jay Epae (Mercury)
...
10 12 ALPENS ROS—The Violents (Sonet)

HOLLAND

(Courtesy Platennieuws, Amersfoort)

- This Last Week Week
1 1 OCH, WAS IK MAAR—Johnny Hoes (Philips)
2 2 HELLO, MARY LOU—Ricky Nelson (Imperial)
3 3 TEMPTATION—The Everly Brothers (Warner Bros.)
...
10 10 WHEELS—String-a-Longs (London)

ITALY

(Courtesy Musica e Dischi, Milan)

- This Last Week Week
1 1 LO NOVIA—Tony Dallara (Music); Antonio Prieto (RCA)
2 2 PEPITO—Los Machucambos (Decca); Cocky Mazzetti (Primary)
3 5 AIUTAMI A PIANGERE—Connie Francis (MGM)
...
10 9 IL CUORE DEL MANDRIANO—Fendermen (Top Rank)

- 11 8 RIVIERA—Umberto Bindi (Ricordi)
12 — TU SI A MALINCUNIA—Aurelio Fierro (Durium)
13 11 NON ESISTE L'AMOR—Adriano Celentano (Jolly)
14 — EXODUS—Ferrante & Teicher (UA); Pino Calvi (Columbia)
15 — IL CAPELLO—Edoardo Vianello (RCA)

DENMARK

(Courtesy Quan's Musikbureau, Copenhagen)

- This Last Week Week
1 1 HELLO, MARY LOU—Ricky Nelson (California)
2 2 I'VE TOLD EVERY LITTLE STAR—Gitte (HMV)—Linda Scott (Sonet)
3 5 NAR JEG STAR VED EN BAR—Harry Felbert (Sonet)
...
10 6 WHEELS—The String-A-Longs (London)

FRENCH (Walloon) BELGIUM

(Courtesy Juke Box Magazine, Mechelen)

- Two This Last Week Week
1 1 BRIGITTE BARDOT—Roberto Seto (Vogue), Jorge Veiga (Barclay), Digno Garcia Palette)
2 4 ROMEO—Petula Clark (Vogue)
3 3 DANCE ON, LITTLE GIRL—Paul Anka (ABC Paramount)
...
10 8 IL FAUT SAVOIR—Charles Aznavour (Barclay)

EIRE

(Courtesy Dublin Herald and Evening Mail)

- This Last Week Week
1 2 YOU DON'T KNOW—Helen Shapiro (Columbia)
2 1 ROMEO—Petula Clark (Pye)
3 1 WELL I ASK YOU—Eden Kane (Decca)
...
10 10 PASADENA—Temperance Seven (Parlophone)

NORWAY

(Courtesy Verdens Gang, Oslo)

- This Last Week Week
1 1 HELLO, MARY LOU—Ricky Nelson (California)
2 3 DOWN BY THE RIVERSIDE—Blue Diamonds (Fontana)
3 2 YOU DON'T KNOW—Helen Shapiro (Columbia)
...
10 — I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)

Asia & Pacific

SOUTH AFRICA

(South African & Lourenco Marques Radio)

- This Last Week Week
1 5 WHAT DO YOU WANNA MAKE THOSE EYES AT ME FOR—The Knights (Parlophone)

- 1 1 A GIRL LIKE YOU—Cliff Richard (Columbia)
2 2 I SLIPPED, I STUMBLED, I FELL—Elvis Presley (RCA)
3 3 TAKE GOOD CARE OF HER—Adam Wade (HMV)
4 4 SENTIMENTAL ME—Elvis Presley (RCA)
5 6 STAY—Maurice Williams (Ridge)
...
10 — BREAKIN' IN A BRAND NEW BROKEN HEART—Connie Francis (MGM)

NEW ZEALAND

(Courtesy The Voice, Calcutta)

- This Last Week Week
1 4 HELLO, MARY LOU—Ricky Nelson (London)
2 5 MICHAEL—Howard Morrison Quartet (La Gloria); Highwaymen (UA)
3 3 WELL I ASK YOU—Eden Kane (Decca)
...
10 — QUARTER TO THREE—The Keil Isles (Viking)

JAPAN

(Courtesy Utamatic, Tokyo)

- This Last Week Week
1 2 KIMI KOISHI—Frank Nagai (RCA)
2 1 MOLIENDO CAFE—Hugo Blanco (Polydor)
3 3 BROKEN PROMISES—Kitamura Eiji (King); Henri De Pari (Colpix); Kobayashi Akira (Columbia)
...
15 19 RUNAWAY—Del Shannon (Atlantic)

HONG KONG

(Courtesy Audiomusica, Mexico)

- This Last Week Week
1 3 LITTLE SISTER—Elvis Presley (RCA)
2 2 BIG COLD WIND—Pat Boone (Dot)
3 6 MICHAEL—The Highwaymen (UA)
...
10 — WHO PUT THE BOMP—Barry Mann (ABC-Paramount)

AUSTRALIA

(Courtesy Music Maker, Sydney)

- This Last Week Week
1 1 I'M COUNTING ON YOU—Johnny O'Keefe (Festival)
2 2 LITTLE SISTER—Elvis Presley (RCA)
3 4 MORE MONEY FOR YOU & ME—Four Preps (Capitol)

- 4 5 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (London)
5 3 MICHAEL—The Highwaymen (Coronet)
6 6 DONALD WHERE'S YOUR TROUSERS—Andy Stewart (Top Rank)
7 10 CRYING—Ray Orbison (London)
8 11 MEXICO—Bob Moore (London)
...
15 14 YELLOW BIRD—Arthur Lyman (HiFi)

INDIA

(Courtesy The Voice, Calcutta)

- This Month
1 A GIRL LIKE YOU—Cliff Richard and The Shadows (DB)
2 WHEELS-CHA-CHA—Joe Loss & Orch. (Pop)
3 BIRMINGHAM RAG—Lane Sisters (DB)
...
10 WONDERLAND BY NIGHT—Eddie Calvert (DB)

PHILIPPINES

(Courtesy Audiomusica, Mexico)

- This Last Week Week
1 1 IN TIME—Steve Lawrence (United Artists)
2 4 LITTLE SISTER—Elvis Presley (RCA Victor)
3 2 SWEET LITTLE YOU—Neil Sedaka (RCA Victor)
...
10 5 YOU CAME A LONG WAY FROM ST. LOUIS—Panama Francis (Epic)

The Americas

CHILE

(Courtesy Audiomusica, Mexico)

- This Last Week Week
1 1 WHEELS—The String-A-Longs (London)
2 2 DANCE ON LITTLE GIRL—Paul Anka (Polydor)
3 5 NATURE BOY—Bobby Darin (CRC)
...
10 10 RUNAWAY—Del Shannon (London)

MEXICO

(Courtesy Audiomusica, Mexico)

- This Last Week Week
1 2 ESCANDALO—M. A. Muniz (RCA); Javier Solis (Columbia)
2 1 AGUJETAS, COLOR DE ROSA (Pink Shoelaces)—Los Hooligans (Columbia)
3 5 ACAPULCO ROCK—Los Hooligans (Columbia)
...
10 10 EL NINO POPIS—Los Crazy Boys (Dimsa)

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And My Baby"

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FROM  
COAST TO  
COAST

CHICO  
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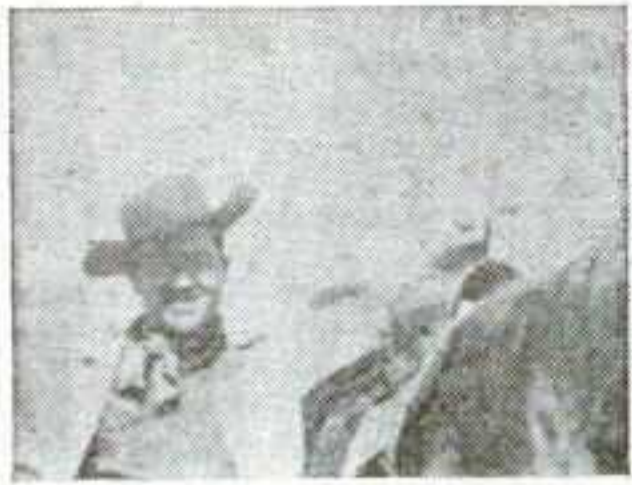
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**AMIGO'S DISCO CORRAL**



**AMIGO**

Buenos dias, mi amigos. Do not forget to order muchos copies of "CUANDO" . . . then you will not be caught with the pantalonnes down when the play goes up.

The disco "Cuando" will spin  
A dinero circle we know,  
And you are certain to win  
With "CUANDO in your "piccolo"  
—Wrongfellow

If by now you think I am "pequeno" loco . . . do not give up . . . my señoritas . . . they think I am "muy" loco . . . they say I am a little sick in the head . . . one thing I do not savvy . . . why they always hope I do not get well is something I don't know.

I would like to tell you more about this thing-in-itself . . . but this is a disco ad and I am certain that we *comprendo* the discos . . . better than we do the señoritas . . . so I will tell you what is cookin', Cookie. . . "THE CIRCLE OF HITS" have two more beautiful *español* title songs they are road-testing . . . if they pan *el oro* . . . we will let you in on the bonanza . . . they also *river-test* their songs . . . BEACH JOHNSON'S ORCHESTRA played one of the new songs on the Wilson liner moonlight cruise to MARSHALL HALL PARK . . . the passengers had more fun than a barrel of monkeys doing the *Mexicano* hat dance . . . *Mi amigo*, Tequila Joe . . . he nearly ruined the act trying to make with a seafaring Angel . . . with Angel green eyes . . . somebody told him this Angel was looking for him . . . so, *mi amigo* Tequila disappeared . . .

I do not know if angels follow river boats . . . or have green eyes, for a little while I believed the story, but now that the *tequila* fog has lifted . . . I am not so sure about this angel business . . .

If any of you beautiful *señoritas* (and *sonoras*) who work for a "piccolo" machine company . . . or a record store . . . want a record of "CUANDO" . . . here is all you have to do . . . Write to me on your company's stationery and I will send you one disco free . . . postage paid . . . if any of you *señoritas* have a picture you can spare send it along with your request . . . I will put them in my private office . . . when I get a private office . . . address your letters to: Amigo, c/o "CIRCLE OF HITS" RECORD CO., 1739 Connecticut Ave., N.W., Washington, D. C.

Do not forget to order *mucho* discos de "I WISH I HAD NEVER SEEN SUNSHINE" along with your order for "CUANDO" . . . GEORGE SASLAW is a fine *hombre* as well as a great singer . . . he is appearing nightly at the CROSSROADS SUPPER CLUB, Blandenburg, Maryland . . . that is just next to the nation's capitol . . . where everybody has *muchos* fun . . . if you tell him Amigo sent you, I am sure he will buy you a few shots of *tequila*.

I see *el tiempo* is up and I am *muy cansada* . . . so I will say . . . *hasta la vista* . . . *adios* . . . I lo'e you *Diotima*, wherever you are.  
Hasta luego . . . (ALLIGATOR!)

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**THE SONG**

**CUANDO**

A Spanish Title Song, recorded in a versatile style. No trouble spotting this one. Terrific house play in all locations. English lyrics. Music by the one and only PORKY FREEMAN ORK.

**THE ARTIST**

**BOB CROSS**

Discovered in a Hollywood Talent Show. Has a golden tenor voice, soft and pleasant.

**THE LABEL**

**CIRCLE OF HITS**

formerly the Morris-Lee label, primarily a promotional record that has been around since 1944, first with Porky Freeman's "Boogie Woogie on Strings," which sold over a million copies on 4 major labels. (Soon to be re-released.) The original Morris-Lee recording now a prized collectors' item.

**THE SURVEY**

Two years of spot checking "Cuando" in juke locations from coast-to-coast show consistent top plays.

**ANOTHER MONEY MAKER!**  
**"I WISH I HAD NEVER SEEN SUNSHINE"**  
by **GEORGE SASLAW**

Baritone, sings his first big hit. With DUB HOWINGTON'S ORCHESTRA, in a new popular arrangement of this great C&W tune, high on the juke meters in the East. Should do as well in the Western and Southern spots.

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NEW SINGER  
**BOB CROSS**  
NEW SONG  
**CUANDO**  
The Singer and Song  
proven tops on coast-to-coast juke box  
surveys without air plugs.  
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1739 Connecticut Ave., N.W., Washington, D. C.

GENTLEMEN: PLEASE SHIP ME THE FOLLOWING NUMBER OF RECORDS:

\_\_\_\_ "CUANDO," \_\_\_\_ "I WISH I HAD NEVER SEEN SUNSHINE"

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CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

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"TOUGH" HIT IN HIS NEW  
SINGLE "**BOSTON ROCKER**"  
WITH MUSIC AND LYRICS  
BY **JOHN D. LOUDERMILK**.  
IT'S EQUALLED BY A REAL  
"TOUGH" HIT ON THE OTHER  
SIDE, "**OLD FRIENDS**" BY  
**BOUDELEAUX BRYANT**. WE  
HAVE PUT THEM TOGETHER  
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GERMANY

# Philips Readies Big Merc Austrian Push

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

As a result of the Philips-Mercury merger, Philips has taken over the Mercury representation in Austria. The Mercury agreement with Ariola had not gotten as far as signature. The Philips representation began September 16.

Judging by first orders, Mercury will hit the Australian market as never before. Central European Manager B. E. Steinberg visited Walter Reichsfeld, record manager of Austrian Philips, to arrange the take-over. He is very enthusiastic about the Mercury repertoire, which along with the American Columbia repertoire he already represents will give him the cream of two of America's "Big Five."

**Visitors**  
Munich publisher Karl Heinz Busse will visit New York in October to meet music publishers. Started only three years ago, the Busse firm is one of the top music publishers in Germany now. Together with the Universal Edition, Vienna, he founded branches in Austria and Switzerland. Recently he founded the Music-house

Editione Musicali S.R.L. in Milan, together with the Carish Organization. Stephen Harpner of the Universal Edition of Vienna, London and Zurich, arrived in New York to arrange for Busse material in New York.

German teen-age singer Conny ecorbided the German version "Tanz Noch Einmal Mit Mir" of Paul Anka's "Dance On, Little Girl" on Electrola.

NEW ZEALAND

## HMV, Delta, Viking In Sales Increase

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

HMV shows an increase in sales this year over last year. Allied International, Viking Records and Delta Trading Company are also showing higher sales figures. All others are slightly down from last year's figures. The most effective of the record clubs is undoubtedly the World Record Club; with a greater catalog, they lead the field in sales.

A strong tussle is on between the local version of "Michael" (Howard Morrison) and the original U. S. (Continued on page 42)

SPAIN

## French Tune Is A Fest Winner

By RAUL MATAS  
32 Av. Jose Antonio, Madrid 13

The third Mediterranean Festival was celebrated before a crowd of 7,000 at the Sports Palace of Barcelona. Organized by Radio Nacional and official Spanish TV, this tournament attempts to discover every year a new "Mediterranean" song. France, Italy, Greece and Spain were represented this time.

The winner, from France, was "Dans le Creux de Ta Main" (by Gilbert and Meunier). Robert Jeantal was the personal winner of the festival. Spain won second place with "Presentimiento," by Jorge Domingo; Jose Guardiola and Lita Torello were its crooners.

Alecos Pandas, Angela Zitia and Mairy Lo from Greece got third and fourth places with "Ta Grisa Matakia" by Kosta Yanidis and "Nytha" by Yakovief and Koninio- (Continued on page 42)

BRITAIN

# Warwick to Issue British Click 'Pasadena' in U. S.

By DON WEDGE  
News Editor, New Musical Express

Warwick Records' Morty Craft has obtained U. S. distribution rights from Parlophone (EMI) for the big British hit "Pasadena" recorded by the Temperance Seven. This is the local band which has been very successful with its recreations of 'twenties-style music. "Pasadena" topped the chart here and has had considerable success in several British-speaking overseas territories.

**Visitors Here**  
After his London visit, Howie Richmond went on to Germany, France and Italy to review his subsidiaries in those countries. Warner Records' international topper Bobby Weiss spent a week in London, then left for Copenhagen for a meeting Monday (2) with Warner licensees in the four

Scandinavian countries to plan simultaneous releases and joint exploitation in "what is in many ways a common market."... Miklos Rozsa is here to complete scoring of "El Cid."... Kay Starr's second BBC-TV show goes out October 15 and then she returns to the U. S.... Lonnie Donegan tours Canada for whole of next May if current deal is consumated; he chose Canada rather than U. S. as there will be no difficulties in taking his regular accompanying unit... The Danish duo Nina and Frederik, currently on a long British tour, follow it immediately with a date at New York's Waldorf-Astoria from December 7.

**Record Business**  
The silver jubilee convention of the British Sound Recording Association takes place October 14... Sir Joseph Lockwood, chairman of Electrical and Musical Industries, presented a Gold Disk to Yehudi Menuhin to commemorate 30 years' association between the violinist and EMI... Hayley Mills' hot U. S. disk of "Let's Get Together" released here by Decca; in the past, most Buena Vista disks have been issued by (Continued on page 42)

HOLLAND

## Belafonte Receives Award

By HEMMY J. S. WAPPEROM  
Editor, Platennieuws  
P. O. Box 43, Amersfoort

The Grand Gala du Disque awards were handed out here this week with much fanfare, with the ceremonies broadcast on both radio and TV.

In the pop category, three American artists were honored: Harry Belafonte (RCA), John Coltrane for his "Giant Steps" disk, and Jack Marshall of Capitol. Other pop awards went to Rita Reys (Philips, Jazz, National); Wim Kan (Cabaret, National, Philips); Ko Van Disk (acting, National, Pythia); Bakker (Fairy Tales, National, Artone); the Blue Diamonds (Teen-age Music, National Decca); and the Dutch Air Force Band (Military Band, National, CNR).

On the classical side, the best performance honored by Edisons were by (1) Conductor Bernard Haitink and the Concertgebouw Orchestra (Philips); (2) pianist Robert Casadesus (Philips); (3) female singer Joan Sutherland (Decca); (4) female singer Elisabeth Schwarzkopf (Columbia); (5) the Amadeus Quartet (D.G.G.); (6) the Filomusica of London, directed by Thurston Dart (L'Oiseau Lyre); and (7) the complete cast of "Tristan und Isolde" under Georg Solti (Decca).

JAPAN

## Toshiba Celebrates Four Lads Visit With Extra Special Record Release

By TEN KATTORI  
Yokohama Correspondent

In honor of Four Lads now visiting Japan, Toshiba Musical Industries has issued an 10-inch LP with 10 of their tunes including "16 Tons," "Love, Love, Everybody," and one 45 r.p.m. single with "Goodbye Mister" and "Just Young," from Capitol. For the visit of John Sevastian, who is due to arrive here October 1, an extra release of an LP featuring the harmonica player playing "Americans in Paris," "Hungar-

ian Dances" and eight other selections has been made on Decca by Teichiku. Sebastian will open one-month tour here, starting October 4 in Tokyo.

Harry Fox was in Tokyo for discussions with JASRAC, Japanese counterpart of ASCAP, on matters of mutual concern and also had talks with a Japanese diskery for representation of some U. S. labels in Japan. During his stay, Fox made a trip through Nippon Columbia pressing factory at Kawasaki near Tokyo before leaving here for Hong Kong September 26.

FRANCE

## Connie Francis Records Four New French Language Tunes

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

Connie Francis seems to be the busiest foreign thrush in France. After her recent waxings in German for Polydor, she made four new recordings for EMI in Paris. At the end of her Italian tour, Connie will make a personal appearance October 10 at the Olympia Theater. Since September 20, she certainly has been the most promoted singer on the French radio programs. EMI has just issued an EP comprised of her French versions of "Someone Else's Baby," "Too Many Rules," "La Paloma" and "Lily Marlene." An additional LP will be specially issued for her appearance at the Olympia.

The craze for the twist will reach its peak in the next three months, with the French market featuring not less than 20 different songs to its beat. This rhythm has already appeared on the local chart with Johnny Halliday's record in French and English, "Let's Twist Again." It seems certain that many other records will follow him on the local chart because of the twist craze.

French diskeries seem to have agreed on releasing and promoting

on radio and TV all the twist records they can grab.

The popularity of "Brigitte Bardot," France's best seller, is growing continuously. There are already six existing recordings and many more to come, most of them bearing the erroneous label: "original version."

**Disk Business**  
Odeon-Artco, who have had a tremendous success with 12-inch classical line at NFF 9.95 (\$2), have now surprised the market with the issue of seven-inch 33 1/3 r.p.m. records of classical works at NFF 4.95 (\$1).

Philips' publishing firm Tutti has the world rights of "Dass le creux de ta main," prize-winning song of Barcelona's Grznd Prix de la Chanson Mediterranee. Robert Jeantal has already recorded the song in French and Spanish for Philips.

**Visitors**  
Ray Charles will make a personal appearance October 19 at the Palais des Congres in Lyons... The Shadows are expected soon in Paris... Harry Levine, executive vice-president of ABC-Paramount and David Berger, of Am-Par's administrative staff, will confer soon with Vega Records' executives, Am-Par's French distributors.

MEXICO

## RCA Italy Seeks More Prieto Wax

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

RCA Italiana informed their Mexican affiliate that "La Novia" by Antonio Prieto is becoming more and more successful on the Italian market. In consequence, they are considering the possibility of issuing some other records by the same artist and ask for samples of all his recordings, especially "Cara de Payaso."

Victor of Japan ordered the tapes of 13 LP's of Mexican music, among them four by famous ranchero singer Miguel Aceves Mejia... After the success of the two first LP's of The Magic Violins of Villa Fontana in the U. S., RCA Victor will issue a third LP of this (Continued on page 42)

Top-Notch Italian Record Distributor and Manufacturer Wishes to Buy Masters on Royalty or Outright Basis  
CONSORTI  
Viale Giulio Cesare, 72  
Rome, Italy Tel.: 313.341

This complete issue is being read by over two and half times more international readers all over the world than all other U. S. music trade publications combined.

# BILLBOARD MUSIC WEEK

The International Communications Center of the Music Industry

# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP's BY CATEGORY

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

### VOCAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
<b>Male Vocalists</b>	
All the Way (Cap)	58
Paul Anka Sings His Big 15 (ABC)	33
<b>PAUL ANKA SINGS HIS BIG 15, Vol. II (ABC)</b>	<b>72</b>
Belafante at Carnegie Hall (RCA)	(38) 50
Brook Benton Golden Hits (Mer)	100
Bobby's Biggest Hits (Cameo)	147
<b>BOLL WEEVIL SONG (Mer)</b>	<b>91</b>
<b>COME SWING WITH ME (Cap)</b>	<b>(16) 21</b>
Bobby Darin Story (Atco)	36
Heavenly (Col)	44
Buddy Holly Story (Cor)	146
Johnny Horton's Greatest Hits (Col)	115
Hymns (Cap)	139
I'll Buy You a Star (Col)	106
Johnny's Greatest Hits (Col)	38
Johnny's Moods (Col)	105
<b>JUMP UP CALYPSO (RCA)</b>	<b>(18) 4</b>
<b>LOVE SWINGS (Atco)</b>	<b>112</b>
Moody River (Dot)	64
More Johnny's Greatest Hits (Col)	104
<b>MY KIND OF GIRL (Warwick)</b>	<b>101</b>
Nice 'N' Easy (Cap)	124
<b>PORTRAIT OF JOHNNY (Col)</b>	<b>(11) 2</b>
<b>PORTRAIT OF MY LOVE (UA)</b>	<b>133</b>
Rick Is 21 (Imp)	31
Ring-A-Ding Ding (Rep)	74
<b>SINATRA SWINGS (Rep)</b>	<b>(12) 6</b>
<b>SING TO ME, MR. C (RCA)</b>	<b>113</b>
Something for Everybody (RCA)	(25) 9
<b>SONGS OF THE SOARING 60's (Kapp)</b>	<b>126</b>
<b>Female Vocalists</b>	
<b>ALL THE WAY (Dec)</b>	<b>23</b>
<b>AT LAST (Argo)</b>	<b>95</b>
<b>BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE (Cap)</b>	<b>114</b>
Emotions (Dec)	85
<b>CONNIE FRANCIS SINGS JEWISH FAVORITES (MGM)</b>	<b>69</b>
Connie's Greatest Hits (MGM)	135
<b>I HAVE DREAMED (Col)</b>	<b>97</b>
<b>I'M GLAD THERE IS YOU (Everest)</b>	<b>110</b>
Judy at Carnegie Hall (Cap)	(1) 1
Mack the Knife (Ver)	137
More Greatest Hits (MGM)	70
<b>ROARIN' 20's (WB)</b>	<b>(34) 103</b>
<b>TIMI YURO (Lib)</b>	<b>84</b>
<b>Duos and Groups</b>	
Best Music On/Off Campus (Col)	140
<b>COLORFUL VENTURES, THE (Dolton)</b>	<b>145</b>
Encore of Golden Hits (Mer)	40
<b>FOUR PREPS ON CAMPUS, THE (Cap)</b>	<b>(26) 30</b>
From the Hungry i (Cap)	88
Goin' Places (Cap)	(15) 12
Here We Go Again (Cap)	138
<b>HIGHWAYMEN (UA)</b>	<b>127</b>
Kingston Trio (Cap)	60
<b>KINGSTON TRIO CLOSE UP, THE (Cap)</b>	<b>111</b>
<b>LIMELITERS, THE (Elektra)</b>	<b>(40) 52</b>
Make Way (Cap)	41
<b>SLIGHTLY FABULOUS LIMELITERS, THE (RCA)</b>	<b>39</b>
Tonight in Person (RCA)	(48) 35
<b>VENTURES, THE (Dol)</b>	<b>120</b>
<b>WEAVERS AT CARNEGIE HALL (Vanguard)</b>	<b>94</b>
<b>Choruses</b>	
Fireside Sing Along With Mitch (Col)	98
Folk Song Sing Along With Mitch (Col)	144
Happy Times Sing Along With Mitch (Col)	77
Memories Sing Along With Mitch (Col)	61
More Sing Along With Mitch (Col)	130
Saturday Night Sing Along With Mitch (Col)	108
Sentimental Sing Along With Mitch (Col)	107
Sing Along With Mitch (Col)	(22) 22
Still More Sing Along With Mitch (Col)	122
TV Sing Along With Mitch (Col)	(14) 25
<b>YOUR REQUEST SING ALONG WITH MITCH (Col)</b>	<b>(13) 19</b>
<b>Mixed Voices</b>	
Oldies But Goodies (OS)	47
<b>OLDIES BUT GOODIES, VOL. III (OS)</b>	<b>18</b>
<b>COMEDY LP's</b>	
<b>AIN'T THAT WEIRD (RCA)</b>	<b>15</b>
Button-Down Mind of Bob Newhart (WB)	37
Button-Down Mind Strikes Back (WB)	89
Stan Freberg Presents the United States of America (Cap)	79
Here's Jonathan (Ver)	53
In Living Black and White (Colpix)	76
Inside Shelley Berman (Ver)	131
Jose Jimenez at the Hungry i (Kapp)	5
Knockers Up (Jub)	17
Moms Mabley at the U. N. (Chess)	59
Manna Overboard (Dec)	54
<b>MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS (Roulette)</b>	<b>129</b>
Rejoice Dear Hearts (RCA)	57
Sinsational (Jub)	42
<b>SONGS FOR SINNERS (Jub)</b>	<b>55</b>

### INSTRUMENTAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
<b>Mood and Dance</b>	
Calcutta (Dot)	(31) 49
<b>EBB TIDE AND OTHER INSTRUMENTAL FAVORITES (Dec)</b>	<b>(17) 27</b>
<b>GOLDEN WALTZES (Dot)</b>	<b>(30) 102</b>
Italia Mia (Lon)	81
Mr. Lucky Goes Latin (RCA)	116
<b>MUCHO GUSTO! (Col)</b>	<b>(50)</b>
<b>NEW PIANO IN TOWN (RCA)</b>	<b>(36) 43</b>
Orange Blossom Special and Wheels (Dot)	99
Piano Forte (RCA)	67
Say It With Music (Col)	119
<b>SOMEBODY LOVES ME (Col)</b>	<b>(23) 24</b>
Stars for a Summer Night (Col)	(3) 20
Yellow Bird (Life)	(24) 48
<b>YELLOW BIRD (Dot)</b>	<b>(9) 13</b>
<b>YELLOW BIRD (Kapp)</b>	<b>82</b>
<b>Jazz</b>	
<b>RAY CHARLES AND BETTY CARTER (ABC)</b>	<b>63</b>
<b>MILES DAVIS IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, Vol. I (Col)</b>	<b>109</b>
Dreamstreet (ABC)	92
Exodus to Jazz (VJ)	(21) 34
<b>PETE FOUNTAIN'S FRENCH QUARTER NEW ORLEANS (Cor)</b>	<b>(44)</b>
<b>PETE FOUNTAIN'S NEW ORLEANS (Cor)</b>	<b>(39) 62</b>
<b>GENIUS AFTER HOURS (Atl)</b>	<b>93</b>
Genius of Ray Charles (Atl)	87
Genius Plus Soul Equals Jazz (Imp)	(32) 51
<b>HE'S THE KING (RCA)</b>	<b>125</b>
Al Hirt, the Greatest Horn in the World (RCA)	(29) 78
Time Out (Col)	(37) 28
<b>WHAT'D I SAY (Atl)</b>	<b>56</b>
<b>Teen Beat</b>	
Dance Till a Quarter to Three (LeGrand)	14
Girls, Girls, Girls (Jamie)	141
<b>LET'S TWIST AGAIN (Park)</b>	<b>149</b>
<b>ON THE REBOUND (RCA)</b>	<b>71</b>
<b>Percussion and Sound</b>	
<b>BIG BAND PERCUSSION (Lon)</b>	<b>(45)</b>
<b>BRAZEN BRASS GOES HOLLYWOOD (Dec)</b>	<b>(47)</b>
<b>PASS IN REVIEW (Lon)</b>	<b>(43)</b>
Persuasive Percussion, Vol. I (Com)	(10)
Provocative Percussion, Vol. I (Com)	(41)
<b>STEREO 35/MM (Com)</b>	<b>(20)</b>

### SHOW MUSIC

Title (Label)	(Stereo) Mono Top LP Rank
<b>Original Cast</b>	
Camelot (Col)	(2) 3
Carnival (MGM)	(27) 32
Fiorella (Cap)	123
Gypsy (Col)	148
Music Man (Cap)	90
My Fair Lady (Col)	(19) 46
The Sound of Music (Col)	(5) 16
South Pacific (Col)	73
Unsinkable Molly Brown (Cap)	83
West Side Story (Col)	(35) 66
Wildcat (RCA)	86
<b>Sound Track</b>	
Ben-Hur (MGM)	80
Exodus (RCA)	(8) 26
<b>FANNY (WB)</b>	<b>132</b>
G. I. Blues (RCA)	(42) 29
<b>GIDGET GOES HAWAIIAN (Colpix)</b>	<b>150</b>
Gigi (MGM)	121
<b>GUNS OF NAVARONE (Col)</b>	<b>(49) 75</b>
King and I (Cap)	134
Never on Sunday (UA)	(6) 11
<b>PARRISH (WB)</b>	<b>45</b>
South Pacific (RCA)	(33) 65
<b>Music From Musicals, Films and TV</b>	
<b>BREAKFAST AT TIFFANY'S (RCA)</b>	<b>128</b>
Film Encores (Lon)	143
Gone With the Wind (WB)	117
Great Motion Picture Themes (UA)	(4) 8
<b>GREAT MOTION PICTURE THEMES, Vol. II (UA)</b>	<b>136</b>
Music From Exodus and Other Great Themes (Lon)	(28) 68
<b>THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS (Lon)</b>	<b>(46) 142</b>

### CLASSICAL & SEMI-CLASSICAL LP's

<b>RODGERS: VICTORY AT SEA, Vol. III (RCA)</b>	<b>(7) 96</b>
Sixty Years of Music America Loves Best, Vol. II (RCA)	118
<b>SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. III (POPULAR) (RCA)</b>	<b>7</b>
<b>SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. III (CLASSICAL) (RCA)</b>	<b>10</b>

## Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

### Pop

#### THE NAT KING COLE STORY (3-12")



Capitol SWCL 1613 (Stereo & Monaural)—Here's a three-LP set of all the great Nat Cole hits—going way back to "Route 66," all re-recorded in stereo. It's a cavalcade of fine listening and certainly a must for the fans. Re-recordings of these hits could easily spark a lot of new jockey interest in Cole. Also included in the elaborate but smartly done box packaging, is a 24-page brochure with much of the Nat Cole story detailed in text and photo form.

#### IF YOU GO



Peggy Lee, Capitol ST 1630 (Stereo & Monaural)—The wonderful Miss Lee's pipes are like pure honey on these warmly romantic and husky-voiced performances of soft, moody ballads. Quincy Jones is a definite plus on the package too with his fine, string-filled arrangements. Selections include "As Time Goes By," "I'm Gonna Laugh You Out of My Life," etc.

#### SATIN AFFAIR



George Shearing Quintet, Capitol ST 1628 (Stereo & Monaural)—Here's the familiar Shearing Quintet sound, with tasteful but sparing touches of strings woven in. Billy May worked with Shearing on the scorings and a classy job they did on such tunes as "Early Autumn," "My Romance," "The Party's Over," etc. The set also boasts a most appealing cover. Good wax for late night romancers and the jocks who serve that clique.

#### COMEDY BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART



Warner Bros. W 1417—Bob Newhart has been convulsing comedy fans for almost two years now and he should keep his huge audience in stitches with this new album. It features a collection of delightfully funny new comedy routines, including such topical sketches as "Rocket Scientist," "Tourist Meets Khrushchev," and "Herb Philbrick-Counter Spy." In addition there are "The Uncle Freddie Show," "TV Commercials," and "The Seven Lost Cities of the Incas." It adds up to a sock comedy package headed for solid sales.

#### POPULAR PIANO CONCERTOS OF FAMOUS FILM THEMES



George Greeley, Warner Bros. 1427—The great popularity of movie themes should help this new George Greeley set zoom quickly into the best-seller class. It spotlights the pianist playing themes from "West Side Story," "Fanny," "Parrish," and "Goodbye Again," plus a 10-minute concert version of the "Main Theme From Exodus." Well recorded and well played, the package is a potent one.

#### CONNIE FRANCIS SINGS NEVER ON SUNDAY



MGM SE 3965 (Stereo & Monaural)—Another in the growing catalog of LP's for the thrush, with the accent this time on motion picture material. There is the title item, plus "Around the World," "High Noon," "April Love," and the like. The gal is in fine vocal form and she gets a neat assist from the Jordonaires, who have worked often with Elvis Presley. Movie fans and Miss Francis' many friends (including jocks) will gobble this one up.

#### KING OF KINGS



Symphony Orch. of Rome and Singers of The Roman Basilicas (M. Rozsa), MGM SIE 2 (Stereo & Monaural)—A colorful package indeed, not dissimilar to the label's earlier successful "Ben Hur" package. Like "Ben Hur," this music too is the work of composer Miklos Rozsa and is batoned by him as well. It's a big, grandiose score, well-recorded here. Packaged inside the box is a special book, containing color photos of outstanding scenes from the screenplay. The package should stir plenty of sales cativity.

#### THIS LITTLE BOY OF MINE



Gloria Lynne, Everest SDBR 1131 (Stereo & Monaural)—Gloria Lynne has another fine set of efforts on this exciting album. Starting with the romping Ray Charles title tune, which got some action for the chick, there are 12 tracks in all. Included are fine performances of Miss Lynne's current single "Impossible," and Erroll Garner's "Dreamy." This set, like all of Gloria Lynne's albums, should capture sales on both the pop and jazz markets. (Continued on page 36)

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



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- ☆ ROCK-A-HULA BABY
- ☆ MOONLIGHT SWIM

- ☆ KU-U-I-PO
- ☆ ITO EATS
- ☆ SLICIN' SAND
- ☆ HAWAIIAN SUNSET
- ☆ BEACH BOY BLUES
- ☆ ISLAND OF LOVE
- ☆ HAWAIIAN WEDDING SONG

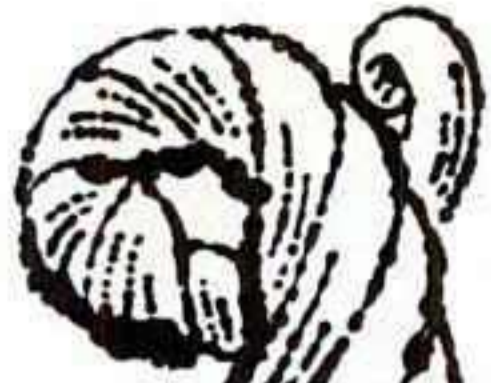
★ STAR PERFORMERS—Selections registering greatest upward progress this week.				S Indicates that 45 r.p.m. stereo single version is available.				△ Indicates that 33 1/3 r.p.m. mono single version is available.				▲ Indicates that 33 1/3 r.p.m. stereo single version is available.								
THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart
1	4	13	27	HIT THE ROAD JACK	Ray Charles, ABC-Paramount 10244	5	34	30	29	58	MISSING YOU	Ray Peterson, Dunes 2006	11	65	72	75	—	FEEL IT	Sam Cooke, RCA Victor 7927	3
2	3	4	5	CRYIN'	Roy Orbison, Monument 447	9	35	19	25	33	THE ASTRONAUT	Jose Jimenez, Kapp 409	8	66	65	62	68	I WAKE UP CRYING	Chuck Jackson, Wand 110	8
3	1	1	1	TAKE GOOD CARE OF MY BABY	Bobby Vee, Liberty 55354	10	36	66	—	—	FOOL #1	Brenda Lee, Decca 31309	2	67	—	—	—	MOON RIVER	Jerry Butler, Vee Jay 405	1
4	21	42	—	RUNAROUND SUE	Dion, Laurie 3110	3	37	50	58	74	FOOT STOMPIN' (Part 1)	Flares, Felsted 8624	6	68	41	32	30	I JUST DON'T UNDERSTAND	Ann-Margret, RCA Victor 7894	12
5	10	14	39	BRISTOL STOMP	Dovells, Parkway 827	5	38	39	47	79	(He's) THE GREAT IMPOSTOR	Fleetwoods, Dolton 45	5	69	71	59	66	SWEET LITTLE YOU	Neil Sedaka, RCA Victor 7922	7
6	8	16	23	YOU MUST HAVE BEEN A BEAUTIFUL BABY	Bobby Darin, Atco 6206	6	39	68	—	—	EVERLOVIN'	Rick Nelson, Imperial 5770	2	70	86	100	—	CINDERELLA	Paul Anka, ABC-Paramount 10239	4
7	2	2	15	THE MOUNTAIN'S HIGH	Dick and DeeDee, Liberty 55350	11	40	49	56	69	WATER BOY	Don Shirley Trio, Cadence 1392	13	71	78	67	—	HOLLYWOOD	Connie Francis, MGM 13039	3
8	5	6	13	LITTLE SISTER	Elvis Presley, RCA Victor 7908	8	41	57	71	—	MOVIN'	Bill Black's Combo, Hi 2038	3	72	79	99	—	YOUR LAST GOODBYE	Floyd Cramer, RCA Victor 7907	3
9	15	30	40	LET'S GET TOGETHER	Hayley Mills, Vista 385	6	42	67	74	78	I UNDERSTAND (Just How You Feel)	G-Clefs, Terrace 7500	4	73	60	63	70	(I Love You) FOR SENTIMENTAL REASONS	Cletones, Gee 1067	6
10	7	12	22	MEXICO	Bob Moore, Monument 446	9	43	56	85	—	I REALLY LOVE YOU	Stereos, Cub 9095	3	74	—	—	—	MORNING AFTER	Mar-Keys, Stax 112	1
11	6	3	2	MICHAEL	Highwaymen, United Artists 258	14	44	63	—	—	WHAT A PARTY	Fats Domino, Imperial 5779	2	75	44	28	20	FRANKIE AND JOHNNY	Brook Benton, Mercury 71859	8
12	32	41	63	I LOVE HOW YOU LOVE ME	Paris Sisters, Gregmark 6	6	45	84	—	—	TOWER OF STRENGTH	Gene McDaniels, Liberty 55371	2	76	82	81	—	PLEASE DON'T GO	Ral Donner, Gone 5114	3
13	17	24	75	THIS TIME	Troy Shondell, Liberty 55353	4	46	69	95	88	YOU'RE THE REASON	Bobby Edwards, Crest 1075	7	77	42	35	31	LOVER'S ISLAND	Bluejays, Milestone 2008	9
14	14	33	73	YA YA	Lee Dorsey, Fury 1053	5	47	22	17	21	MORE MONEY FOR YOU AND ME MEDLEY	Four Preps, Capitol 4599	9	78	83	94	96	JUST OUT OF REACH (of My Two Open Arms)	Solomon Burke, Atlantic 2114	4
15	18	22	41	BLESS YOU	Tony Orlando, Epic 9452	9	48	51	53	65	HUMAN	Tommy Hunt, Scepter 1219	6	79	—	—	—	HEARTACHES	Marcel's, Colpix 612	1
16	16	38	44	THE WAY YOU LOOK TONIGHT	Lettermen, Capitol 4586	6	49	25	20	38	LET ME BELONG TO YOU	Brian Hyland, ABC-Paramount 10236	10	80	88	—	—	YOU DON'T KNOW WHAT IT MEANS	Jackie Wilson, Brunswick 55219	2
17	53	—	—	BIG BAD JOHN	Jimmy Dean, Columbia 42175	2	50	29	15	10	WHEN WE GET MARRIED	Dreamlovers, Heritage 102	11	81	96	76	42	KISSIN' ON THE PHONE	Paul Anka, ABC-Paramount 10239	7
18	24	39	59	SAD MOVIES (Make Me Cry)	Sue Thompson, Hickory 1153	6	51	64	70	86	IT'S YOUR WORLD	Marty Robbins, Columbia 42065	5	82	85	—	—	MUSKRAT	Everly Brothers, Warner Bros. 5501	2
19	23	50	36	LOOK IN MY EYES	Chantels, Carlton 555	7	52	81	79	82	PLEASE MR. POSTMAN	Marvelettes, Tamla 54046	6	83	91	84	76	TONIGHT I WON'T BE THERE	Adam Wade, Coed 556	4
20	12	9	7	WITHOUT YOU	Johnny Tillotson, Cadence 1404	10	53	27	19	19	BIG COLD WIND	Pat Boone, Dot 16244	8	84	—	—	—	HERE COMES THE NIGHT	Ben E. King, Atco 6207	1
21	26	10	4	(Marie's the Name) HIS LATEST FLAME	Elvis Presley, RCA Victor 7908	7	54	73	—	—	A WONDER LIKE YOU	Rick Nelson, Imperial 5770	2	85	—	—	—	DOOR TO PARADISE	Bobby Rydell, Cameo 201	1
22	36	60	—	THE FLY	Chubby Checker, Parkway 830	3	55	35	18	14	IT'S GONNA WORK OUT FINE	Ike and Tina Turner, Sue 749	11	86	—	—	—	THEME FROM COME SEPTEMBER	Billy Vaughn, Dot 16119	1
23	9	5	6	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)	Lonnie Donegan, Dot 15911	10	56	61	88	—	SAD MOVIES (Make Me Cry)	Lennon Sisters, Dot 16255	3	87	87	91	—	RIDERS IN THE SKY	Lawrence Welk, Dot 16237	3
24	28	37	64	SWEETS FOR MY SWEET	Drifters, Atlantic 2117	5	57	58	61	57	DON'T GET AROUND MUCH ANYMORE	Belmonts, Sabrina 501	6	88	92	86	93	BACK TO THE HOP	Danny and the Juniors, Swan 4082	4
25	38	40	45	TAKE FIVE	Dave Brubeck, Columbia 41479	5	58	77	—	—	ANYBODY BUT ME	Brenda Lee, Decca 31309	2	89	—	—	—	ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY	Aretha Franklin, Columbia 42157	1
26	33	46	53	STICK SHIFT	Duals, Sue 745	5	59	75	—	—	BIG JOHN	Shirley's, Scepter 1223	2	90	—	—	—	LAUGH	Velvets, Monument 448	1
27	11	7	17	WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)	Barry Mann, ABC-Paramount 10237	10	60	76	—	—	IT'S JUST A HOUSE WITHOUT YOU	Brook Benton, Mercury 71859	2	91	98	—	94	BERLIN MELODY	Billy Vaughn, Dot 16119	3
28	46	87	—	DON'T BLAME ME	Everly Brothers, Warner Bros. 5501	3	61	40	27	12	A LITTLE BIT OF SOAP	Jarmels, Laurie 3098	10	92	—	97	—	HONKY TRAIN	Bill Black's Combo, Hi 2038	2
29	55	—	—	CANDY MAN	Roy Orbison, Monument 447	7	62	31	21	18	HURT	Timi Yuro, Liberty 55343	12	93	—	—	—	MOON RIVER	Henry Mancini, RCA Victor 7916	1
30	13	11	9	ONE TRACK MIND	Bobby Lewis, Belltone 1012	7	63	37	23	8	WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1708	16	94	—	—	—	I APOLOGIZE	Timi Yuro, Liberty 55343	1
31	43	68	85	SO LONG BABY	Del Shannon, Big Top 3083	4	64	74	83	100	BRIGHT LIGHTS, BIG CITY	Jimmy Reed, Vee Jay 398	4	95	97	—	—	HANG ON	Floyd Cramer, RCA Victor 7907	2
32	59	72	—	(He's My) DREAMBOAT	Connie Francis, MGM 13039	3								96	—	—	77	LET TRUE LOVE BEGIN	Nat King Cole, Capitol 4623	2
33	20	8	3	MY TRUE STORY	Jive Five, Belltone 1006	15								97	—	—	—	GUILTY OF LOVING YOU	Jerry Fuller, Challenge 9114	1

## HOT 100—A TO Z—(Publisher-Licensee)

Anybody But Me (Champion, BMI)	58	Human (Ludix, BMI)	48	One Track Mind (Lescay, BMI)	30
Astronaut, The (Bill Dana, ASCAP)	35	Hurt (Miller, ASCAP)	62	Please Don't Go (Alan K., BMI)	76
Back to the Hop (Claridge, ASCAP)	88	I Apologize (Crawford, ASCAP)	94	Please Mr. Postman (Jobete, BMI)	52
Berlin Melody (Symphony House, ASCAP)	91	I Just Don't Understand (Cedarwood, BMI)	68	Riders in the Sky (Morris, ASCAP)	87
Big Bad John (Cigma, BMI)	17	I Love How You Love Me (Aldon, BMI)	12	Rock-A-Bye Your Baby With a Dixie Melody (Warlock-Mills, ASCAP)	89
Big Cold Wind (Gill, BMI)	53	I Really Love You (Shalimar, BMI)	43	Runaround Sue (Just-Mubon, BMI)	4
Big John (Ludix, BMI)	59	I Understand (Jubilee, ASCAP)	42	Sad Movies—Lennon's (Acuff-Rose, BMI)	56
Bless You (Aldon, BMI)	15	I Wake Up Crying (Belinda, CAPAC)	66	Sad Movies—Thompson (Acuff-Rose, BMI)	58
Bright Lights, Big City (Conrad, BMI)	64	Image (Part 1) (Painted Desert, BMI)	98	So Long Baby (Vicki-McLaughlin, BMI)	31
Bristol Stomp (Kalmann, ASCAP)	5	It's Gonna Work Out Fine (Copa-Sona, ASCAP)	55	Stick Shift (Hilde, BMI)	26
Candy Man (January, BMI)	29	It's Just a House Without You (Play, BMI)	60	Sweet Little You (Aldon, BMI)	69
Cinderella (Spanka, BMI)	20	It's Your World (Marizona, BMI)	51	Sweets for My Sweet (Brenner-Progressive-Trio, BMI)	24
Cryin' (Acuff-Rose, BMI)	2	Just Out of Reach (Four Star, BMI)	78	Take Five (Derry, BMI)	25
Does Your Chewing Gum Lose Its Flavor (Mills, ASCAP)	23	Kissin' on the Phone (Brighton-Flanka, ASCAP)	81	Take Good Care of My Baby (Aldon, BMI)	3
Don't Blame Me (Robbins, ASCAP)	28	Late Date (Walmsay, BMI)	99	Theme From Come September (Symphony House, ASCAP)	86
Don't Get Around Much Anymore (Robbins, ASCAP)	57	Laugh (Acuff-Rose, BMI)	90	This Time (Tree, BMI)	13
Door to Paradise (Lowe, ASCAP)	85	Let Me Belong to You (East-West, BMI)	90	Tonight I Won't Be There (Paxton, ASCAP)	83
Dreamboat (Acuff-Rose, BMI)	32	Let True Love Begin (Winneston, BMI)	96	Tower of Strength (Famous, ASCAP)	45
Everlovin' (Jat, BMI)	39	Let's Get Together (Wonderland, BMI)	9	Water Boy (Walbridge, BMI)	40
Feel It (Kaga, BMI)	65	Little Bit of Soap (Mellin, BMI)	61	Way You Look Tonight, The (Harms, ASCAP)	16
Fly, The (Woodcrest-Mured, BMI)	22	Little Sister (Elvis Presley, BMI)	8	When We Get Married (Fisher, BMI)	44
Fool #1 (Sure Fire, BMI)	36	Look in My Eyes (Atlantic, BMI)	19	Who Put the Bomp (Aldon, BMI)	57
Foot Stomp (Part 1) (Argo, BMI)	37	Lover's Island (Code-Figure, BMI)	77	Without You (Ridge, BMI)	20
For Sentimental Reasons (Duchess, BMI)	73	Make Believe Wedding (Bamboo, BMI)	100	Wonder Like You, A (Four Star, BMI)	54
Frankie and Johnny (Ben-Day, BMI)	75	Mexico (Acuff-Rose, BMI)	10	Wooden Heart (Gladys, ASCAP)	63
Great Impostor, The (Gold Cup-Cornerstone, BMI)	38	Michael (United Artists, ASCAP)	11	Ya Ya (Fast-Barich, BMI)	14
Guilty of Loving You (Four Star, BMI)	97	Missing You (Copar, BMI)	34	You Don't Know What It Means (Pearl, BMI)	80
Hang On (Cigma, BMI)	95	Moon River—Butler (Famous, ASCAP)	67	You Must Have Been a Beautiful Baby (Remick, ASCAP)	6
Heartaches (Lowe, ASCAP)	79	Moon River—Mancini (Famous, ASCAP)	93	Young Man (American, BMI)	46
Here Comes the Night (Progressive-Trio, BMI)	84	More Money for You and Me Medley (Various)	47	Your Last Goodbye (Cigma, BMI)	72
His Latest Flame (Elvis Presley, BMI)	21	Morning After (East-Bals, BMI)	74		
Hit the Road Jack (Tangerine, BMI)	1	Mountain's High, The (Odin, ASCAP)	7		
Hollywood (Acuff-Rose, BMI)	71	Moovin' (Jac, BMI)	41		
Honky Traid (Jec, BMI)	92	Muskrat (American, BMI)	82		
		My True Story (Steven, BMI)	33		

## BUBBLING UNDER THE HOT 100

101. JOHNNY WILLOW	Fred Darian, JAF 2023
102. POCKETFUL OF RAINBOWS	Deane Hawley, Liberty 55359
103. LINDA	Adam Wade, Coed 556
104. MR. DJ	Van McCoy, Rockin' 101
105. DANCE WITH A DOLLY	Damita Jo, Mercury 71871
106. ROCKIN' BICYCLE	Fats Domino, Imperial 5779
107. GYPSY WOMAN	Impressions, ABC-Paramount 10241
108. WASN'T SUMMER SHORT?	Johnny Mathis, Columbia 42156
109. A BROKEN HEART AND A PILLOW FILLED WITH TEARS	Patti Page, Mercury 71870
110. 'TIL	Angels, Caprice 107
111. SOOTHE ME	Sims Twins, Sar 117
112. THREE STEPS FROM THE ALTAR	Shep and the Limelites, Hull 747
113. AWARE OF LOVE	Jerry Butler, Vee Jay 405
114. EVERYBODY'S GOTTA PAY SOME DUES	Mingames, Tamla 54048
115. CAPPUCINA	Nat King Cole, Capitol 4623
116. BACKTRACK	Faron Young, Capitol 4616
117. LOVERS NEVER SAY GOODBYE	Flamingos, End 1035
118. IN THE MIDDLE OF A HEARTACHE	Wanda Jackson, Capitol 4635
119. UNDER THE MOON OF LOVE	Curtis Lee, Dunes 2008
120. WANTED, ONE GIRL	Jan and Dean, Challenge 9120



# HORN OF PLENTY FALL PLAN

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THEME FROM **EXODUS** FERRANTE & TEICHER  
**NEVER ON SUNDAY** FERRANTE & TEICHER  
THEME FROM **THE APARTMENT** FERRANTE & TEICHER  
**THE MAGNIFICENT SEVEN** CAROLA

**MUSIC FROM THE MOTION PICTURE**  
**WEST SIDE STORY** FERRANTE & TEICHER  
CAMELOT  
CARNIVAL  
FANNY  
GIGI  
AROUND THE WORLD IN EIGHTY DAYS  
THREE COINS IN THE FOUNTAIN

**ORIGINAL SOUND TRACK MUSIC**  
**NEVER ON SUNDAY**  
FROM JULES DASSIN'S MOTION PICTURE  
"NEVER ON SUNDAY"  
STARRING MELINA MERCURE

**ORIGINAL SOUND TRACK**  
MUSIC COMPOSED BY  
**DUKE ELLINGTON**  
FEATURING  
**LOUIS ARMSTRONG**  
**PARIS BLUES**

**EYDIE GORME**  
Orchestra conducted by DON COSTA  
*I feel so Spanish!*

HIT INSTRUMENTALS FROM WESTERN TV THEMES  
AL CAIOLA • GUITARS WITH ORCHESTRA

**WAGON TRAIN**  
**BONANZA • THE REBEL**  
**MAVERICK • LAW MAN**  
**BAT MASTERSON**  
**PALADIN • TALL MAN**  
**LARAMIE • GUNSLINGER**  
**RAWHIDE • THE DEPUTY**

**MUSIC OF THE ROARING 20s**  
KLAUS GÖRGMAN

**ROY LIBERTO AND HIS ORCHESTRA**  
MOTION PICTURE THEMES  
ALCA DIXIELAND

**stokowski**  
beethoven symphony no. 7,  
a major, opus 92

**HENDERSON HOMECOMING**  
REX STEWART LEADS THE  
FLETCHER HENDERSON ALUMNI

**HONKY TONK PIANO AND VELVET VIOLINS**  
FRANKIE FROBA

**MANHATTAN TROBADOUR**  
**BURL IVES**

**SHOSTAKOVICH**  
LEOPOLD STOKOWSKI

**CHARLES MINGUS**  
**JAZZ PORTRAITS**

**SOME LIKE IT YIDDISH**  
THE FIDEL SISTERS

**stokowski**  
respighi: pines of rome

**stokowski**  
george nekrop, cello  
bloch: schelomo  
ben-haim: from israel

**BRASS SHOUT**  
ART FARMER

**COUNTRY HITS**

**stokowski**  
kholchaturlan  
symphony no. 2

**THE AZTEC ART SUITE**  
FRANK MAYER

**BERNIE MANN'S AFRICAN SUITE**  
JOHNNY R.D.'S AFRICAN SEPTET

150 Best Selling

MONAURAL LP's

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

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

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

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

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

50 Best Selling

STEREO LP's

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

# 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

—UNDER THE MOON OF LOVE  
Curtis Lee, Dunes

### LOS ANGELES

—SOOTHE ME  
Sims Twins, Sar

### PHILADELPHIA

—EVERYBODY'S GOTTA PAY SOME DUES  
Miracles, Tamla  
—THE STRUT  
Johnny Mandel, Columbia

### BOSTON

—TIL  
Angels, Caprice  
—BERLIN MELODY  
Billy Vaughn, Dot  
—LAUGH  
Velvets, Monument

### SAN FRANCISCO

—ROCK-A-BYE YOUR BABY WITH  
A DIXIE MELODY  
Aretha Franklin, Columbia

### PITTSBURGH

—GOD, COUNTRY AND MY BABY  
Chico Holiday, Coral

### BALTIMORE

—GYPSY WOMAN  
Impressions, ABC-Paramount  
—PUSHIN' YOUR LUCK  
Sleepy King, Joy  
—EVERYBODY'S GOTTA PAY SOME DUES  
Miracles, Tamla

### WASHINGTON

—SOOTHE ME  
Sims Twins, Sar  
—EVERYBODY'S GOTTA PAY SOME DUES  
Miracles, Tamla

### SEATTLE

—MOON RIVER  
Henry Mancini, RCA Victor  
—MAKE BELIEVE WEDDING  
Castells, Era  
—POCKETFUL OF RAINBOWS  
Deane Hawley, Liberty  
—ROCK-A-BYE YOUR BABY WITH  
A DIXIE MELODY  
Aretha Franklin, Columbia  
—GUILTY OF LOVING YOU  
Jerry Fuller, Challenge

### ATLANTA

—LATE DATE  
Parkays, ABC-Paramount  
—YOUR SECOND CHOICE  
Clyde McPhatter, Mercury

### MINNEAPOLIS-ST. PAUL

—BACKTRACK  
Faron Young, Capitol  
—A BROKEN HEART AND A  
PILLOW FILLED WITH TEARS  
Patti Page, Mercury  
—IMAGE (Part 1)  
Hank Levine, ABC-Paramount  
—IN THE MIDDLE OF A HEARTACHE  
Wanda Jackson, Capitol

## BEST BUYS IN RECORDS

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

### POP

- \*BIG BAD JOHN, JIMMY DEAN..... (Cigma, BMI) Columbia 42175
- \*CANDY MAN, ROY ORBISON..... (January, BMI) Monument 447
- \*(HE'S MY) DREAMBOAT..... (Acuff-Rose, BMI)
- \*HOLLYWOOD, CONNIE FRANCIS..... (Acuff-Rose, BMI) MGM 13039
- \*FOOL #1..... (Sure Fire, BMI)
- \*ANYBODY BUT ME, BRENDA LEE..... (Champion, BMI) Decca 31309
- \*FOOT STOMPIN' (PART 1), FLARES..... (Argo, BMI) Felsted 8624
- \*EVERLOVIN'..... (Jat, BMI)
- \*A WONDER LIKE YOU, RICK NELSON..... (Four Star, BMI) Imperial 5770
- WATER BOY, DON SHIRLEY TRIO..... (Walbridge, BMI) Cadence 1392
- MOVIN'..... (Jec, BMI)
- \*HONKY TRAIN, BILL BLACK'S COMBO..... (Jec, BMI) Hi 2038
- I UNDERSTAND (Just How You Feel), G-CLEFS.. (Jubilee, ASCAP) Terrace 7500
- I REALLY LOVE YOU, STEREOS..... (Shalimar, BMI) Cub 9095
- \*WHAT A PARTY..... (Travis, BMI)
- \*ROCKIN' BICYCLE, FATS DOMINO..... (Travis, BMI) Imperial 5779
- TOWER OF STRENGTH, GENE McDANIELS.... (Famous, ASCAP) Liberty 55371
- YOU'RE THE REASON, BOBBY EDWARDS..... (American, BMI) Crest 1075

### COUNTRY & WESTERN

- \*HAPPY BIRTHDAY TO ME..... (Tree-Champion, BMI)
- \*YOU'RE THE REASON, HANK LOCKLIN.... (American, BMI) RCA Victor 7921
- \*BACKTRACK, FARON YOUNG..... (Vanadore, BMI) Capitol 4616

### RHYTHM & BLUES

- \*PLEASE MR. POSTMAN, MARVELETTES..... (Jobete, BMI) Tamla 54046
- \*RUNAROUND SUE, DION..... (Just-Mubon, BMI) Laurie 3110

## Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

### Pop

#### JACKIE WILSON



THE WAY I AM (East-West, ASCAP) (2:10)—MY HEART BELONGS TO ONLY YOU (Merrimac, BMI) (2:45)—Jackie Wilson has two potent sides here with the rocker on top looking to be the stronger side. He handles it with flash aided by strong backing from a vocal group. Flip is the hit ballad of a few years ago and it receives a heartfelt reading. **Brunswick 55220**

#### ANDY WILLIAMS



FLY BY NIGHT (Sea Lark, BMI) (2:34)—A lovely tune receives a warm and tender chanting job from Andy Williams on his first outing for the label. A side that will appeal to adults and teens and will stick around a long while. Flip is "Danny Boy" (Boosey & Hawkes, ASCAP) (2:55). **Columbia 42199**

#### FERRANTE & TEICHER



TONIGHT (Schirmer, ASCAP) (2:52)—The piano team could have another big one with this dramatic instrumental treatment of the lovely "West Side Story" theme. Current movie version of the musical should spark rapid sales. Flip is "Dream of Love" (Arlou, ASCAP) (2:13). **United Artists 373**

#### GARY (U. S.) BONDS



SCHOOL IS IN (Pepe, BMI) (2:08)—This should be another smash for Bonds. The chanter is in solid vocal form on a novelty rocker with an infectious beat. Side has appeal in r.&b. as well as pop markets. Flip is "Trip to the Moon" (Pepe, BMI) (2:27). **Legrand 1012**

#### THE FABULOUS FOUR



I'M COMIN' HOME (Rambled, BMI) (2:21)—The lead man in the group sells this medium rocker with style over a solid backing by the ork. Side has a lot of feeling and can take off. Flip is "Everybody Knows" (Debmar, BMI) (2:38). **Chancellor 1090**

#### ERNIE FIELDS



CASTLE ROCK (Arc, BMI) (2:32) — The old hit is handed a winging reading by Ernie Fields and his ork featuring fine tenor sax work. Good instrumental wax for stations and jukes. Flip is "String of Pearls" (Mutual, ASCAP) (2:17). **Rendezvous 161**

#### ROSEMARY CLOONEY



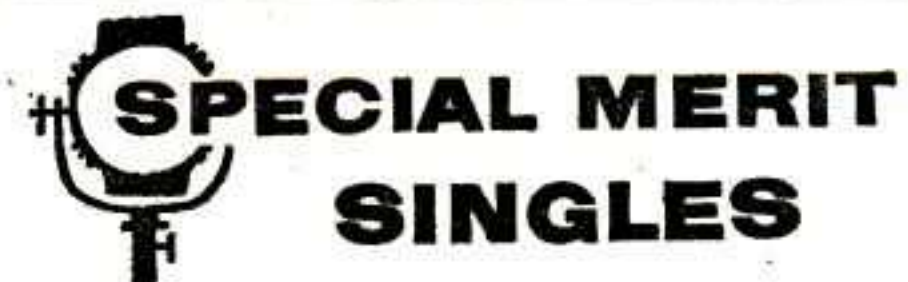
GIVE MYSELF A PARTY (Acuff-Rose, BMI) (2:30)—IF I CAN STAY AWAY LONG ENOUGH (Tree, BMI)—Rosie has her best sides here in a long, long time. She handles the light breezy topper with warmth and savvy and turns in another strong reading on the ballet flip. Watch them both. **RCA Victor 7948**

### Country

#### JEAN SHEPARD



I'VE GOT TO TALK TO MARY (Central Songs, BMI) (2:51)—A most effective piece of country ballad material in the great weeper tradition. The gal feels she must talk to her rival about who is to have the boy. A message song, done with sincerity. Watch it. Flip is "The Biggest Cry" (Central, BMI) (2:45). **Capitol 4640**



The following records have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

### Pop Disk Jockey Programming

- KLAUS AND HIS ORCHESTRA
- ★★★ FRENCHY (Witmark, ASCAP) (1:41) RSVP 112

(Continued on page 34)



# BRIGHT LIGHTS BIG CITY

Already **74** on Billboard Hot 100

by *Jimmy Reed*



If We Missed Listing You, We Apologize, But We Missed Receiving Your Listing!  
VEE JAY RECORDS  
1449 S. Michigan, Chicago 5, Ill.

Has Sold **168,000** as of Sept. 25 because it's on the following top 40 Station Lists:

KYA, San Francisco  
KDOE, San Diego  
KTSB, San Antonio  
KTRM, Beaumont, Tex.  
KMAC, San Antonio  
KYVA, Gallup, N. M.  
KOOS, Coos Bay, Ore.  
KOKA, Shreveport  
KEEL, Shreveport  
KREB, Shreveport  
KRLA, Los Angeles  
KARC, Tulsa, Okla.

KILT, Houston  
KNUZ, Houston  
KCOA, Houston  
KYOK, Houston  
KDIA, Oakland, Calif.  
KFWB, Los Angeles  
WAKE, Atlanta  
WPLO, Atlanta  
WQXI, Atlanta  
WAOK, Atlanta  
WERD, Atlanta  
KBOX, Dallas

KLIF, Dallas  
WSUN, Miami  
WCKR, Miami  
WQAM, Miami  
WMBM, Miami  
WBAM, Montgomery, Ala.

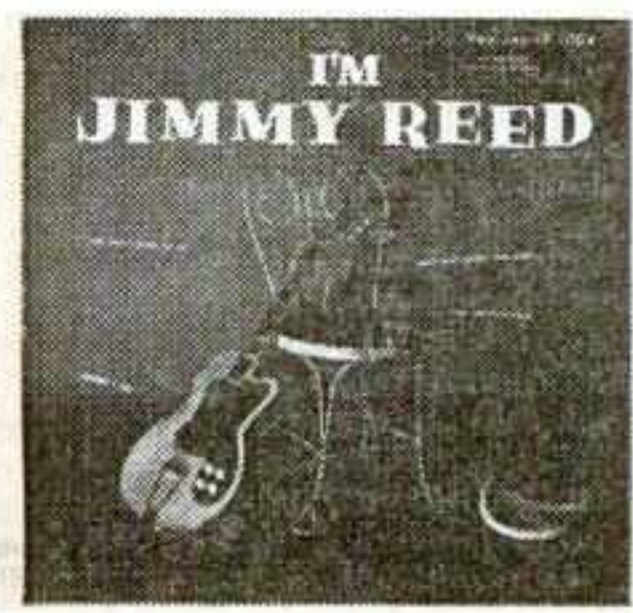
WPET, Greensboro, N. C.  
WNEV, Macon, Ga.  
WTMA, Charleston, Va.  
WAPE, Jacksonville, Fla.  
WBS, Jacksonville, Fla.  
WRHO, Jacksonville, Fla.

WTIX, New Orleans  
WNOE, New Orleans  
WYLD, New Orleans  
WJBW, New Orleans  
WBOK, New Orleans  
KXOL, Fort Worth

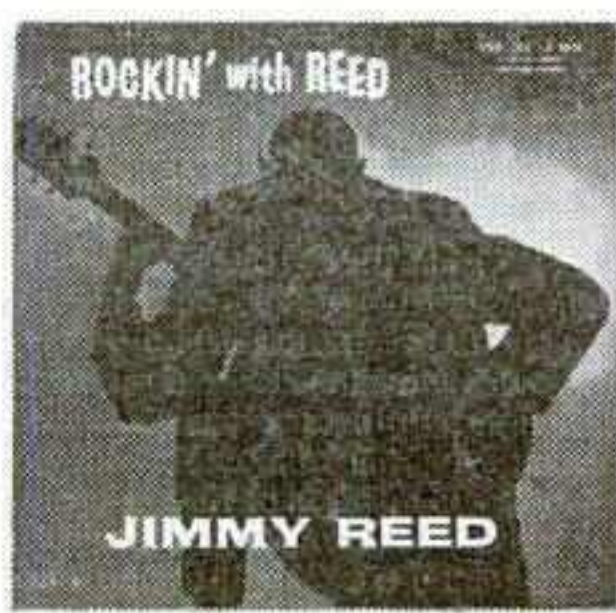
KNOK, Fort Worth  
KFJZ, Fort Worth  
WDXB, Chattanooga  
WBBB, Burlington, N. C.  
KSN, Dallas  
WRR, Dallas  
WBBB, Burlington, N. C.  
WLAC, Nashville  
WVOL, Nashville  
WIST, Charlotte, N. C.  
WGIV, Charlotte, N.C.  
WHBO, Memphis

WMTS, Memphis  
WDIA, Memphis  
WLOK, Memphis  
WHNN, Memphis  
WKY, Oklahoma City  
WKIX, Raleigh, N. C.  
WRAL, Raleigh, N. C.  
WSRC, Durham, N. C.  
WSKY, Asheville, N. C.  
WTMA, Charleston, Va.  
WOIC, Columbia, S. C.

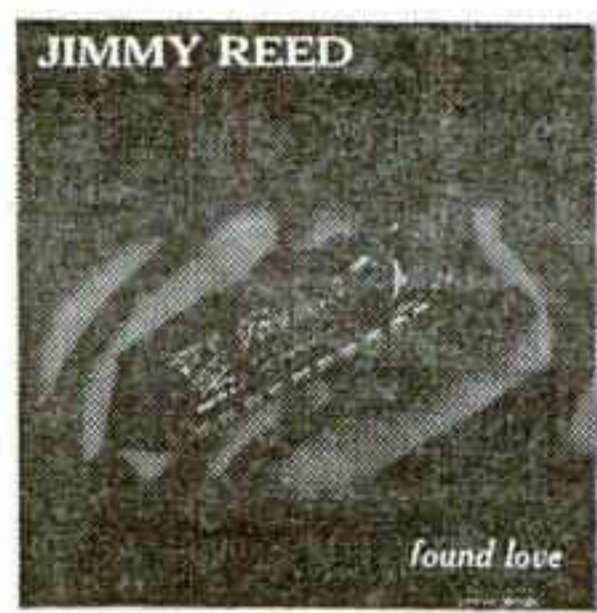
**HAVE YOU PROGRAMMED IT?**  
Don't Neglect These Great Jimmy Reed Long Plays!



LP 1004



LP 1008



LP 1022



LP 1025



2-LP 1035

THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING OCTOBER 8

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	TAKE GOOD CARE OF MY BABY	By King-Goffin—Published by Aldon (BMI)	7
2	3	CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	6
3	7	HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	4
4	2	THE MOUNTAIN'S HIGH	By St. John—Published by Odin (ASCAP)	6
5	4	LITTLE SISTER	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	7
6	11	BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	3
7	8	YOU MUST HAVE BEEN A BEAUTIFUL BABY	By Warren-Mercer—Published by Remick (ASCAP)	4
8	27	RUNAROUND SUE	By Ernie Maresca-Dion DiMucci—Published by Just-Mubon (BMI)	2
9	5	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	11
10	13	LET'S GET TOGETHER	By Richard M. Sherman-Robert B. Sherman—Published by Wonderland (BMI)	2
11	6	MEXICO	By Boudleaux Bryant—Published by Acuff-Rose (BMI)	3
12	9	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (on the Bedpost Over Night)	By Rose-Bloom-Breuer—Published by Mills (ASCAP)	8
13	14	YA YA	By Dorsey-Robinson—Published by Fast-Barich (BMI)	2
14	18	THIS TIME	By Chips Moman—Published by Tree (BMI)	3
15	—	I LOVE HOW YOU LOVE ME	By Mann-Kolber—Published by Aldon (BMI)	1
16	19	BLESS YOU	By B. Mann-C. Weil—Published by Aldon (BMI)	3
17	17	THE WAY YOU LOOK TONIGHT	By D. Fields-J. Kern—Published by Harms (ASCAP)	2
18	24	SAD MOVIES (Make Me Cry)	By Loudermilk—Published by Acuff-Rose (BMI)	2
19	10	WHO PUT THE BOMP (in the Bomp, Bomp, Bomp)	By Barry Mann-Jerry Goffin—Published by Aldon (BMI)	7
20	—	BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	1
21	25	LOOK IN MY EYES	By Barrett—Published by Atlantic (BMI)	2
22	29	(Marie's the Name) HIS LATEST FLAME	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	6
23	16	ONE TRACK MIND	By M. Rene-B. Lewis—Published by Lescaj (BMI)	5
24	12	WITHOUT YOU	By Johany Tillotson—Published by Ridge (BMI)	7
25	—	THE FLY	By Madara-White—Published by Woodcrest-Mured (BMI)	1
26	—	SWEETS FOR MY SWEET	By Pomus-Shuman—Published by Brenner-Progressive-Trio (BMI)	1
27	—	TAKE FIVE	By Paul Desmond—Published by Derry (BMI)	1
28	21	MY TRUE STORY	By Adams-Rene—Published by Lescaj (BMI)	8
29	—	DON'T BLAME ME	By McHugh-Fields—Published by Robbins (ASCAP)	1
30	—	CANDY MAN	By Beverly Ross-Fred Neil—Published by January (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. TAKE GOOD CARE OF MY BABY—Bobby Vee, Liberty 55354.
2. CRYIN'—Roy Orbison, Monument 447.
3. HIT THE ROAD JACK—Ray Charles, ABC-Paramount 10244.
4. THE MOUNTAIN'S HIGH—Dick and DeeDee, Liberty 55350.
5. LITTLE SISTER—Elvis Presley, RCA Victor 7908.
6. BRISTOL STOMP—Dovells, Parkway 827.
7. YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin, Atco 6206.
8. RUNAROUND SUE—Dion, Laurie 3110.
9. MICHAEL—Highwaymen, United Artists 258.
10. LET'S GET TOGETHER—Hayley Mills, Vista 385.
11. MEXICO—Bob Moore, Monument 446.
12. DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)—Lonnie Donegan, Dot 15911.
13. YA YA—Lee Dorsey, Fury 1053.
14. THIS TIME—Troy Shondell, Liberty 55353.
15. I LOVE HOW YOU LOVE ME—Paris Sisters, Gregmark 6.
16. BLESS YOU—Tony Orlando, Epic 9452.
17. THE WAY YOU LOOK TONIGHT—Lettermen, Capitol 4586.
18. SAD MOVIES (Make Me Cry)—Lennon Sisters, Dot 16255; Sue Thompson, Hickory 1153.
19. WHO PUT THE BOMP (in the Bomp, Bomp, Bomp)—Barry Mann, ABC-Paramount 10237.
20. BIG BAD JOHN—Jimmy Dean, Columbia 42172.
21. LOOK IN MY EYES—Chantels, Carlton 555.
22. (Marie's the Name) HIS LATEST FLAME—Elvis Presley, RCA Victor 7908.
23. ONE TRACK MIND—Bobby Lewis, Belltone 1012.
24. WITHOUT YOU—Johnny Tillotson, Cadence 1404.
25. THE FLY—Chubby Checker, Parkway 830.
26. SWEETS FOR MY SWEET—Drifters, Atlantic 21127.
27. TAKE FIVE—Dave Brubeck, Columbia 41479; George Cates, Dot 16271.
28. MY TRUE STORY—Jive Five, Belltone 1006.
29. DON'T BLAME ME—Everly Brothers, Warner Bros. 5501.
30. CANDY MAN—Roy Orbison, Monument 447.

WARNING—The title "HONOR ROLL OF HITS" is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

## Reviews of New Albums

the pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week. Continued from page 24

### WEST SIDE STORY



**Original Sound Track.** Columbia OS 2070 (Stereo & Monaural)—From one of the season's big pictures, "West Side Story," comes this original sound track which should become one of the year's big selling albums. It features all of the songs from the flick, including "Maria," "I Feel Pretty," "Tonight," and such items as "Officer Krupke," "America," etc. Some of the tunes have been altered a bit from the original stagershow for the movie, like "Dance at the Gym." The songs are not sung as well or as excitingly as they were on the original cast set, but this will make little difference to any except a few connoisseurs. Should be a big item for Christmas too.

### MORGAN TIME



**Russ Morgan.** Everest SDBR 1129 (Stereo & Monaural)—Here's a nostalgic package which merits deejay exposure on adult-type shows. Veteran orkster Morgan solos on trombone and piano in his trade-marked fashion on "Way Down Yonder in New Orleans," "Love for Sale," "Warcheta," "None But the Lonely Heart," and other great oldies.

### MEXICO AND 11 OTHER GREAT HITS



**David Carroll and his Orchestra.** Mercury MG 206609 (Stereo & Monaural)—Carroll has wrapped up a group of Latin-flavored oldies in the infectious mariachi style currently popularized by Bob Moore's best-selling single "Mexico." In addition, to that tune, the LP features top-notch instrumental treatments of "Vaya Con Dios," "El Ranco Grande," "Perfidia," "Amore," and others. Fine dance package.

### GREAT SONGS FROM MOTION PICTURES



**Hugo Montenegro Ork.**  
Vol. 1 (1927-1937) Time S 2044  
Vol. 2 (1938-1944) Time S 2045  
Vol. 3 (1946-1960) Time S 2046  
Here's a series with sock nostalgia and prime programming appeal. Montenegro's ork performs memorable movie tunes from the early talkies ("My Mammy," etc.) through the Ginger Rogers-Fred Astaire era ("Cheek to Cheek," "Carrioca," etc.) down to such recent items as "Exodus" and "Never on Sunday." The handsomely packaged double-fold albums also feature interesting historical data on musical trends of each period.

### THE GOLDEN HORN



**BILLY BUTTERFIELD.** Columbia CS 8473 (Stereo & Monaural)—Butterfield's fine horn work is utilized effectively on this package, which wraps up a group of sentimental oldies (each associated with a trumpet solo treatment in schmaltzy Continental-styled arrangements by conductor Jack Pleis. There are many spinnable sides here, including "And the Angels Sing," "Oh Mein Papa," "Tenderly" and "Star Dust."

### Classical

#### MOZART PIANO CONCERT NO. 20 IN D MINOR, K. 466; PIANO CONCERTO NO. 24 IN C MINOR, K. 491

**Clara Haskil.** Epic BC 1143 (Stereo & Monaural)—This is the first recording issued featuring Clara Haskil since she died in December 1960. Thus it will be treasured by the host of fans Madame Haskil had secured over the years through her great virtuosity and her deeply moving performances of the piano repertory. On this recording, she again displays her dazzling technique with meaningful interpretations of two Mozart Concertos, with the Orchestre des Concerts Lamoureux, under the baton of Igor Markevitch. An outstanding recording.

#### VERDI: OTELLO (3-12")



**Mario Del Monaco, Renata Tebaldi; Vienna Philharmonic (von Karajan).** London OSA 1324 (Stereo)—A brilliant new recording of the opera, by the same great names who appeared in an earlier London version A 4312. This, of course, has the added attraction of capturing these two fabled performers in stereo, which is attraction enough. A splendid production, handsomely packaged which lives up to the high London opera tradition.

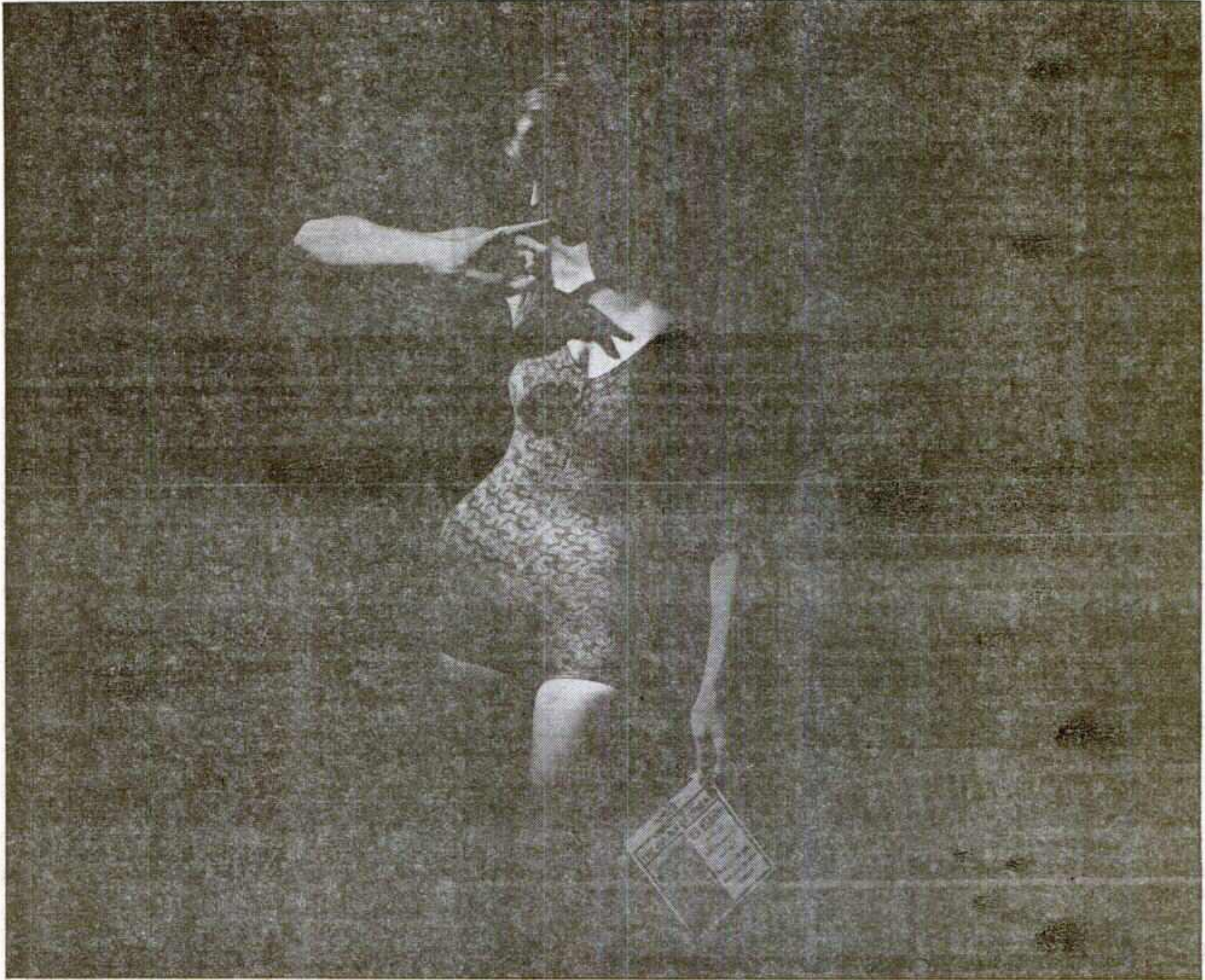
#### BEETHOVEN'S NINTH SYMPHONY (2-12")



**The Cleveland Orchestra (Szell).** Epic BSC 112 (Stereo & Monaural)—A magnificent performance of the monumental work by George Szell, conducting the Cleveland Orchestra, chorus with Adele Addison, Jane Hobson, Richard Lewis and Donald Bell, is under the direction of Robert Shaw. Beethoven's score is given a majestic reading by the participants, and should be a must for collectors. The two-record set also contains the same author's Eighth Symphony. This is also handled with dramatic impact.

(Continued on page 38)





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## • Reviews of New Albums

The pick of the new releases:

### SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 36

#### BEETHOVEN'S "KREUTZER" SONATA BACH'S CONCERTO FOR TWO VIOLINS

Jascha Heifetz—Erick Friedman—New Symphony Orchestra of London (Sargent). RCA Victor LSC 2577 (Stereo & Monaural)—A new Heifetz recording is always a happy occasion and this new set features the violinist in a masterful performance of the Beethoven "Kreutzer" Sonata. In addition it spotlights the debut of violinist Erick Friedman, young (22) pupil of Heifetz chosen by him personally to join him in the performance of Bach's "Concerto for Two Violins in D Minor." Friedman comes through mighty well with his teacher and the lad has a bright future. A strong new set for the multitude of Heifetz fans.



#### GALINA VISHENVSAYA

(Rachmaninoff, Shostakovich, Prokofieff, Tchaikovsky, Glinka) RCA Victor LSC 2497 (Stereo & Monaural)—Galina Vishnevskaya, one of the Soviet Union's leading sopranos, makes an impressive debut here on her first American-made recording. It features the singer in a collection of songs she included on her first solo recital in Carnegie Hall in New York last season. They include works by Rachmaninoff, Shostakovich, Prokofieff, Tchaikovsky, and Glinka. She handles them all with power and finesse, showing off an exciting vocal range and dramatic style. An album that is certain to have a strong long-term sale.



#### VERDI OTELLO

Various singers with Rome Opera Orch. and Chorus (3 12" LP's). RCA LDS 6155. (Stereo & Monaural)—A fine stereo version of this tragic and tempestuous opera is released on Victor's de luxe Soria series, and it has all the advantages of modern sound techniques. Maestro Tullio Serafin has such talented singers as Leonie Rysanek, Jon Vickers and Tito Gobbi to work with. The result is one of the more interesting opera packages which, though not in the warhorse category, should achieve sales consistent with its quality. Three competing versions available, but this one can share the interests.



#### Sacred

#### THE PEARLY WHITE CITY

Blackwood Brothers Quartet. RCA LPM-2397 (Stereo & Monaural)—This great group of religious singers has another impassioned package here with material telling of the exaltation awaiting those who achieve the celestial gates. In addition to the title song, there are "The Way of the Cross," "Sorrow Not," etc. Dealers handling sacred and religious albums know the value of this one.



#### Country & Western

#### THE SPIRIT OF HANK WILLIAMS

MGM 3955—Yet another re-packaging of some of the memorable, and a few less-known sides by the late chanter-composer. Packaged here are some weepers, like "Window Shopping," "Fool About You," and some sacred tunes like "Jesus Died for Me, and "A Home in Heaven." Like all the rest of the Williams sets, this can continue to rake in the coin from the faithful.



#### Christmas

#### CHRISTMAS CAROLS AROUND THE WORLD

Mormon Tabernacle Choir. Columbus MS 6284 (Stereo & Monaural)—The magnificent sound of the Mormon Tabernacle Choir is heard singing carols of many nations on this LP. English, French, Danish and Russian carols are represented in a highly unusual set. Besides the offbeat material, "It Came Upon a Midnight Clear," and "Here We Come A-Caroling" are among the familiar items.



#### CHRISTMAS SONGS

The Obernkirchen Children's Choir. Angel S 35914 (Stereo)—A most artful package for the holiday market. The group of clear-voiced German youngsters have a lovely, pure, light harmony sound on these carols from many lands, which include "Go Tell It on the Mountain" (spiritual); "Fum Fum Fum" (Spanish), and "Alle Jahre Wieder" (German). The cover—a painting of the children grouped around a fireplace—is particularly appropriate.



#### Sound

#### STEREO ACTION PARADISE REGAINED

Leo Addeo and Orch. RCA LSA 2414 (Stereo)—Subtitled "The Exotic Music of the Pacific," this addition to RCA Victor's Stereo Action sound series features some exceptionally attractive arrangements of a dozen familiar songs of/or from the islands. Such instruments as bass accordion, forgan, harmonica and french horn are blended with the traditional steel guitars, log drums and ukuleles. The stereo effect is spectacular. Among the tunes are "Lovely Hula Hands," "Now Is the Hour," and "Beyond the Reef."



**Religious**

**HYMNS THAT LIVED 100 YEARS**

George Beverly Shea. RCA LMP 2348 (Stereo & Monaural)—The Victor Voices and a sweeping ork accompany the great baritone on a colorfully arranged selection of beloved hymns. The titles will give a good idea—"Stand Up, Stand Up for Jesus," "Fairest Lord Jesus," "Rock of Ages," "Abide With Me," etc. A quality package that can become a standard seller.

**HYMNTIME AROUND THE BREAKFAST TABLE**

Don McNeill. RCA LMP-2325 (Stereo & Monaural)—Don McNeill has been going strong on ABC radio for 30 years or so, and one of the favorite sections of the show with listeners is the familiar "Hymntime Around the Breakfast Table." Here, host McNeill recreates that on-the-air setting with Club regulars Dick Noel, Eileen Parker and Eddie Ballantine's ork in readings of "Beyond the Sunset," "God Understands," "Teach Me to Pray," etc.

**Children's**

**RICHARD BOONE READS THE STORY OF JESUS FOR CHILDREN**

MGM SE 3971. (Stereo & Monaural)—This package has been inspired by the current release of the MGM film "King of Kings," and features a familiar name reading the Biblical stories, well written for comprehension by children. Selections from the Miklos Rozsa "King of Kings" score are heard from time to time underscoring the readings. A strong piece of merchandise that should have great appeal now and in the Christmas season to come.

**SPECIAL MERIT ALBUMS**

**Classical**

**A SPANISH GUITAR**

John Williams. Westminster WST 14138 (Stereo)—John Williams is a young classical guitarist still in his early 20's who is certain to make a name for himself in his chosen field. Originally from Australia, he now lives in London, and he has been praised for his guitar work by Andres Segovia among others. On this new recording, he demonstrates a wonderful technique that should interest classical guitar fans. He plays music by the Spanish composer Torroba and the Mexican composer Maria Ponce. Attractive cover should aid sales.

**POP LP'S**

★ ★ ★ ★  
**STRONG SALES POTENTIAL**

**★ ★ ★ ★ HONKY TONK ANGEL**

Kitty Kallen. Columbia CS 8452 (Stereo & Monaural)—Kitty sings a package of great country songs here—lending them, as the album subtitle aptly says—a city flavor. "Your Cheatin' Heart" and other Hank Williams tunes, Jimmie Davis' "You Are My Sunshine," etc., are included. Well done package.

**★ ★ ★ ★ SOFT VIBES, SOARING STRINGS**

Lionel Hampton. Columbia CS 8461 (Stereo & Monaural)—Here's a lushly orchestrated package of melodic mood music with a tasteful jazz flavor. Blending his stand-out solo work with sweet strings, Hampton provides rich, listenable instrumental treatment of "Deep Purple," "Once in a While," "Laura," "Ruby," and other dreamy oldies.

**★ ★ ★ ★ IT'S DE-LOVELY**

Les Elgart. Columbia CS 8459 (Stereo & Monaural)—Good, swinging dance music from the Les Elgart ork that should keep the college crowd happy, is spotlighted on this new album. Here again is the distinctive Les Elgart sound with fresh arrangements of a strong collection of standards. Tunes include the title song, "The Continental," "I Concentrate on You," "In the Still of the Night" and "Green-Up Time." Strong terp wax aided by a stylish looking cover, that should help sell the music of one of the few swinging young bands still hitting the one-nighter trail.

**★ ★ ★ ★ PETE KING PERCUSSION QUARTET**

Pete King Chorale and Ork. Kapp KL-1256—A pleasant program of familiar tunes, given lush arrangements through the use of extensive percussion and the Pete King Chorale. All-time favorites include "What Is This Thing Called Love," "The Trolley Song," "Ole Buttermilk Sky" and "The Surrey With the Fringe on Top." The sound is good and the disk jockeys should find a lot of programming material here. It's a thoroughly enjoyable set.

**★ ★ ★ ★ LARRY ELGART AND HIS ORK VISIONS: AMERICAN LEGENDS: A NEW LOOK AND A NEW SOUND**

MGM SE-E 3961—The Elgart band performs a specially written American suite by pianist Bobby Scott on this LP. All of the material is original, but culled from the composer's acquaintance with musical forms of the United States. There are touches of country music, the gospel accent, soft flowing folk-like melodies and hard driving rhythm. The tour is 12 tracks in length and features the leader on soprano sax and some punching piano, presumably by the composer.

**★ ★ ★ ★ TOMMY EDWARDS SINGS GOLDEN COUNTRY HITS**

MGM SE 3959. (Stereo & Monaural)—Edwards sings out with feeling and tasteful phrasing on a group of great old country or country-oriented hits. In spite of its content, package is primarily a pop item because of ork and vocal treatment. Selections include "Slipping Around," "Singing the Blues," "Cold, Cold Heart" and "Anytime."

**★ ★ ★ ★ BACK STREET**

Sound Track. Decca DL 79097. (Stereo & Monaural)—The romantic, lushly arranged score of the forthcoming Susan Hay-

ward movie shapes up as spinnable mood music for jocks. The picture should be a big one, thereby giving package added sales appeal to film fans. Score was composed by Frank Skinner and conducted by Joseph Gershenson.

**★ ★ ★ ★ THAT COUNTRY SOUND**

Jaye P. Morgan. MGM SE 3940. (Stereo & Monaural)—Miss Morgan turns her highly listenable thrashing style to a brace of the fine country songs of today and yesterday, including Johnny Cash's "I Walk the Line," a one-time single hit of some proportion for the gal. Others packaged here include "Slipping Around," "Jealous Heart," "Half as Much." Solid readings with a fetching cover shot of the gal.

**★ ★ ★ ★ THE CONWAY TWITTY TOUCH**

MGM SE 3943. (Stereo & Monaural)—A strong new album by Conway Twitty that shows off the singer's exciting style, and a flock of good tunes. The strongest of them all are "I'd Still Play the Fool," "Above and Beyond," "I Can Hear My Heart Break," "Foggy River," "Live Fast, Love Hard, Die Young," and "Long Black Train." Twitty handles them with sparkle aided by exciting band support. A solid set here that could rack up steady business.

**★ ★ ★ ★ FOLK SONGS BY JONI JAMES**

MGM SE 3958. (Stereo & Monaural)—A lovely set here by Miss James. Joni offers a dozen folk songs. The girl sings with appropriate softness, against a fine, string-filled accompaniment. Many of the songs have been adapted and retitled, but most will be immediately familiar to listeners. Some of the titles are "On Top of Old Smokey," "Greensleeves," "Danny Boy," and "Black Is the Color of My True Love's Hair."

**★ ★ ★ ★ GLENN MILLER TIME**

Ray McKinley and the New Glenn Miller Orchestra. RCA Victor LSP 2436. (Stereo & Monaural)—Dance time again with the Glenn Miller band under the direction of Ray McKinley. The Miller style is perpetuated in arrangements of both standards and relatively new material like "Night Train," "Stranger in Paradise" and "Make Someone Happy." Lorie Peters sings a few of the sides, while McKinley sings "Mack the Knife." Good for dancing and listening.

**★ ★ ★ ★ DAVID ROSE AND HIS ORCHESTRA PLAY HIS DRAMATIC MUSIC FROM BONANZA**

MGM SE 3960. (Stereo & Monaural)—"Bonanza" is a top-rated TV western series, so this package should have a ready-made audience. Rose, who composed the background music for the series, plays a group of his own themes from the show in this album. The line-up of attractive, folksy themes includes "Hoss," "Gypsy," "Legend of Sam Hill" and the title theme, which was written by Jay Livingston and Ray Evans.

**★ ★ ★ ★ EL SENOR BING**

Bing Crosby. MGM E 3890—Crosby is in good voice on this package of swingy standards, arranged and cut by Billy May and recorded by Crosby's Project Records, Inc., for release on the MGM label. The album features Latin treatments of 20 great oldies—each fine deejay programming—including "In the Still of the Night," "Marta," "Again," "Ramona" and "Cuban Love Song."

**LOW PRICED POPULAR**

**★ ★ ★ ★ LIVING STRINGS PLAY HIT MOTION PICTURE THEMES**

RCA Camden CAS 673—A collection of motion picture themes mostly from this year's better films. The Living Strings offer lush versions of "Fanny," "Maria" from "West Side Story," "La Dolce Vita" and the oldie "Fascination" from "Love in the Afternoon" among others. The set provides good listening and should be a point seller at the low price.

**★ ★ ★ MODERATE SALES POTENTIAL**

**★ ★ ★ KASSELLS IN THE AIR**

Art Kassel. Kapp KL-1248.

**★ ★ ★ THE START OF SOMETHING NEW**

Johnny Janis. Columbia CS 8474 (Stereo & Monaural).

**★ ★ ★ SWINGIN' THE JINGLES**

Sascha Burland & Ork. Riverside RLP 97515 (Stereo & Monaural).

**JAZZ LP'S**

**★ ★ ★ STRONG SALES POTENTIAL**

**★ ★ ★ ★ THE SOUND OF PAUL HORN**  
The Paul Horn Quintet. Columbia CS 8477 (Stereo & Monaural)—A highly exciting and professionally performed LP some

eight tracks from alto sax and flutist Paul Horn—his first for Columbia. The very capable saxist is supported by vibes player Emil Richards, pianist Paul Moer, and the bass-drums duo of Jimmy Bond and Milt Turner. The program is nicely varied with the fast moving tunes being played in an individualistic style that resembles the John Coltrane approach. The ballads are handled with delicacy and a touch of the exotic, especially when Horn plays flute.

**★ ★ ★ ★ STRAIGHTAWAY JAZZ THEMES**

Maynard Ferguson. Roulette 52072—Big band sounds of the Maynard Ferguson organization fill the 10 tracks of this LP. The music, written by Ferguson, is featured on a new TV series called "Straightaway" which deals with auto and sports car racing. Most of it is wildly swinging stuff that has the band blowing up a storm—just the type of thing Ferguson fans expect and admire. (Continued on page 40)

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**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

**THREE-STAR** albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential, are listed following the Three-Star albums.

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

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

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**Reviews of New Albums**

Continued from page 39

**CLASSICAL LP'S**  
★★★★  
**STRONG SALES POTENTIAL**

★★★★ **DEBUSSY: IMAGES: ESTAMPES; D'UN CAHIER; D'ESQUISSES; BERCEUSE HEROIQUE**  
Daniel Ericourt, Kapp KCL 9061—Fine performances of two of Debussy's loveliest impressionistic works by Daniel Ericourt, the French pianist. He handles the works, especially the lovely "Images" with a warm, gentle touch that brings out their all-enveloping musical flavor. The recording itself is exceptional and the set should strongly appeal to piano buffs.

**SEMI-CLASSICAL**

★★★★ **J. STRAUSS: DIE FLEDERMAUS; O. STRAUSS: WALTZ DREAM LEHAR: THE MERRY WIDOW; THE COUNT OF LUXEMBURG**  
PAUL ABRAHAM: VICTORIA AND HER HUSSAR; FLOWER OF HAWAII  
KALMAN: COUNTESS MARIZA; CZARDAS PRINCESS  
R. BENATZKY: THE WHITE HORSE INN; LEHAR: PAGANINI  
Vienna Opera Ensemble, Westminster WST 14144, 14145, 14146, 14147, 14148—These five disks contain 10 typical Viennese operettas, each show being condensed onto a single side. They represent an especially interesting group both qualitatively and quantitatively. The performances are filled to the gemutlich Viennese charm one would expect, and the sheer quantity of music packed onto each side of every

disk is a matter of wonderment. The highlights of each show are all presented. The casts, too, do a thoroughly representative job. Lotte Rysanek is a well-known singer who handles the lead roles in "Countess Mariza," "Czardas Princess" and "Paganini." Friedl Looer sings the female lead in others, such as "White Horse Inn," "Count of Luxemburg," "Flower of Hawaii" and "Victoria and Her Hussar." Among the male leads, Karl Terkel and Rudolf Christ are especially noteworthy. The Strauss-Lehar-Kalman packages are apt to sell best because of their familiarity here, but the entire series should find favor with the huge audience that retains a fondness for the old-fashioned operetta.

★★★ **MODERATE SALES POTENTIAL**

★★★ **DAVID NADIEN, PLAYS WORKS BY THE VIRTUOSO VIOLINISTS**  
Kapp KCL 9160.

★★★ **ELECTRONICS**  
New York City Ballet Company Balanchine, Westminster WST 14143 (Stereo).

★★★ **HANDEL-WATER MUSIC**  
Vienna State Opera Orch. (Scherchen), Westminster WST 14142 (Stereo)

**SPECIALTY LP'S**  
★★★★  
**STRONG SALES POTENTIAL**

**CHRISTMAS**

★★★★ **A MUSIC BOX CHRISTMAS**  
Columbia CS 8498 (Stereo & Monaural)—A charming Christmas package. These are traditional carols and hymns played on 19th century music boxes, from the collection of Rita Ford. Kudos to a fresh idea. Here is a bright holiday gift disk.

**COUNTRY & WESTERN**

★★★★ **THE GOLDEN COUNTRY HITS**  
Warner Mack, Kapp KL 1255—Mack is well-recorded here on a package of really great tunes, including "Have I Told You Lately That I Love You," "Bonaparte's Retreat," "The Wild Side of Life," etc.—every one a winner. His performances are very solid.

**CHILDREN'S**

★★★★ **A CHILD'S INTRODUCTION TO SUNDAY SCHOOL HYMNS**  
The Collegiate Chorale (Orton).  
**A CHILD'S INTRODUCTION TO PATRIOTISM**  
The Collegiate Chorale.  
**TREASURE ISLAND; KING ARTHUR**  
Sir Donald Wolfitt; Noel Harrison.  
**A CHILD'S INTRODUCTION TO HISTORICAL AMERICAN SPEECHES**  
Wonderland RLP 1444, 1445, 1446, 1447—An imaginative and interesting group of four new packages, bound to have wide application with children, particularly at the classroom level. The "Patriotism" package, following a recitation of the "Pledge of Allegiance," contains a number of familiar, stirring songs of this idiom—"America the Beautiful," "America," and the National Anthem, all done by a fine choral group. In another case, Barrett Clark and John Dirks alternately interpret a series of historic speeches—"Gettysburg Address," "Give Me Liberty," etc., in a most-inspired manner. Thirdly, two great stories for children, real classics both of them, are told with strong effect, in one of the few disk appearances for either one. Finally a set of familiar Sunday school hymns registers equally well. Much intelligent planning is going into this Riverside "Wonderland" series, and these sets are good examples.

**SOUND**

★★★★ **THE THUNDERING PIPE ORGAN**  
Richard Ellsasser, Medallion ML-7526—(Stereo & Monaural)—A truly awesome sound is produced by the organ head on this disk, said to be the largest privately owned instrument of its type in the U. S. Richard Ellsasser proves it also has musical values in performances of the "Bacchanale" from "Samson and Delilah," the "Great Gate of Kiev" from "Pictures at an Exhibition," and the "Pomp and Circumstance" march, as well as in the less gaudy selections, such as the "March of the Siamese Children" from "The King and I." Top-notch sound.

**SPOKEN WORD**

★★★★ **ROBERT RYAN READS FROM THE NEW TESTAMENT**  
MGM SE 3970, (Stereo & Monaural)—MGM, in a plan to reach all disk-buying markets with product based on the film, "King of Kings," releases this series of readings by actor Robert Ryan, at this time. The moody, swirling theme music from the picture, by Miklos Rozsa, is heard from time to time, beneath the readings from the Bible. Package can capitalize on the tie-in with the picture.

★★★ **MODERATE SALES POTENTIAL**

**CHRISTMAS**

★★★ **GESU BAMBINO**  
The Jesus and Mary Choral Group, Columbia CS 8500 (Stereo & Monaural).

**LATIN AMERICAN**

★★★ **LINDA PANAMA**  
Lucho Azcarraga, Art LA 2005.

**INTERNATIONAL**

★★★ **LIEDER DER HEIMAT**  
Various Artists, Fiesta FLP 1328.

★★★ **I REMEMBER SWEDEN, VOL. 4**  
Various Artists & Orchestras, Fiesta FLP 1329.

★★★ **BELIEBTE MARSCH**  
Various Artists, Fiesta FLP 1330 (Stereo & Monaural).

**LIMITED SALES POTENTIAL**

**POPULAR**

**THE EXCITEMENT OF PERCUSSIVE PIANO**  
Michael Grant, Internat'l Award Series AK 172, (Stereo).

**INTERNATIONAL**

**ALEXANDROV SOVIET ARMY SONG AND DANCE ENSEMBLE GREETS CANADA AND AMERICA IN HIGH-FIDELITY**  
Bruno Hi-Fi Records BR 50184.

**ALEXANDROV SOVIET ARMY SONG AND DANCE ENSEMBLE IN HIGH FIDELITY**  
Bruno Hi-Fi Records BR 50185.

**ESPANA**  
The Sinfonia de Granada (Savino) Kapp KL-1220.

**FOLK**

**SONGS OF THE CIVIL WAR**  
Smith Brothers, Internat'l Award Series AK 171, (Stereo).

**AMERICANA**  
The Charleston Trio, Internat'l Award Series AK 179, (Stereo).

**COMEDY**

**FUN WITH FARRELL**  
Charlie Farrell, Art ALP-121.

**NOVELTY**

**LIMERICK PARTY**  
Cook 1074 (Stereo).

**Reviews of New Singles**

Continued from page 34

**THE EXOTICS**  
★★★ The Gang That Sang "Heart of My Heart" — ★★★ Hotcha Mighty Knows, CORAL 62289.

**THE TRAVELLERS**  
★★★ The Bomb — ★★★ Children, Go Where I Send You, IMAGE 5003.

**CHARLES SHEFFIELD**  
★★★ Kangaroo — ★★★ I Would Be a Sinner, EXCELLO 2205.

**DIGNO GARCIA Y SUS CARIOS**  
★★★ Brigitte Bardot — ★★★ Morena, PALETTE 5083.

**SILVIO SILVERA**  
★★★ Brigitte Bardot — ★★★ Tumba Lele, BARCLAY 300.

**MERV GRIFFIN**  
★★★ The Screamin' Meemies From Planet "X" — ★★★ I've Got a Lovely Bunch of Coconuts, CARLTON 562.

**BOBBY KEENE**  
★★★ Gotta Go to School — ★★★ Angel or Devil, CORAL 62290.

**GENE SIMMONS**  
★★★ No Other Guy — ★★★ The Shape You Left Me In, HI 2039.

**ARTHUR GUNTER**  
★★★ Workin' for My Baby — ★★★ Who Will Ever, EXCELLO 2204.

**RONNIE SPEEKS**  
★★★ What Is Your Technique—★★★ Please Wait for Me, KING 5548.

**THE PARAMOURS**  
★★★ Cutie Cutie — ★★★ Miss Social Climber, SMASH 1718.

**MARGIE DAY**  
★★★ Let Me Know — ★★★ Send for Me, COED 554.

**THE SPIRALS**  
★★★ Please Be My Love — ★★★ Forever and a Day, SMASH 1719.

**MARY PETTI**  
★★★ Just for a Boy — ★★★ (Here Am I) Broken Hearted, RCA VICTOR 7949.

**JOHNNY RHYTHM**  
★★★ Wouldn't It Be Nice — ★★★ This Is It, MGM-13043.

**JO ANN CAMPBELL**  
★★★ Duane — ★★★ Mama Don't Want, ABC-PARAMOUNT 10258.

**ISLEY BROTHERS**  
★★★ A Fool for You — ★★★ Just One More Time, ATLANTIC 2122.

**THE DREAMLOVERS**  
★★★ Let Them Love — ★★★ Welcome Home, HERITAGE 104.

**WALLY COX**  
★★★ Some Wonderful Day — ★★★ Love Me With Soul, GEORGE 7779.

**JIMMY JULES**  
★★★ Talk About You — ★★★ Take It Like It Comes, ATLANTIC 2120.

**P. J. PROBY**  
★★★ Try to Forget Her — ★★★ There Stands the One, LIBERTY 55367.

**LEW ASKEW**  
★★★ Lucky Star — ★★★ Bells, PORTRAIT 105.

**THE HI-FI-DELS**  
★★★ Tricky-Tricky — ★★★ Did I Cry, ATLANTIC 2121.

**TIMOTHY HAY**  
★★★ Breakaway — ★★★ That's What Girls Are For, RCA VICTOR 7945.

**TONY & THE MASQUINS**  
★★★ Fugl Woman — ★★★ My Angel Eyes, RUTHIE 1000.

**WARREN STORM**  
★★★ I Can't Love You — ★★★ Gotta Go Back to School, DOT 16272.

**SARAH VAUGHAN**  
★★★ Great Day — ★★★ If Love Is Good to Me, ROULETTE 4397.

**JUSTIN JONES**  
★★★ Dance By Yourself — ★★★ Love (Your Magic Spell Is Everywhere), FLIPPIN 309.

(Continued on page 41)

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● **Reviews of New Singles**

● *Continued from page 40*

**RED WEST**  
★★★ Midnight Ride — ★★ Unforgiven — DOT 16268.

**ROBERT & JOHNNY**  
★★★ Togetherness — ★★ I Got You — OLD TOWN 1108.

**DICK DALE**  
★★★ Del-Tone Rock — ★★ Let's Go Trippen — DELTONE 5017.

**CHARLIE ALDRICH**  
★★★ So Long, Goodbye — ★★ Heart-break Wall — REPUBLIC 2024.

**RONNY JAMES**  
★★★ Broken Heart — ★★ Why — DEL RIO 2300.

**BOB VEGAS**  
★★★ Playboy — ★★ I Need You — INTERNATIONAL 6901.

**C&W THREE SIZR RECORD REVIEWS HOYLE NIX**  
★★★ She's Really Gone — ★★ Corn-flower Waltz — WINSTON 1059.

**LEON HOBSON**  
★★★ Ball and Chain Blues — ★★ My Friend Took My Love Away — NASHVILLE 5024.

**JOHNNY WEBB**  
★★★ Hopeless Love Affair — ★★ Broken Hearted Me — UNCAN 1005.

**WANDA & MACK**  
★★★ Coon Dog Jim — ★★ I'm to Blame — SKIPPY 122-61.

**SELVYN RAY**  
★★★ Two Orphans — ★★ I Cried All Night Again. THUNDER 1062.

**JIMMIE MADDIN**  
★★★ This Dance Is Mine — ★★ Mashin' Grapes. FAVOR 207.

**DON AND BOB**  
★★★ Good Morning, Little Schoolgirl — ★★ I'm Lost. ARGO 5400.

**ROCKY STARR**  
★★★ The Wanderer — ★★ Baby Doll. BAND BOX 277.

★★★★  
**STRONG SALES POTENTIAL**

**SACRED**

**RENO AND SMILEY**  
★★★★ Holiday Religion — KING 5554 — The country pair sells an inspirational item with spirit over traditional backing. Could interest their fans. (Tannen, BMI) (2:25)

★★★★ That Moon Is No Stopping Place for Me — Another sacred effort is handled well by the duo and it, too, should be appealing to their followers. (Louis, BMI) (2:30)

folk effort nicely and it may have appeal in the market. (3:06)

★★★★ Old Blue — The old folk tune is handed an interesting reading by the young folk singer. Listenable wax for the market. (2:32)

**INTERNATIONAL**

**MO. G. MONESE**  
★★★★ La Campana Di San Diusto — VESUVIUS 1036 — Recorded in Italy, this side is a spirited performance, in march tempo, with fine voices. (BIEM) (2:10).

★★★★ La Leggenda Del Plave — Recorded in Italy, this, like the flip, is spirited and fresh in sound and performance. (BIEM) (2:30).

**FOLK**

**JOAN BAEZ**  
★★★★ Banks of the Ohio — VANGUARD 35012 — Folk singer Joan Baez handles this

**LIMITED SALES POTENTIAL**

**POPULAR**

**BILLY BOY BARTON**  
Monkey Business — Blue Lover — GULF 1001.

**JESSE LEE**  
Calypso Johnny — Kissin' in the Doorway — FOXIE 7002.

**MIKE CAHILL**  
Angel — Let Me Go, Lover — FOXIE 7001.

**JIMMY McLAINE**  
Lonely Heart — Rain Fallen — BERKELY 90

**JOE HALL**  
Calypso Blues — A Delightful Time for Two — STERLING 221.

**KELLEY NORWOOD**  
Too Soon — The Doodle Song — ACCENT 1072.

**BILLY SNOW**  
Soft and Tender — Someday Baby — KOOL 1013.

**EDDY LEE QUINTETTE**  
You Came a Long Way From St. Louis Cha Cha — September Song — EVE 9001.

**Bullish Midwest Singles Sales**

● *Continued from page 2*

with LPs "very big." Business is generally good, he noted — much better than last year, which he said was "sad."

Bill Taylor at Sandel Distribut-

**WITH THE COUNTRY JOCKEYS**

● *Continued from page 12*

time extended from 7-10 on Saturday nights to 7 to midnight. "Record service has improved," says Mike, "but still need more." "Good reaction in this area on Harlan Howard's 'We're Proud to Call Him Son.'"

With Station KUBE, Pendleton, Ore., now on a full-time country music footing, deejay Gary Williams is spinning c.&w. platters seven hours a day. With the heavy scheduling, Williams says he is finding himself short of spinning material and asks the co-operation of the diskeries and artists to keep him supplied with records. He promises a good showing to all records received. Another plea for records comes from Buddy Wright, who whirls the c.&w. matter over WSIV, Pekin, Ill. His service on records has been mediocre from all labels, Buddy complains.

ing said business was "spotty, but good." LPs, however, were holding up the sales picture, he felt. "A few years ago, a hit (single) out here ran about 30,000 or more. Now we don't project anything for a potential hit, and sales of 5,000 is enough to get a tune into the top 10 in the Minneapolis market." Taylor felt the Twin Cities was not really a blues market—a tune has to be pop or r.&b. to make it.

R. H. Sarenpa, Coda Distributing, was likewise optimistic about the fall. April to June was pretty bad, he said, but from August on, we've had good business. LPs are doing very well, according to Sarenpa — "biggest ever — with singles about even with last year." Sarenpa felt an excess of singles product was hurting this end of the business.

Gene Patch at Columbia Midwest said that dealer buying for fall stock was very heavy and there was every indication this would be a "banner year." Columbia of course has "Big Bad John" which is keeping its singles business healthy, and of course on LPs its "Mitch," who currently has a modest 11 albums in BMW's "Top LP" category — more than any other single artist.

In Milwaukee, dealers were unanimous that sales were strong — both for singles and LPs — with last week being the first slow week this fall, due to torrential rains which turned the city into a veritable Noah's Ark.

Least encouraging of the Mid-

**LABEL-DEEJAY PROMOTIONS**

● *Continued from page 12*

currently scoring with her Bista waxing of "Let's Get Together" from the Disney pic "The Parent Trap." According to the record company, both tunes became national hits through this station's efforts. Deejay Dick Smith at WORC played the Hayley Mills tune from the "Parent Trap" soundtrack album. Due to the numerous phone call requests that poured in, Vista Records cut a single of Miss Mills' rendition. The platter went on to break big all over the country. The identical situation occurred with the Dave Crockett disk.

**SEEN AROUND THE STATIONS:** Matt Monro, British recording star, is visiting the deejays at WINS and WMGM, New York, these days to promote his latest single spinning here on the Warwick label and tagged, "Why Not Now." The chanter is currently making his New York night club debut at the Roundtable, a noted New York nitery. Next Monro moves on to Philadelphia and Windsor, Ont. . . . Father Joseph Dustin, whose Riverside album "Songs Father Taught Me," is garnering a lot of attention, has been making the rounds of the jockeys in major cities in an effort to give his initial LP a further boost. So far, Father Dustin has covered St. Louis, Cleveland, Detroit, Cincinnati and Chicago, where he did a tie-in with the Windy City's Polk Brothers chain. Father Dustin is working the promotion tours between his regular duties at Detroit's Holy Redeemer Church. Upcoming junkets include personal appearances in Los Angeles, Philadelphia and New York.

**CAPITOL AIDS SAVE DRIVING:** Roger Karshner, sales manager for Capitol Records in Pittsburgh, has set up a promotional tie-in with the local Safety Council, Radio Station KQV, and the Texaco Gas Company, in connection with Jerry Keller's Capitol waxing of "Be Careful How You Drive, Young Joey." The deejays at KQV are asking the listeners to write in an answer to "Why Joey should be careful driving." The winning letter will receive the grand prize of a Capitol stereo phonograph plus 200 gallons of gas. Other prizes include various Capitol LP's.

**SESAC'S CHRISTMAS "DRUMMERS" LP:** A special Christmas "Drummers" album, designed to meet the holiday programming and sales needs of the nation's broadcasters, will be released by SESAC this month. This latest package in the "Drummers" series contains 24 individual cuts for programming from Thanksgiving through New Year's Day. Included are station promos and ID's, time and weather signals, holiday-spirited instrumental backgrounds and a wide assortment of commercial intros. The "Drummers" LP's are sold in conjunction with the SESAC Recordings LP Program Service and are offered on an exclusive basis to one station in each market.

western reports came out of Chicago where dealers said sales were a little slow. Andy Anderson at Record Center felt that part of the reason was that singles no longer stay in the top 100 for any length of time. The turnover is so fast that it is hard to keep all new records in stock.

Anderson pointed out too that about one-third of the teen-age customers were pre-sold and knew which records they wanted before even coming into the shop. It's hard to interest them in a record they haven't heard before or know nothing about, he noted.

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**Jimmy Jules**

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IT COMES / YOU**

#2120

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**The Hi-Fi-Dels**

**TRICKY-TRICKY**

#2121

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b/w Mary Jane

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## ITALY

## New Canzonissima Format Features Previously Unpublished Melodies

By SAM'L STEINMAN

Piazza S. Anselmo 1, Rome

An entirely new program formula will mark the 1961 "Canzonissima" competition, in which RAI-TV combines with a national lottery with a first prize of \$240,000. Instead of using songs already popular, the event will take on the semblance of a super-festival with 56 hitherto unpublished and unheard songs by Italy's top composers and lyricists, sung by the leading recording artists. All record companies are participating in the event with their top personalities and arrangers. Purchasers of lottery tickets will have the

right to vote beginning with the Tuesday, October 10, program through the semi-finals. The final winners announced on Tuesday, January 6.

Two special programs devoted to old-time and modern favorites will be part of the series, but these will be presented out of competition. Cetra, for example, has assigned its three top names, Milva, Claudio Villa and Tonina Torrielli to the event. The former will do "The First Morning in the World" by DeSimone-Gentile; Villa will offer his own work, "Night Alley," and the latter will do "Our Summer" with words by Lena Corni and music by E. Di Lazzaro. RCA Italiana has placed its five top-liners into the event: Miranda Martino will do Nico Fidenco's latest composition, "Press My Hand"; Julia de Palma will sing one by her composer husband Carlo Lanzi "Night on the Volga"; Maria Monti sings "I Am Not Pretty" and "I Am One Part and You the Other," and Gianni Meccia with his work composed with Franco Nigliacci, "Your Last Letter."

Lilly Lembo will emcee the new "Jazz in Italy" series on Italy's second TV channel which opens November 4. Nine combos will be the featured groups with Gian Vittorio Baldi as program chief.

RCA Italiana's latest are Elvis Presley, "Something for Everybody," Neil Sedaka's "Little Devil" and Sergio Centi with "The Girls of Italy." . . . New film directed by Stefano Canzio called "The Most Beautiful Songs in the World" will be a cavalcade of music of last 20 years.

Peppino di Capri, Nico Fidenco and Little Tony are all in another new film, "Golden Fish and Silver Bikinis." . . . Ricordi's Emilio Pericillo had his biggest film break when he was chosen to sing the 1961 San Remo winner, "Al di La" in the Warner Bros. film, "Lovers Must Learn" which was on location in Stresa. . . . Ricordi is also releasing the original track of "Guns of Navarone."

Julia de Palma will topline the October opening of Gorni Kramer's Olympia in Milan. . . . Fonit has Domenico Modugno's songs from "Rinaldo on the Battlefield," the new hit musical which he wrote with Garinei and Giovannini.

## AUSTRALIA

## Sun Label Roars Down Under

By GEORGE HILDER  
19 Todman Ave., Sydney

ARC announced that the first release on the Sun label in Australia will be "Stick Shift" by the Duals, also Gene Pitney's "Every Breath I Take" on Musicor is to be rush released on United Artists mid-October.

Australia will be celebrating the 20th anniversary of "Gone With the Wind" in October. There is great activity among the record companies to release the main theme by Victor Young. Festival

## EIRE

## Reprise Issues First Singles

By KEN STEWART  
Dublin Evening Mail

First titles on Pye's newly acquired Reprise label were released on September 20. They are "One More Time" and "Back in Your Own Backyard" (Sammy Davis); "Granada" and "Curse of an Aching Heart" (Frank Sinatra), and "Mandalino" and "Sleepless Nights" (Tony Williams). First batch of Reprise LP's are expected to be issued next month.

George O'Reilly, sales manager of Irish Record Factors, a close friend of Bing Crosby, recently recorded a 30-minute interview with the singer. Radio Eireann broadcast the interview twice within a few days. . . . Willie Brady, the U. S.-based Irish ballad singer whose "Songs of Freedom" (Avoca) has been one of the country's best selling albums for over a year, flew in for a short vacation. His most recent LP, "Irish Humorous Songs," was just released. . . . "Downbeat Club," the Republic's only radio beat show, emceed by Noel Andrews, is regularly using various tracks from the soon-to-be-released Elvis Presley long-player, "Something for Everybody."

## BBC Ban

"On the Road," a song recorded by Irish ballad singer, Teresa Duffy, has been banned by the BBC. This marks the second occasion that a waxing by Teresa has been banned. A spokesman for the BBC said: "The song is political propaganda advocating the end of Irish Partition. We do not as a matter of policy allow political propaganda in music." Almost a year ago two songs from the singer's LP, "Songs of Freedom"—"Roddy McCorley" and "Kevin Barry"—were banned.

In November, 1960, six Irish songs, recorded on Beltona by the Emmetones, were put on the BBC restricted list "on the grounds that they would cause religious or political offense." They were: "Bold Robert Emmet," "Father Murphy," "Johnson's Motor Car," "Erin Go Bragh," "The Fenian Brotherhood" and "Man of the West."

Glenside Records, an Irish company who hitherto have been releasing singles only, are now considering the possibility of cutting albums.

Sean McManus, a singer from County Cavan, has cut the first two disks being issued by Melvin, a newly formed record company.

## Warwick to Issue British Hit

• Continued from page 23

Pye. EMI covered the number with the Vernon Girls (Parlophone). Though "Sucu, Sucu" had entered the charts via Laurie Johnson (Pye), EMI covered the number with the Joe Loss ork (HMV). Tune has gathered seven versions:

## New Zealand News

• Continued from page 23

hit by the Highwaymen with both showing up on all charts on alternate weeks.

The visiting Everly Brothers have made this the best tour by U. S. artists ever for Miller Associates. Graham Dent, of that organization, informed BMW that they have sold out right through the country and their first concert here in Auckland was a great success. HMV signed the local group, The Southerners, to a record contract. First disk, "Michael." HMV has also taken over distribution rights to release Spotlight and World Pacific.

Teddy Bennett (local lad with big hit, "Clap Your Hands") has a good follow-up in "You Don't Know What You've Got." It could easily make the charts. . . . La Gloria has a strong release in these U. S. offerings, Dean Evans singing "Why Don't They Understand," Wes Farrell doing "Willie and the Hand Jive."

London's two certainties are "Hurt" by Timi Yuro and "Take Good Care of My Baby" by Bobby Vee. Parlophone's chart maker Matt Monro is sure to sell with "Why Not Now." . . . Top Rank is hot with Bobby Rydell's "The Fish" and Freddy Cannon's "Transistor Sister." . . . Mercury has Clyde McPhatter's platter "I Never Knew," and RCA is offering Tommy Tucker singing "Return of the Teenage Queen."

## Mexican Newsnotes

• Continued from page 23

Mexican string ensemble. . . . Camden ordered two more LP's by Chucho Zarzosa and his orchestra to be recorded at the studios of RCA Victor Mexicana.

Willy Buerckle, promotional manager of Peerless, left for a six-week trip to South America. He is especially interested in South American hits to be promoted in Mexico through his catalog. He will be back on December 1. . . . Marcia Del Rio, composer, singer, TV actress and script writer for films, arrived from her native Venezuela and will settle for a long time.

Thomas Munoz, sales manager of Gama-Hispavox, off to Central America on a visit to his distributors. . . . Mexican ranchero singer Jose Alfredo Jimenez will make his New York debut on November 23. . . . During the last week, Budd Dollinger, promotion manager of Cadence, was vacationing in Acapulco. He is considering the possibility of giving the Mexican distribution of his catalog to Gamma-Hispavox.

released in the States on Capitol, has cut two new numbers, "Bufalo" composed by Ashcroft and "The Gambler" by Johnny Devlin, to be released late October on local Columbia.

RCA is to be congratulated upon releasing Sam Cooke's "Feel It" within a week of the American release. Already disk jockeys are plugging this platter into the local charts.

The Warner Bros. album "Gang Songs" sung by Bing Crosby, released in the States in a two album package, has been released singularly on Warner's label by ARC in Australia. The first disk was issued four months ago, and proved a successful seller. Now ARC has scheduled Vol. 2 for October release.

two vocal, Nina and Frederik (Columbia from Carousel), and the Polka Dots (Philips); and three instrumentals: Ted Heath (Decca), Johnny Gregory (Fontana), Ping Ping and Al Verlaine (Oriole). . . . Decca called a national sales staff conference to launch its new Ace of Hearts low-priced series. . . . EMI is beginning a large advertising campaign in the national press to get over its new Encore low-priced line to consumers not normally exposed to record exploitation; it will continue through October and be resumed in December for the pre-Christmas buying. . . . Disks moving chartward include Duane Eddy's "Drivin' Home" (London), Ral Donner's "You Don't Know What You've Got" (Parlophone), Nina and Frederik's "Longtime Boy" (Columbia), and the Ping Ping-Al Verlaine "Sucu, Sucu."

British Decca's London label added three more current U. S. chart items to its releases last weekend. They included the first Jose Jimenez title, "The Astronaut" (from Kapp). Others were Troy Shondell's "This Time" (Liberty) and the G-Clef, singing "I Understand" (Terrace).

After a delay, Sandra Dee's "Tammy Tell Me True" has been issued (Brunswick from U. S. Decca). . . . Among Decca's British talent, Jess Conrad has covered "Every Breath I Take."

Ray Charles had two British releases. EMI issued his current U. S. title "Hit the Road, Jack" while Decca put out "I Wonder Who" (London) one of the backlog made available through Charles' old contract with Atlantic. . . . Other EMI issues included one of the disks German singer Conny cut here this summer—"No One Can Tell Me I'm Too Young" (Columbia).

## Spanish Newsnotes

• Continued from page 23

tis. "Vagabundo" penned by Chano Montes and Jose Del Amo was voted in the fifth place and Carlitos Romano with Ramon Caldach performed two different renditions of the new song. Italy hit sixth place with "Tu sei Brutta" written by Donida and Mogol. Famous Italian crooner Jimmy Fontana and the "new wave" star Giorgia sang the tune.

Los Rivero from Cuba are having great success in Spain. . . . Andy Russell came from Mexico to do a one-week engagement at "Pasapoga," and Los Cinco Latinos were fawelled by Philips with a cocktail after more than a year of touring Spain and France.

A rendition of "Moliendo Cafe" recorded by "Alegre" in New York with Charlie Palmieri and his Charanga on tape. . . . Neil Sedaka singing "All the Way" launched by RCA. . . . Same label released "Little Sister" and "His Latest Flame" by Elvis Presley. . . . Odeon will launch "Enamorada," "La enorme distancia" and "Moliendo Cafe" sung by Lucho Gatica, the Chilean star who records in Mexico (Musart). "La Novia" will come out here soon with Dean Reed on Capitol. Alfonso and Fernando, local young team, will record in Spanish the Highwaymen's hit, "Michael."

## Visitors

Bernard Ness from RCA flew to New York. He seems to have almost ready a pact to press Warner Bros. material in Spain. . . . Johnny Camacho came back from California and took back his place as director of RCA. . . . Bill Caram, noted radio MC, long connected with WRUL, New York, soon will become executive of a big record company here. . . . Robert Weiss from Warner Bros. plans a visit to Spain soon in connection with the launching of its releases here.

You'll hear the clink of gold!

**'GYPSY WOMAN'**  
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STATEMENT REQUIRED by the Act of August 24, 1912, as amended by the Acts of March 3, 1933, and July 2, 1946, and June 11, 1960 (74 stat. 208), showing the Ownership, Management, and Circulation of Billboard Music Week, published weekly at Cincinnati, Ohio, for October 1, 1961.

1. The names and addresses of the publisher, editor, managing editor, and secretary are: Publisher, R. S. Littleford Jr., New York, N. Y.; Editor, Sam Chase, New York, N. Y.; Managing Editor, Paul Ackerman, New York, N. Y.; Secretary, J. W. Ross, Cincinnati, Ohio.

2. The owners are: The Billboard Publishing Company, 2160 Patterson St., Cincinnati, Ohio; Mrs. Marjorie D. Littleford, Ft. Thomas, Ky.; J. W. Ross Sr., Trustee, Ft. Thomas, Ky.; R. S. Littleford Jr., Port Washington, N. Y.; W. D. Littleford, Roslyn Estate, N. Y.; Jane L. Stegeman, Ft. Thomas, Ky.; Marjorie L. Ross, Ft. Thomas, Ky.; Estate of Mariana W. Littleford; L. M. McHenry, Ft. Thomas, Ky.

3. The known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None.

4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was: 21,160.

Sworn to and subscribed before me this 20th day of September, 1961.

(Seal)

JOHN W. ROSS, Secretary.  
LEROY V. JOHNSON  
Notary Public, Hamilton County, Ohio.  
(My Commission expires March 14, 1963.)

# MMOA Officially Disbanded

By CAMERON DEWAR

BOSTON — The Massachusetts Music Operators Association, formed in March 1955, was officially disbanded this week at a meeting in the Boston Club with only a handful of the once-strongly supported group in attendance. President Cyrus Jacobs pronounced the verdict and said that lack of interest was responsible for the move.

It was decided among the few remaining members that there appeared to be no further reason for the association's existence since they could see little sense in a few persons "carrying the ball for the music industry."

The final blow to the group was the recent merger of a number of local firms with the American International Bowling Corporation, headed locally by David J. Baker, former president of MMOA. The organization was originally formed under the name of the Eastern Massachusetts Music Operators' Association with the operators of Worcester County joining to bring the total strength to nearly 100 firms.

### Dime Play Drive

The MMOA, with the late James Geracos as its president, Phil Swartz as vice-president, and David Baker as treasurer, began by waging a vigorous campaign for

dime play. This was successful and the group went on to other endeavors including charity drives and other promotions.

In 1959 the name was changed to the MMOA, which fought a courageous, but losing battle against the heavy fee assessed against juke boxes by the city of Boston. A great deal of money and effort was expended but the city won its case.

At this point a number of members became disheartened and dropped out. Meetings became fewer and fewer, until this week Jacobs, Dave Gropeman, vice-president and Arthur Sherman, executive director, officially disbanded the association.

### Other Groups

But although the group located in Boston went under, others in New England still flourish. The Western Massachusetts Music Operators' Guild, headed by Ralph Ridgeway in the Springfield area, continues to function. John Lazar of Manchester, N. H., president of the New Hampshire Music Operators' Association, reports a healthy interest by coinmen in the area.

In Maine, the operators' group there formed some eight months ago and is growing in enthusiasm every day, according to reports. Al Sharpe of Portland, treasurer of the association, says it is the

best thing that every happened to the industry in the State.

The operators are happy with the set-up and already it has brought about a harmony they never believed possible. Sharpe says it is an organization with teeth which does not hesitate to use them for the benefit of everyone in the association.

## Can Can Game By Bally Has Pick-A-Play



CAN CAN

CHICAGO—Bally's new in-line game Can Can has the firm's familiar Red Letter feature plus a new "four-ways Pick-A-Play" addition.

Under Pick-A-Play, players can concentrate coin play in special features or advancing scores or distribute play between scores and features by pressing various buttons. A new fourth button now permits players to concentrate on lighting the red or yellow super-section panels, increasing scores for balls shot into these sections.

The Red Letter feature, first popularized in County Fair, has been one of the most consistent money-

(Continued on page 52)

# Two-Sided Hits Double Disk Mileage & Mfrs'. Revenue

• Continued from page 2

the wave of success. Then, because the flip may have received a flurry of the early action, he will later go all out on the second side to make it a hit. This, of course, can save recording costs involved in producing a new record. In other words, they can get more sales mileage out of one disk.

### Double Mileage Disks

Perhaps a leading example is the Chordettes' "Never on Sunday," a chart rider for 12 weeks. Only after this had run its course, did the flip "Far Away Star," begin moving. It has been as high as 90 on the "Hot 100" and is still being reported. Another case is that of Timi Yuro, whose "Hurt" reached the top five. "Hurt" has now dropped from 31 to 62 in the past week while the flip, "I Apologize," has hit the chart for the first time this week at 94.

Jackie Wilson's "Year From Now," which reached as high as 37 a few weeks back, has now dropped off the chart, while the flip, "You Don't Know What It Means," moved from 88 to 80 last week. In yet another case, Brook Benton's "Frankie and Johnny" got up to 20 but dropped from 44 to 75 this week. Meanwhile, the flip, "Just a House Without You," has taken over, moving from 76 to 60 in the past week. Billy Vaughn's "Berlin Melody" was the first side

of his current release to hit, moving from 98 to 91 last week. However, the flip, "Theme From 'Come September,'" took over this week at 86.

### Two-Sided Stars

There are other examples as well. In addition, a number of artists are enjoying simultaneous two-siders. Among these with either two sides on or one on and the other getting strong territorial action are, Connie Francis, Brenda Lee, Ricky Nelson, Bill Black, Fats Domino, Floyd Cramer, Elvis Presley, Roy Orbison, Dion, the Everly Brothers, Paul Anka and Ral Donner, easily the greatest number of two-siders in recent memory.

Among the tunes with at least two successful current versions are "Moon River," Henry Mancini and Jerry Butler; "Sad Movies," Sue Thompson and the Lennon Sisters; "Take Five," Dave Brubeck and George Cates; "Rock-a-Bye Your Baby," Aretha Franklin and Judy Garland; "Theme From 'Come September,'" Billy Vaughn and Bobby Darin; "The Strut," Johnny Mandel and the Frank Moore Four; "For Sentimental Reasons," the G-Clefs and the Spaniels; "God, Country and My Baby," Chico Holiday and Johnny Burnette, and "Berlin Melody," Billy Vaughn and Kury Edelhagen.

# Bally's 33-Column Smoke Vender Due

CHICAGO—Bally Manufacturing Company will introduce a new 33-column cigaret vender at the forthcoming National Automatic Merchandising Association convention to be held here October 28-31.

The move reaffirms Bally's recent declaration that it was "embarking on a program for intensified development of new types of vending equipment," following the election recently of Ray Moloney Jr. to the position of executive vice-president by the board of directors. Bally's highly reputed coffee machine had previously been purchased by the Seeburg Corporation.

Big feature in the new all-electric vender, according to Bill O'Donnell, general sales manager, is the built-in ease of operation. O'Donnell said that unique tilt-out design of the column racks permits un-

usually rapid loading of all columns.

### New Construction Method

He said that service was also simplified by a new "unit construction" method, permitting removal of complete parts such as coin mechanism, control panel, selection panel and match dispenser.

Vending is on the first-in-front-out principle, with all columns active, and no shift columns used. The machine vends at any three consecutive prices from 5 cents to 75 cents. Price change is simplified with no jack plugs used. The Vender also has a new Pilfer-Proofing system.

The unit is modern, set in a smartly styled cabinet, measures 35 inches wide, 20 inches deep and 49½ inches high, and will be available in a variety of colors.

# Seeburg Realigns Engineering Staff

CHICAGO—Seeburg last week announced a realignment of its vending division engineering staff, and moved to kill speculation that arose when two of Bally Manufacturing Company's longtime engineers joined Automatic Canteen Company of America (BMW, September 25) following Seeburg's purchase of Bally's coffee machine.

Leonard Gross, vice-president of Seeburg's vending division, said the news of the departures had created an "apparent misunderstanding in the minds of many vending operators."

Gross said that Seeburg had been successful in keeping all the key men in the Bally coffee vender manufacturing operation intact as a team.

### Key Men

"John Britz, production manager, and Bob Breither, service manager, were the two key men in the coffee vender manufacturing division, and they are both with us," Gross said.

"They have tremendous knowl-

edge of both the engineering and production backgrounds of our newly acquired products and were a factor which made our acquisition doubly valuable.

"With John Stewart, general manager; Dave Howle, sales manager; Carl Knippel, purchasing agent, and Bob Lawrence, office and accounting manager, we have maintained intact the full nucleus of the company," added Gross.

The speculation referred to by Gross apparently arose following news that Don Hooker and Bud Breitenstein, well-known heads of Bally Manufacturing Company's engineering department, were joining Automatic Canteen Company of America.

The news came just weeks after Seeburg had purchased Bally's coffee vending interests. Hooker had been chief electrical and development engineer and was best known for his work in developing Bally's long line of pinball games. Breitenstein was known for his work on the Bally coffee machine but was

also responsible for tooling and production and worked with Hooker on the firm's game line.

In clarifying the move, Gross noted that Seeburg was not "interested in Bally's pinball people but was successful in keeping all of the key men in the Bally coffee manufacturing operation."

Announcement of the realignment of the vending division's engineering staff came from G. R. Kelly, executive vice-president of Seeburg. Heading the set-up will be Mahlon W. Kenney, vice-president in charge of engineering.

J. C. Kiefer was recently appointed chief engineer in charge of the merchandise vending engineering division. Directly under his supervision are three section engineers: O. J. Schwertfeger, cold drink and coffee machines; R. F. DeSohn, cigaret, candy and package vender machines, and Herman Jensen, coin equipment, credit and selecting systems.

A. G. Bodoh is chief engineer (Continued on page 52)

# Automatic Canteen of America Coin Stock Firm; \$1 Per Share Possible

CHICAGO—Automatic Canteen Company of America stock stood firm in an otherwise declining market last week, following a favorable earnings prediction for the year by Frederick L. Schuster, board chairman.

Schuster told Dow-Jones it is still possible that Canteen will earn \$1 per share for fiscal 1961 ending September 30, and that with the economy improving, earnings could reach \$1.50 a share in 1962.

Net for fiscal 1960 was 73 cents a share.

### Long Range

Several long range profit-making factors, said Schuster, held earnings back for the year: rapid foreign expansion, a 35 per cent increase in research spending and the initial expense of putting bill changers and

background music units out on long term lease.

The background music and bill changer program has been a continually expanding effort being carried out by A C Automatic Service, newly formed service vending division of Canteen, under the direction of Joel Kleiman.

Schuster also noted that Canteen is experimenting with vending in a discount store, a drugstore, a supermarket, a resort, and a railroad station.

In the near future, the company will set up machines for its first automated hamburger stand, Schuster said, predicting that retailing is going to go through a revolution in the next two or three years, and more automatic retailing is inevitable.

# USSR SETS STATE TRUST TO CONTROL COIN TRADE

EAST BERLIN—The Soviet Union has established a State Trust to manufacture, purchase, and operate coin machines—"Automattorg," which translates as "automatic machines trading organization."

The more knowledgeable Communist coin machine experts here say "Automattorg" is designed to be a Red version of Automatic Canteen Corporation of America.

It will "manufacture, import, and operate" all coin machines in the Soviet Union. Automattorg will also operate through subsidiaries in other Communist bloc countries, primarily as a trading organization.

The Soviets, in forming Automattorg, have eliminated the "class barrier" separating vending machines from phonographs and games. "Ours is a classless society," a Red coinman here cracked. "We don't recognize class distinctions in coin machines any more than in people. A coin machine is a coin machine, each machine to be employed according to its function and need."

Sources here said vending machines are receiving priority attention, but that Automattorg is authorized to manufacture, import and operate phonographs and games as well.

Phonographs of varying origins are now in operation in Moscow, Leningrad and other major Russian cities. The first games have also made an appearance in Moscow—vintage pinballs.

Boris Bocharov, the Soviet Union's leading coin machine expert, heads the new coin machine trust.

# Mo. Bulk Assn. Elects Execs

By JOHN HICKS

ST. LOUIS—Members of the Missouri State Bulk Vendors Association adopted a model of the National Vendors Association by-laws, elected officers, set up dues schedule for membership and decided as an organization to become a member of the Chamber of Commerce of Metropolitan St. Louis at a charter meeting here Sunday (1).

Jason Koritz, of Marjay Vending

Company, who had been serving as acting president since the Association was formed, was elected president at the packed-agenda meeting. Bernard K. Bitterman of Kansas City, honorary president of NVA, was selected vice-president, and Ted Mueller was picked as secretary-treasurer.

Board members selected by the group were bulkmen Sam Phillips, Irving Katz and Gifford Tiffany. Jane Mason, executive secretary of NVA and sales manager of Leaf Brand, Inc., presided at the election phase of the meeting.

In addition to operators in the bulk vending industry, William H. Curran, sales manager of the Chamber of Commerce, and Rolfe Lobell, Leaf Brand vice-president in charge of sales and a member of the NVA board, also attended the luncheon meeting at the Holiday Inn Motel (South), 3660 South Lindbergh Boulevard, Sunset Hills (a St. Louis municipality).

Curran spoke generally on benefits the Association could receive from Chamber membership. Mrs. Mason and Lobell, who also addressed the group, joined the Association as associate members.

Koritz welcomed the group, and at the outset said the bulk vendors that should be at the meeting were not in attendance. He hit at the complacency of bulkmen, pointing out problems confronting operators in some States. Although Missouri plans no legislation which may adversely affect bulk operators, Koritz said what has happened in other States could happen here in the future. He said the Association would be an asset in combating any proposed restrictive for prohibitive legislation.

### Hits Complacency

Lobell told of NVA's beginning at a time of "great crisis" in the early 1940's, when problems of health and taxation and many other things were "biting away at the industry." The federal government had classified bulk machines as slot machines and proposed a

\$10 per machine tax, he said. If this had gone through, it would have meant the end of the industry, he asserted.

Officials at Leaf Brand called some of the nation's largest operators together for a meeting, he continued. The supplier firm contributed \$15,000 and another \$10,000 in personal service, and operators gave amounts up to \$2,500 to fight the proposed legislation, Lobell related. About \$30,000 was spent but the effort was successful.

### NVA Role

The National Vendors Association and its general counsel now have had a great deal of experience in successfully handling individual cases, he stated. Most of the problems today are in the realm of taxation rather than those already licked, Lobell continued. NVA, he declared, is in a position where it can do the industry as well as individual operators a lot of good. He also reported on problems, both recent and current, which confront operators of some States.

Lobell also touched on developments in the bulk field over the years, including multiple vending. Operators, he declared, must have vision and courage to go in and make a location. He said this requires something no one else can give—willingness to work. He added that from talking to bulkmen while here, it would seem that the industry in the St. Louis area has not been scratched.

Before the Missouri State Association of Bulk Vendors voted to become affiliated with the Chamber of Commerce, Curran stated that the staff of 40 persons could be of service to the operators.

### Chamber Benefits

The Chamber offers many benefits and advantages, he said. Some of these were listed as on-the-scene, effective representation before State and local legislative bodies, positive publicity for business policies and programs, selective public relations and advertising counseling, invaluable publications focused on metropolitan economic growth and trends.

He distributed material designed to assist businessmen, large and small. The material included a tax calendar with dates certain taxes have to be filed, approved charities, watchdog report for business on legislation and taxation in all governmental levels and others.

Curran said the Chamber's legislative committee provided an opportunity for members to present their argument against proposed legislation they thought would be detrimental to them. If the committee decided such a problem, although affecting only bulk vendors, was harmful to business generally, the Chamber would work to protect their interests, he said.

### Dues Set

The Missouri State Bulk Vendors Association set dues for membership at \$20 a year, starting September 18—the date it was chartered by the State as a non-profit organization. Dues for non-voting, non-office holding associate membership also will be \$20 a year, the group decided. Koritz pointed out that dues were tax deductible.

The Association voted to meet next month and once every two months thereafter.

# 'Rocky,' 'Bullwinkle' & Friends Star on Charms as Well as TV

NEW YORK — Bob Guggenheim, president of Karl Guggenheim, Inc., charm manufacturer, announced that his firm has entered into a royalty agreement with the promoters of "Rocky and His Friends," kiddie television favorite.

Next week, Guggenheim will introduce a new ring series, based on the television cartoon character. The flicker picture rings will feature "Rocky, the Flying Squirrel," "Bullwinkle the Moose," "Boris Badenov," "Dudley Dought the Mounty," "Mr. Peabody the Dog" and "Sherman," a boy who is on speaking terms with the others.

In getting the royalty deal for "Rocky and His Friends," Guggenheim is aligning himself with one of the hottest children's properties going.

### Major Networks

"Rocky and His Friends," appearing over ABC-TV, 5:30 to 6 p.m., Tuesday, Thursdays and Saturdays, is viewed in 150 markets. "Bullwinkle," using a Rocky character for its star, is beamed to 200 markets 7-7:30 p.m., Sundays, on NBC-TV.

In addition, General Mills, sponsor of the ABC show and co-sponsor with Ideal Toy of the NBC show, is working with the Treasury Department in promoting Defense Bond Savings Stamp Clubs. Rocky is the chief salesman for the clubs, and membership cards bearing Rocky's picture are issued to the participants.

Also, Rocky is promoted on

## Alan Rake Engaged

PHILADELPHIA — Alan Rake of Rake Coin Machine Exchange announced his engagement to Sandra Myers of Washington Saturday (30). A party was held in the couple's honor in Philadelphia. A February wedding is being planned.

cereal boxes of General Mills products.

Guggenheim feels that the popularity of the Rocky crew will be evidenced in the sales of the charm line.



Write for price list and full sample line.

**Karl Guggenheim**  
INC.

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### BULK MERCHANDISE

	Pack	Per
	Lbs.	Lb.
Cashews, 450 ct., whole	30	65
Mixed Nuts	30	55
Spanish Peanuts	30	31
Virginia Split Peanuts	30	35
Rainbow Peanuts (Candy)	30	28
Boston Baked Beans	30	28
Licorice Lozenges	30	28
Confection Mix	30	28
Jumbo Pistachios, Red	30	80
Medium Pistachios, Red	30	70
Small Pistachios, Red	30	60
Leaflets (M&M Style Candy)	25	37
Tummy Jelly Beans	30	27
Candy Corn	30	25
Hersheyettes	25	47
Chiclé Base Cub Chicks 520	30	42
Chiclé Base Cub Chicks 320	30	42
Rainbow Tabbies 520	30	42
Sugar Peas (Bulk Candy)	24	40
Malfettes (Ball Style, 100 Ct.)	15	35

### CHARMS—BIG MIXES

Rake Deluxe	\$ 8.95 per M
Rake #2 Mix	6.75 per M
Rake All Plated	4.50 per M
Rake Deluxe Ring Mix	12.50 per M
Rake Plastic Mix	1.75 per M

BALL GUM VARIETIES	Pack	Per
	Lbs.	Lb.
140-170-210 Rainbow Gum	25	32
Rainbow 100's Centuries, Ass'd.	18	34
Colors—Grape, Cherry	18	35
Rainbow Screwballs, 100's	18	35
Rainbow 1/2 Chiclé 140's	25	41
Cherry 210 Count	25	32
(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)		

ACCESSORIES	
Single Floor Stand	\$ 5.50
Dbl. Cross Bars for Above	2.00
Triple Cross Bars for Above	10.50
4 Place Rack With Wheels	12.50
6 Place Rack With Wheels	12.50
3 Place Rack With Wheels	8.95
1c Coin Counting Scale	23.50
1c-5c Coin Counting Scale	23.50
Stamp Folders, Per 10,000	6.00
Asst. Trading Cards	3.25

RECONDITIONED & REFINISHED VENDORS	
N.W. Model 49, 1c or 5c Bulk	\$13.50
N.W. Model 49, 1c Ball Gum	13.50
Silver King, 1c or 5c Bulk	8.50
Victor Universals, 5c Bulk	8.50
Victor Toppers, 1c	11.00
Acorns, 1c or 5c Bulk	11.00
Silver King 5c Hot Nut	13.50
Ajax 5c-10c 3-Col. Bulk	29.50
Mills 1c Tab, 6 Col.	14.50
Premier 1c Card Vendors	14.50
2-Col. 5c-10c Stamp (Folder)	15.00
Master 1c-5c Bulk Vendor	10.00
Master 1c Bulk Vendor	7.50
Model V 1c Ball Gum	8.50
Schermack Roll Type 10c Stamp	49.50
Schermack 3-Col. Roll Stamp, 5-9-10	99.50

RECONDITIONED COUNTER GAMES	
Silver King Hunter	\$19.50
Silver King Target King	19.50
Dodge City, 1c	85.00
Play Ball (5 Ball, 1c, NEW)	39.50
Skill Cards Poker, NEW	40.00
Reacho, NEW	29.50
Baseball Vendors	19.50
A.B.T. Electric Gun	29.50
Bingo and Criss Cross	15.00

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.  
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

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**MODEL 60**

Try one! You'll quickly agree, it's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and jumbo ball gum.

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COMPANY \_\_\_\_\_  
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We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 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 Vendors. Write to King & Co. for prices and our new 12-page catalog.

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**PENNY-NICKEL ATLAS MASTER VENDOR**

Also standard models which load from the bottom with 8 1/2 lb., 9 1/2 lb. or 11 1/2 lb. globes. Top loading models with chrome lid and retaining ring available with 9 1/2 lb. or 11 1/2 lb. globes. Write for pictures and prices.

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

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With QUICK-TACH at Slight extra cost.

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Fill in coupon, clip and mail to:  
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Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.



# Folz Stock Offer Marks First Public Sale of Bulk Op Shares

OCEANSIDE, N. Y.—Pending approval by the Securities and Exchange Commission, 55,000 shares of common stock of the Folz Vending Company, Inc., will be offered to the public at \$6 a share.

This will mark the first time that the stock of a bulk vending operation has ever been offered to the public.

The preliminary prospectus, accompanied with a report of the balance sheet by Price Waterhouse & Company, offers a detailed analysis of what probably is the nation's largest bulk vending operation.

The report discloses that Folz Vending operates about 20,000 machines along the Eastern Seaboard—from New England to Florida—as well as an Ohio-Michigan operation. About 13,500 of these machines are owned and operated by

the company, and about 6,500 are placed on location, with the company supplying the merchandise and the location owner keeping the proceeds from the sales.

### Kiddie Rides

Folz Vending, incorporated in 1953, also recently entered the kiddie ride field with Folz Kiddie Rides, Inc., a wholly owned subsidiary. However, the kiddie ride operation represents only a small part of the company's earnings.

For the first six months of 1961, Folz vending had net sales of \$328,659. But net income for the period was only \$5,395. One reason for the narrow profit margin is the Folz expansion program. It generally takes from 6 to 12 months for a new route to reach its potential, and the company acquired many routes since the first of the year.

However, a study of the Folz statement points up only too clearly the small margin of profit in the bulk vending industry. Of the \$328,659 net sales, merchandise costs were \$91,689 and commissions totaled \$84,997.

Other operating, selling and administrative expenses came to \$115,384, to which must be added \$20,714 for depreciation and \$7,680 for interest.

This brings total expenses to \$320,464, leaving \$8,195. Of this figure, \$400 goes for current income taxes and \$2,400 for deferred income taxes. This brings the net income down to \$5,385. Retained earnings at the beginning of the period were \$135,143, leaving the company with a total of \$140,538 as current retained earnings.

### Folz Ownership

Roger C. Folz and Harold J. Folz, executive officers of the company, currently own 55,000 shares of the common stock, or about 85 per cent of the shares. However, the Folz ownership percentage will

drop to about 60 per cent upon completion of the offering to the public.

According to the prospectus, here is how the money from the stock issued will be used:

"Of the net proceeds to be received by the company from the sale of the shares of common stock offered hereby, approximately \$25,000 will be used to repay loans and debentures. The company now has firm orders for approximately 2,000 machines, many of which are for stores not before serviced by the company, and therefore approximately \$180,000 of such proceeds will be used for the purchase of additional vending machines for these and other orders. The balance of approximately \$100,000, none of which has been allocated for any particular purpose, will be used for additional working capital and other corporate purposes."

### Location Types

The bulk of the firm's machines are in chain, variety, discount and department stores, as well as in supermarkets and shopping centers. Almost all of the machines are in batteries, ranging from 4 to 10 units each, and the greatest dollar volume is in 1-cent vends, although some machines are set at nickel and dime vends.

Among the larger chains in which the company operates are: American Stores, Central Super Markets, Daitch Shopwell, Enterprises-Stores—J. M. Fields, Grand Union, W. T. Grant, Hills Super Markets, Kings Department Stores, Kroger Stores, Kuhn Brothers, McCrory-McLellan-Green Stores, Montgomery Ward, J. J. Newberry, P&C Food Markets, Penn Fruit Company, Pik Suik Stores, Rose's 5-10-25-Cent Stores, Safeway Stores, Smilen Food Stores, S. S. Kresge, Star Markets, Towers Stores, Victory Chain, Waldbaum's and F. W. Woolworth.

However, no single store or chain accounted for more than 20 per cent of the company's business last year.

In the last three years, the company has increased its operation from 10,000 machines to 20,000 machines.

## BERLIN JUKE BOX OPS FIND BULK VENDING A NATURAL

WEST BERLIN—Phonograph operators in the Communist-encircled city, hard-pressed to stay in business since the sealing of East Berlin, are entering bulk vending in mass numbers.

Most operators find that bulk vending is far more a natural constituent of music box operation than has been realized. It is being established that all but the ritzy locations are potential bulk vending locations.

### Bear Emblem

Shrewd Berlin operators use anti-Communist symbols as charms in their bulk vending machines. The favorite charm is the Berlin bear emblem which is a "must" in all bulk vending machines.

"Here in Berlin we can't afford the luxury of compartmentation," said one operator. "A phonograph operator who operates nothing but phonographs will starve—but quick. This situation demands ingenuity. I am even considering adding coin scales to as many of my locations as will accept them. I believe there could be a field, too, for shoe-polishing machines."

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N.W. Model #33, 1c Porc. Con-verted for 100 ct. B.G.	4.50
Silver King 1c B.G. or Mide.	8.50
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Mills 1c Tab Gum	12.00
Model #33 Peanut, 1c	6.50

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Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.63
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.70
Cashew, Bults	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's etc.	.47

Rain-Blo Gum, 72 ct.	\$.32
Mall-Ette, 100 ct., per 100	\$.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	\$.32
Rain-Blo Ball Gum, 100 ct.	\$.34
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# N. Y. Coin Groups Hold Joint Convention

## State, Local Assns. Participate In Weekend Catskill Meeting

SACKETT LAKE, N. Y.—The first joint convention of one State and two local associations, held at the Laurels Country Club here Friday through Sunday (29-31), turned out to be pretty good idea after all.

Participating groups were the New York State Coin Machine Association (representing operators throughout the State), the Music Operators of New York (metropolitan area operators) and the New York State Operators Guild (Hudson Valley operators).

All told, some 350 coinmen and their wives took over the Catskill Mountain hostelry, and they had a ball.

Only official business during the weekend was a short meeting of the New York State Coin Machine Association, Saturday afternoon (30).

Speakers were Millie McCarthy, president of the group, who outlined State legislation affecting the coin machine industry; Aaron Sternfield, coin machine editor of Billboard Music Week, who reported on the status of the Eastland Bill, and Joe Orleck, publisher of Cash Box, who spoke on performance royalty legislation affecting the juke box operator.

Turnout at the meeting was small, as the competition offered by golf links, the swimming pool and the softball court was too much.

While the meeting was going on, Irv Kempner, Runyon Sales, organized a softball game, the results and details of which are being withheld from the press. It was reliably reported, though, that Kempner's team lost.

On the golf links, Dan Collins, BMW's defending champion, was dethroned, as Art Waters and Abe Green won trophies for their prowess.

John Bilotta won the putting tournament, and Bernie Boorstein got a trophy for the longest drive.

On the distaff side, Natalie Buchman and Mary Hayne were the prize winners. Awards were presented by Mike Mulqueen, general chairman of the affair for the NYSOG.

Barney Sugarman and Abe Green of Runyon Sales were hosts at a Friday night (29) party at the Riviera Room. Highlights of the evening's entertainment was the performance of Billy Albert, formerly with the Rover Boys (United Artists).

The social whirl continued the next day, as Atlantic-New York and Meyer and Oscar Parkoff threw a pre-banquet cocktail party; Irving Holzman, the United East Coast Corporation and the United Manufacturing Company provided the libations during the floorshow, and Albert Simon, Inc., the Greco Brothers and the Rock-Ola Manufacturing Corporation were hosts at a midnight snack.

The banquet, celebrating the 24th anniversary of the Music Operators of New York and the 12th anniversary of the New York State Operators Guild, was emceed by Al Denver, MONY president.

Jack Wilson, NYSOG president, presented plaques to the following distributors for their outstanding work in behalf of the industry: Meyer Parkoff, Seeburg; Barney Sugarman, AMI; Al Simon, Rock-Ola; Irving Holzman, United, and John Bilotta, Wurlitzer.

Wilson also presented a special public relations plaque to Al (Senator) Bodkin for his public relations activities and for his work in behalf of the United Jewish Appeal and the Cardinal Spellman Fund.

The Senator responded with a stirring speech in keeping with his reputation as the coin machine industry's leading orator.

Officers of the NYSOG were re-elected at the meeting and were installed at the banquet by Denver. They are: Jack Wilson, president; Mike Mulqueen, first vice-president; Nick Kuyrych, second vice-president, and Gertrude Browne, secretary-treasurer.

Music machine manufacturers present were: Wurlitzer, A. D.

Palmer; Seeburg, Jack Gordan and Bill Prutting, and Rock-Ola, Ed Doris and Frank Mitchell. Representing the New York Cigaret Merchandisers Association were Tiny Weintraub and Max Weiss.

Pacing the Saturday night (29) floorshow at the Riviera Room were Leslie Scott, who sang the lead role in the opera "Porgy and Bess," and Jackie Mason, comic.

Weather for the three days was perfect—clear and sunny. Many operators and their wives took advantage of the weather to go motor boating, while others just lounged around the pool.

Mr. and Mrs. John Bilotta celebrated their 26th wedding anniversary with a champagne party at the closing luncheon of the weekend.

Carl Pavesi, president of the Westchester Operators Guild, missed the event because he was in the hospital for a check-up. Word received this week is that the White Plains operator is all right.



NEW YORK STATE OPERATOR GUILD OFFICERS are installed by Al Denver (at mike), president of the Music Operators of New York. Left to right: Nick Kuprych, second vice-president; Gertrude Browne, secretary-treasurer; Jack Wilson, president, and Mike Mulqueen, first vice-president.



COIN MACHINE ATHLETES gather round the rostrum to receive their trophies for the feats of prowess at the annual New York State coin machine convention at the Laurels Country Club.



NEW YORK STATE DISTRIBUTORS were honored by their fellow coinmen. Standing, left to right, are Irv Holzman, United; Meyer Parkoff, Seeburg; Al Denver, making the presentations; Barney Sugarman, AMI; John Bilotta, Wurlitzer, and Al Simon, Rock-Ola. Seated, left, is Jack Wilson.



JOHN BILOTTA, left, is awarded the Putting Champion's Trophy by Mike Mulqueen.



AL (SENATOR) BODKIN, winner of the Public Relations Trophy, reached new heights of oratory before some 350 coinmen and their guests.

# EUROPEAN NEWS BRIEFS

## Rennotte Jukes a Big Hit in Spain

MADRID—Etablissements Rennotte, the Belgian phonograph producer, is manufacturing a special "featherweight" juke box for the Spanish market. Rennotte's box, which is manufactured largely from aluminum, is virtually custom built to comply with provisions of the Spanish custom law, which takes into account the weight as well as the value of certain items. By producing a virtual aluminum box the Belgian firm saves about 45 pounds weight per box, with corresponding reduction in Spanish import duties. This savings on duty permits Rennotte to undersell most of its foreign competitors on the Spanish market. Rennotte sales have jumped in some areas of Spain to a point where, in the smaller villages which now have juke boxes for the first time, the word Rennotte has become synonymous phonograph.

## Cinebox Sets 17-Nation Distribs

TURIN, Italy—Cinebox, the Italian coin-operated "cinema," now has distribution arrangements in 17 major countries and is pressing expansion of its export sales network. In wide areas of the Middle East, Africa, and South America, the novel movie center is being promoted as a substitute for motion picture theaters. Cinebox is phonograph size with a television-type screen over the selection panel. It is advertised as a "complete, self-contained high fidelity sound and motion picture 'theater' with push-button selectivity from 40 easily changeable five-minute films." The Cinebox company is preparing a large film library which will form the heart of sales promotion. Cinebox sources say the library will number several thousand exclusive films, and that the library will be kept up to date. Titles are selected according to popularity, but an effort is being made to key film material to the Cinebox audience as determined by locations where the box is sited.

## German Mfrs. Knot Danish Ties

COPENHAGEN—West Berlin coin machine manufacturers are strengthening their distribution and sales organizations in Denmark in anticipation of Danish affiliation with the European Common Market. It is considered certain that the Danes will follow the lead of England and link up with the Common Market as a sequel to the talks now in progress between the British and the six European Common Market nations. German firms intend to move fast when this occurs. It is taken for granted that Danish entry into the Common Market will provide German-manufactured machines with a decisive market edge over American products. German firms at present are engaged in neck-and-neck competition with U. S. producers.

## Ownership Certificates Up Resale

WEST BERLIN—Creation of the "Musikautomatenbrief"—the ownership certificate—has boosted the resale value of West German-produced phonographs and eased credit terms. A survey by the VDAI, the German coin machine manufacturers association, shows that the phonograph title, which is issued by the VDAI and supported by that organization, has gained a standing in the trade comparable to an automobile registration title. The Musikautomatenbrief has become the basis for all phonograph sales and resales in West Germany, and it is gaining in acceptance abroad. German manufacturers report that German boxes are beginning to show a sales edge abroad simply because of the title. The title is becoming established in the export trade, as well as on the domestic market, as a gilt-edge guarantee that the box to which the title belongs is exactly described in the Musikautomatenbrief. Prior to introduction of the VDAI title there were few hard and fast controls over the sale of reconditioned equipment. Now, however, the title quickly establishes the basic facts about an item of used equipment.

## Monaco Seeking U. S. Coin Trade

MONTE CARLO—The Monaco Economic Development Corporation is inviting American coin machine firms to establish production facilities in Monaco. Invitations are going out to selected companies in line with Prince Rainier's program for industrializing this postage-stamp-sized play spot. However, Rainier's economic advisers said the industrialization will be "discreetly conducted and restricted only to quality organizations." Firms so judged to qualify are receiving a discreetly opulent brochure entitled "Monaco Can Help Your Company." The brochure then proceeds to invite "companies of substance" to establish subsidiaries on the 370 acres of land. Aside from Monaco's 300 days of sunshine, the firms will enjoy the blessings of the Monaco Constitution of 1911 which "expressly precludes any direct income tax." Rainier's officials disclosed that the invitation has been sent to a number of U. S. coin machine firms—"Princess Grace is an American, you know"—but they declined on the grounds of tact to provide any particulars. It is understood, however, that Monaco casino officials would like to introduce fruit machines, and that a payout manufacturers is among those bidden to the golden tax sanctuary.

## Standard Sales Prompt Decca To Issue More 2-Sided 'Oldies'

NEW YORK — Decca and Coral Records this week released their third series of singles aimed at the juke box market. Releases are programmed on the basis of requests from key operators and one-stops.

The Decca-Coral policy is to couple pop standards with name artists on the same disk to enable juke box operators to get play on both sides. In the three months this program has been in effect, company executives have noted a marked increase of single sales to operators through one-stops.

The latest series has two Coral and eight Decca singles. They are "Ciribiribin" and "Me and My Shadow," Pearl Bailey; "Dixie" and "San Antonio Rose," Pete Fountain; "Exodus" and "Theme From

the Apartment," Guy Lombardo; "All My Life" and "You Were Only Fooling," Ink Spots and "Que Sera" and "Beyond the Blue Horizon," the Four Aces.

Other releases in the series are a duo recording by Louis Armstrong of "Cherry" and "Marie"; "Twilight Time" and "Parade of the Wooden Soldiers," Lennie Dee; "Bewitched" and "At Sundown," Bill Snyder; "Nobody's Sweetheart" and "He'd Have to Get Out and Get Under," Banjo Barons, and "Memories of You" and "Sleepy Lagoon," Rafael Mendez.

The juke box releases have been designated as the Blue Book Series in order to facilitate ordering and cataloging. Most of them are designed for the "Old Favorite" section of the juke box programming panel.

## 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.

CRYING AND CANDY MAN	ROY ORBISON Monument 447
LITTLE SISTER AND (Marie's the Name) HIS LATEST FLAME	ELVIS PRESLEY RCA Victor 7908
DON'T BLAME ME AND MUSKRAT	EVERLY BROTHERS Warner Bros. 5501
(HE'S MY) DREAMBOAT AND HOLLYWOOD	CONNIE FRANCIS MGM 13039
FOOL #1 AND ANYBODY BUT ME	BRENDA LEE Decca 31309
EVERLOVIN' AND A WONDER LIKE YOU	RICK NELSON Imperial 5770
MOVIN' AND HONKY TRAIN	BILL BLACK'S COMBO HI 2038
WHAT A PARTY AND ROCKIN' BICYCLE	FATS DOMINO Imperial 5779
HURT AND I APOLOGIZE	TIMI YURO Liberty 55343
CINDERELLA AND KISSIN' ON THE PHONE	PAUL ANKA ABC-Paramount 10239
YOUR LAST GOODBYE AND HANG ON	FLOYD CRAMER RCA Victor 7927
TONIGHT I WON'T BE THERE AND LINDA	ADAM WADE Coed 556
LET TRUE LOVE BEGIN AND CAPPUCCINA	NAT KING COLE Capitol 4623

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# Drastic Cuts in W. Berlin Op Take

By OMER ANDERSON  
BERLIN — Operator collections have declined up to 70 per cent along the Berlin "Little Iron Curtain," according to surveys by the West Berlin operators association.

Collections have dropped an average 20 per cent throughout West Berlin in the wake of the Communist sealing off of East Berlin. The surveys make it clear that East Berlin has been far more important to the West Berlin coin machine trade than ever had been realized.

West Berlin has a population of 2,200,000 and East Berlin a population of 1,400,000. Prior to the August 13 walling off of East Berlin there was free travel between the halves of the divided city.

What this meant for the coin trade is only now being fully appreciated.

**E. German Patronage**  
Because East Germany's currency has only one-fifth the value of the West German mark, it had been supposed that East German patronage of West Berlin coin machines, while welcome, was not of great cash importance.

The operators now know differently. It has been established since the seal off that East Berlin is a far better coin machine market than ever was suspected.

Werner Schmidt, one of the leaders of the West Berlin association and veteran operators, points out that East Berliners used the change left from their West Berlin excursions in coin machines.

This was in addition to the regular heavy patronage of West Berlin

coin machines, and in sum total the amount of the East Berlin patronage, as is only now appreciated, was considerable.

**Free Circulation**  
As the bricking of buildings straddling the "Little Iron Curtain" illustrates, much of the East-West Berlin boundary traverses normal neighborhoods where there was free circulation into the adjoining West Berlin areas.

There was heavy East Berlin patronage of coin machines on the West Berlin side of the "frontier area." But now this patronage has vanished entirely with the frantic sealing of the border, and it is obvious that numerous (perhaps a dozen or more) operators concentrated in the "Little Iron Curtain" area will be ruined.

Another aspect of the diminished coin machine patronage produced

by the Communist sealing off involves the so-called "Grenzgaenger" or border-crossers. There were East Berliners who worked in West Berlin (number 53,000) and West Berliners who worked in East Berlin (25,000).

The East Berliners who worked in West Berlin were paid, of course, in West Germany currency, and West Berliners who worked in East Berlin were permitted to exchange their East German money for West Germany money at a one-to-one rate.

The effect of all of this has been to reduce appreciably the amount of money in circulation in West Berlin, and with it cash available for coin machine patronage.

East German visitors to West Berlin—and for that matter East Berliners who worked in West Berlin — avidly patronized coin ma-

chines and were frank in explaining why.

An operator on Bernauerstrasse, one of the streets straddling the East-West Berlin city line explains, "You can't realize what the drabness is like in East Berlin. It's amazing the people can stand it. There is absolutely no free entertainment. Everything that passes for entertainment, amusement or just plain fun over there has some tiresome propaganda gimmick. You can't escape this Communist propaganda."

For this reason coin amusement machines have an impact on East Berliners and East Germans generally far greater than is realized in the West. This helps explain the avid patronage of West Berlin coin machines by East Berliners.

But now this patronage is at an end and West Berlin operators are scrambling to find new business. But how and where?

## ZOA Figures Chart Payments to GEMA

Continued from page 1

\$1 million from fixed monthly royalty payments by the operators.

There are 60,000 phonographs in West Germany. GEMA takes in about 84 million marks annually from all sources.

ZOA's study shows that the 60,000 phonographs in West Germany are operated by 4,000 operators who, including their families, represent 12,000 persons dependent on juke boxes for their living.

Besides the 4,000 operators, there are approximately the same number of repair technicians and office help, which means that, including their families, they number an additional 12,000 persons earning their living from juke boxes.

Many operators run family enterprises, doing their own repair and maintenance and being assisted in the office by their families.

Finally, there are at least 2,000 persons directly employed in the production of phonographs alone and in their distribution, or, including their families, 6,000 persons living from production and sales.

**Supports 30,000**  
ZOA says a "very conservative estimate" thus establishes that 30,000 persons live from the phonograph trade in West Germany.

The phonograph trade, aside from its payments to GEMA, contributes heavily to tax receipts of the federal, State and local governments.

The turnover tax on phonograph sales amounts to 1 million marks annually. In addition, the turnover tax on juke box collections amounts to around 4,500,000 marks a year, figured at 150 marks per machine per year.

**Amusement Tax**  
Furthermore, local government areas levy an "amusement" tax against each machine, averaging 10 marks per machine per month. This brings in around 7,500,000 marks a year.

Annual sales of three million records to operators is figured on the basis of four or five disks per machine per month. Operator spend some 9 million marks a year for phonograph records.

The report to the arbitration panel points out that these are only tangible figures. It estimates that the actual economic impact of the phonograph trade on the German economy is manifold.

**Indirect Impact**  
Phonograph export sales are running about 12 million marks annually. But the indirect impact is incalculably greater than that shown by direct measurement.

Repeated surveys have established that juke boxes are primarily responsible for making hit tunes and promoting record sales. Some experts believe as high as 25 per cent of singles sales may depend on phonograph promotion.

The phonograph trade is a pillar supporting the general coin machine industry, including vending machines. Increasingly, according to the arbitration panel brief, German coin machine operation is becoming an integrated enterprise consisting of phonograph, games, vending machines and even payouts.

It is not uncommon for the same operator to handle at one location, phonograph, several games, cigaret, gum, and candy vending machines, and several payouts.

**Tonic on Economy**  
In summation, the survey contends that phonographs are responsible for helping boost restaurant, tavern, and ice cream bar turnover, and, hence, act as a tonic on a wide section of the German economy.

All of this economic data is by way of establishing that the phonograph trade constitutes an important sector of the German economy, and must be viewed accordingly in appraising GEMA's demands for increased royalty payments.

### DEBUT FOREIGN COIN BOX RIDES

WESTBURY, N. Y.—Automatic Concessions Corporation, kiddie ride manufacturer, announced the opening of a foreign sales division, according to Bert Lane, president. The firm is making available coin boxes to fit currencies in various European, South American and Asian countries.

### ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD

**STANDARD HARVARD METAL TYPER, Inc.**  
1318 N. WESTERN AVE.  
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### LUCKY HOROSCOPE

5c, 10c, or 25c Play  
✓ National Coin Reflector 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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CONTACT ACTIVE FOR **PINBALLS**  
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!  
Exclusive Gottlieb Distributor for Eastern Pennsylvania, South Jersey and Delaware.  
**ACTIVE AMUSEMENT MACHINES CO.**  
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You can ALWAYS depend on ACTIVE ALL WAYS

**YOUR COMMUNITY** . . . is a better place for you and your family because you give the United Way

**OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE**  
★  
**UNITED MANUFACTURING CO.**  
3401 N. California Ave., Chicago 18, Ill.

**FOR SALE**

C.C. Princess B/A	\$895.00
C.C. Red Pin S/A	395.00
C.C. 6 Game S/A	495.00
C.C. Players Choice B/A	495.00
C.C. Classic B/A	295.00
C.C. Rocket Shuffle 1 Player	65.00
C.C. Rocket Shuffle 2 Player	95.00
Bally Lucky Shuffle S/A	295.00
Bally Super Deluxe ABC S/A	225.00
Bally ABC S/A	150.00
Bally Champion B/A	295.00
Bally Striko B/A	165.00
Un. Jumbo B/A	325.00
Un. Handicap S/A	195.00
Un. Regulation S/A	150.00
Un. Vogue	125.00

**MUSIC**

A.M.I. Continental 200 Stereo	Call or write
A.M.I. Lyric 100 Stereo	\$795.00
A.M.I. K100A Stereo	695.00
A.M.I. J120E Stereo	625.00
A.M.I. H-200	425.00
A.M.I. G-200	245.00
Seeburg KD-200	395.00
Seeburg V-200	245.00

**MONROE COIN MACHINE EXCHANGE, INC.**  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: 5Uperior 1-4600

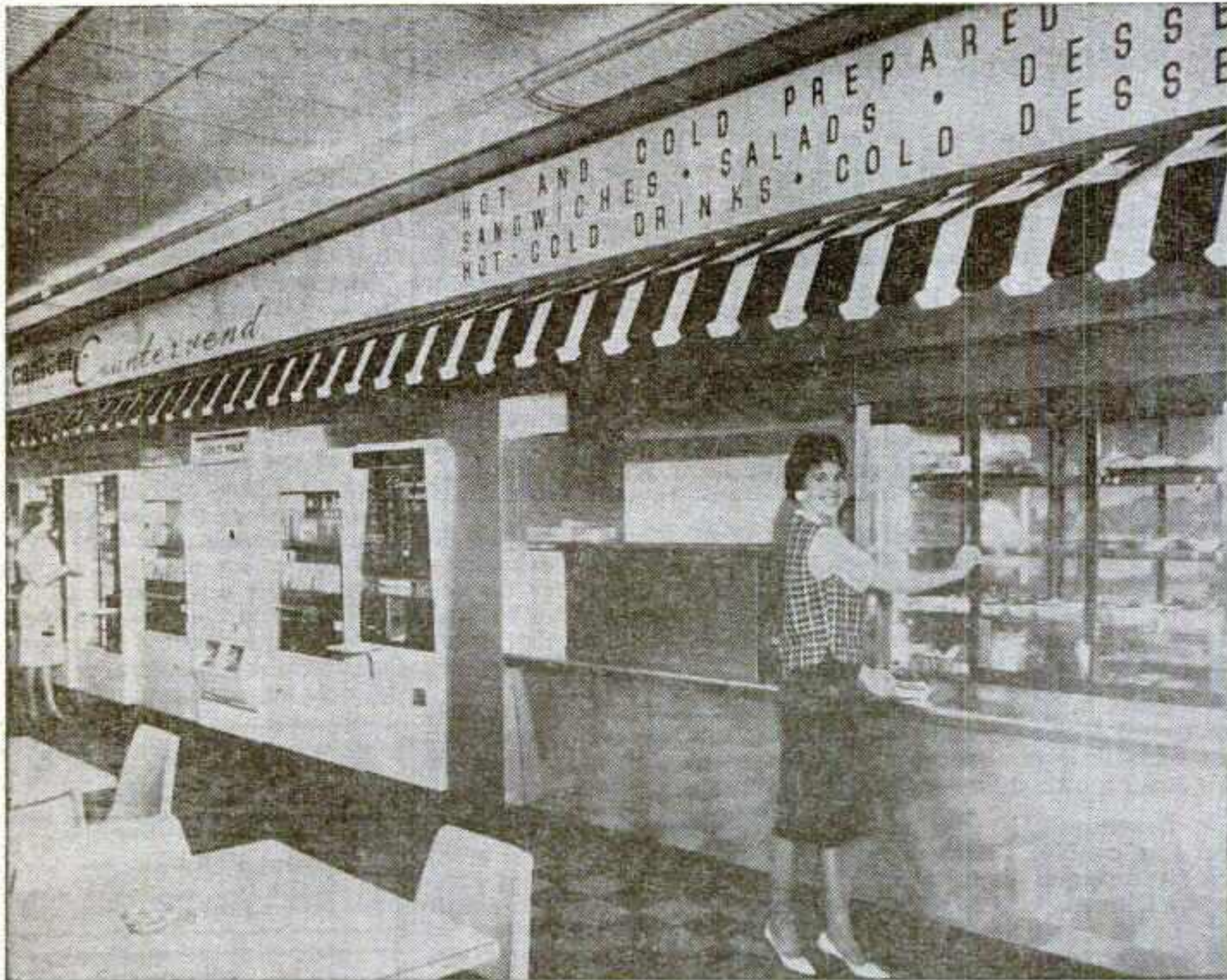
**America's Largest and Oldest ONE-STOP RECORD SERVICE!**

**45 RPM 60c**

All LP's—Regular Distributor. Wholesale—Nothing Over.

**SAME DAY SERVICE**

**THE MUSICAL SALES CO.**  
The Musical Sales Bldg.  
Baltimore 1, Maryland



**AUTOMATIC CANTEEN COMPANY OF AMERICA** previewed its new Countervend industrial feeding development with festive ceremonies last week. The unit combines advantages of manual food service with the economies and convenience of vending. Prefabricated counter equipment (right) made up of modular units provides both self-service of hot and cold foods as well as to-order preparation area and cashier section. These are supplemented by groups of vending machines (left).

## SPANIARD LOVE LETTER PASSION UPS PHOTO TAKE

MADRID — A love letter is not considered authentic in Spain unless it is accompanied by a just-taken photograph of the sender. It is also customary to enclose a photo of yourself when writing relatives or even close friends. This makes for a thriving business in coin-operated photo reflex equipment. There are nearly 500 photo-reflex machines scattered through Madrid and an estimated 7,000 machines in Spain. Almost any village important enough to have electricity has at least one photo-reflex machine. Most cities have between 25 and 100 machines. The Spanish national custom of handing out personal photos is grounded in the official mania for photographs on nearly all official documents having to do with persons. It is necessary to carry so many identification papers requiring photographs that it is natural to have additional photos printed and hand them out as personal mementos. More sophisticated love-letter authors make it a habit to have a photo taken by a machine just before posting the letter. Such a photo supposedly captures the mood of the author at the time of writing, indicating fondness, mad love, coolness, or merely polite interest.

**SEE  
AMI  
COLOR  
INSERT  
OPPOSITE  
HOT 100**

## SHOOT IT OUT!!

Mr. Operator. Increase your profits with newest Western FAST-DRAW amusement device that is sweeping the country. 10-cent play. Write for brochure and prices.

**GUNSLINGER, INC.**  
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St. Paul 4, Minn.

## CIGARETTE VENDERS

Seeburg Model E-2 .....\$245.00  
National, 11 column ..... 165.00  
National 9ML, 9 Column ..... 105.00  
National 9M, 9 Column ..... 80.00

**COFFEE MACHINES**  
Seeburg Model Fresh Brew (500-cup capacity) .....\$525.00

**COLD DRINK MACHINES**  
Seeburg Model 4 Selection Cold Drink .....\$625.00

**W. B. DISTRIBUTORS, INC.**  
1012 Market St. St. Louis, Mo.  
A SERVICE TO OPERATORS SINCE 1932.

## FOR SALE GAMES

Mermaid .....\$110.00  
Wagon Wheel ..... 95.00  
Hialeah ..... 295.00  
Red Coach ..... 325.00  
Shawnee ..... 255.00  
Circus Days ..... 65.00

## PHONOGRAPH

Seeburg 222 SH ..... 715.00  
Seeburg 201 DH ..... 615.00  
Seeburg C ..... 195.00  
Seeburg G ..... 285.00  
Seeburg R ..... 335.00  
Seeburg Wall Boxes, 3W2 39.50  
Seeburg Wall Boxes, 200 Sel. .... 59.50  
AMI Wall Boxes, 120 & 80 36.50  
AMI Wall Boxes, 200 Sel. 59.50

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Newly appointed distributor for Smokeshop in Indiana.

**Lew Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
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Greater Cincinnati  
Tel.: ME 1593 Tel.: AX 1-6969

## Private Club Success Sparks Op Drive for Game Ban Repeal

ROME — Italian coin machine operators have resumed their campaign for repeal of anti-pinball legislation enacted in July 1959.

The legal offensive seeks to exploit gains scored last year when the ban was eased to permit pinballs in private clubs. This relaxation of the outright ban has been highly successful from the trade's point of view.

Patronage of private clubs has increased and there has been gains in the number of juke boxes in the clubs. At the same time there have been few complaints to the police.

The operator campaign claims the ban on "flippers"—European term for pinballs—violates the Italian constitution and was enacted "in response to false premises." Operators are still bitter over passage of the anti-pinball

law, claiming legislators were stampeded into voting the measure out of "mass hysteria."

To many operators, pinballs mean the difference between break-even and a decent profit margin. The operators claim the ban was inspired by "guilt through association," pinball foes hopping on the fact juvenile delinquents in a number of instances made their headquarters at bistros with "flipper" machines.

## Federal Court Judge Lifts Padlock on Club With Gambling Games

LITTLE ROCK—Circuit Judge William J. Kirby last week lifted a temporary padlock order on the Moose Club, North Little Rock, where police had confiscated three slot machines.

The raid followed a crack-down by Federal Internal Revenue agents over the State in which many location owners were required to buy the \$250 Federal gaming stamp for bingo pin games.

Little Rock operators, and those over the State, have tried to keep the coin machine industry clean of any hint that it was connected in any way with gambling.

Unfortunately, the slot machines were in a club in which there were other amusement games, phonograph and vending equipment.

Little Rock operators moved quickly to assure the public that they had nothing to do with the slot machines being in the club and that their legitimate business would stay clean.

Lawler admitted that he bought the three slot machines four years ago and they had been in operation at the club since.

## BARGAINS FOR THE WEEK

**GAMES  
GAMES  
GAMES**  
500 OF THEM.  
Including One Lot of 30  
or 35 Low-Priced  
Shuffle Alleys.  
WHAT DO YOU NEED?  
Write or Call Us Collect.  
MAin 1-3511

All Equipment Subject Prior Sale  
Write for Our Circular on Full Line  
of Coin-Operated Machines.

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## FOR SALE 6-POCKET POOLS - - \$150.00

### ARCADE

1960 Auto Test .....\$525.00  
Pollard Football ..... 125.00  
Field Goal ..... 145.00  
Set Shot Basketball ..... 195.00  
Drive Mobile ..... 145.00  
U.N. Skyraider ..... 200.00

### BALLY

Monarch .....\$395.00  
ABC ..... 175.00  
Congress ..... 195.00  
**KEENEY**  
Speedlane .....\$195.00  
Bonus ..... 95.00  
United Handicap ..... 225.00

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JUNIPER 8-1814

## PLASTI-VEND'R... LETS EVERYONE BECOME A "DO-IT-YOURSELF" EXPERT IN THE LAMINATING FIELD

FIRST AND STILL THE BEST!

**THOROUGHLY TESTED**  
Field tested for months in bus and train terminals, variety and neighborhood stores. Weekly earnings from \$8.00 to \$18.00, depending on location.

**HUNDREDS OF USES**  
Preserves and protects photos, driver's license, cards, newspaper clippings, identification cards, locks of hair, 4-leaf clovers, etc.

### HERE'S HOW IT WORKS

Customer drops quarter into handsome vending unit and gets two strips of plastic in card folder.

### THREE SIMPLE STEPS:

1. Customer flips perforated corner of plastic with finger to remove paper backing.
2. Customer places sticky side of plastic over article to be laminated. Same process is repeated with second sheet.
3. Customer presses firmly together with hand and uses cutter on machine to trim. **THAT'S ALL.**

**OPERATOR MAKES 20c PROFIT ON EVERY SALE** less commission to location.

**PLASTI-VEND'R** holds 250 folders, which, dispensed at 25c each, returns to operator a total of \$62.50.

**IMMEDIATE DELIVERY.** Call, wire or phone today for a PLASTI-VEND'R. You'll reorder by the dozen when you realize the profit potential.

DISTRIBUTORSHIPS AVAILABLE IN SOME TERRITORIES.

## INTERNATIONAL MUTOSCOPE CORP.

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**PLASTI-VEND'R SPECIFICATIONS**  
Width 17"  
Height 15 1/2" (with sign 25")  
Depth 9"  
All Metal—16 gauge steel  
Stand 31" (included with each Vender)  
Capacity: 250 Folders, 125 on each side  
Finish—Silk screen on baked enamel. Red, white and blue  
Base—Navy grey  
Coin Chutes (2) 25c ABT  
Double Lock  
Waste receptacle attached to side  
Chrome steel safety trimmer  
Makes an excellent trim  
Interlocking edges—Tamper proof  
Empty lock Feature. Returns money if empty.

# Huge Cotton Crop Points to Big Business in Mid-South

By ELTON WHISENHUNT  
MEMPHIS—Alan Dixon, vice-president and general manager of S & M Distributing Company, phonograph and game distributors, returned from a three-week tour of the Midsouth territory last week

with a bright report on the area's sound economy and good business.

Dixon feels that the area, with the largest cotton crop ever in the works, is in the best business condition he has ever seen in his many years in the business of selling not only to Memphis operators but to those all over the Midsouth.

"I called on between 30 and 40 music and game operators," Dixon said, "and all were more optimistic than I have ever seen them."

"For one thing, this is the largest cotton crop coming in the history of the area. Picking started last week.

### More Spending

"That means more money in circulation, more people spending it, and the operator gets good business on all his machines," Dixon feels.

"I was surprised at the number of sales I made. Most all the operators were anxious to get their routes in top condition for this good fall business which they will get.

"Of course, the area does not depend entirely on agriculture, as in the past, although cotton is still a major product.

### New Plants

"For the past 10 or 15 years, industries have been moving plants into the Midsouth, or erecting new ones in this area, which has added greatly to the growing sound economy and business conditions.

"Since this has been going on for years, the new money coming to the area in payrolls and for products and services has been increasing some each year. For example, 1961 is better business-wide than 1960, 1960 better than 1959, and so on."

Dixon traveled all of North Mississippi, East Arkansas and West Tennessee, generally spoken of here as the Midsouth. Memphis, in the southwest corner of Tennessee, is in the center of those areas of the three States.

Dixon's trip follows the example set by George Sammons, president of Sammons-Pennington Company, distributors. Sammons travels the territory almost every week of the year calling on operators.

### Personal Call

"I find that a personal call on operators produces far more in sales than in waiting for them to come to me in Memphis," said Sammons, one of the leading salesmen in the industry in the entire nation.

Dixon said he also found this to be true.

"It is often easier to make a sale to a man in his home town," said Dixon. "They realize then you are interested in their business and want to help them in every way possible."

Moral: the enterprising distributor has a man to travel to the operator with new products, ideas and services to make sales.



## Midwest

### DETROIT DOINGS

**Harold Christiansen**, general manager of Angott Distributing, reports this old-time organization is taking on the distributorship for Smoke Shop cigaret machines and is also going directly into cigaret route operation. This change comes after many years devoted solely to music operation.

**John R. Pieters**, head of King Pin Distributing Company, Kalamazoo, and **Mrs. Pieters** have been touring the Scandanavian countries in company with a couple of friends from Kalamazoo for the past few weeks. . . . **Mrs. Agnes Auton**, who works closely with her husband, Joseph Auton, in the management of Michigan Midget Movies, reports they are now distributors for the new Bally Bowler in this territory.

**Erwin B. Moss**, founder of Moss Music Company, and secretary of United Music Operators of Michigan, who has been on the sick list some three months because of a heart ailment, has returned to his desk for a short time each day by doctor's permission.

**Lawrence K. Kiernan**, an electrical engineer, has recently entered the coin machine field with a route of cigaret machines and penny candy vendors under the name of Surburban Vending Machine Company. Kiernan, who has his headquarters in the West Side suburb of Wayne, also operates coffee machines. He is finding business expanding very rapidly, despite the depressed conditions reported generally in this area, and has plans for continued growth.

**Max and Aaron Lipin**, brothers who used to be in the juke box field with Allied Music Sales a number of years ago, are returning to coin machine operation with a route of bulk popcorn machines. Headquarters have been set up in Northwest Detroit. **Bob Lipin**, son of Max, is handling service operations for the new company.

**Henry Zinkosky**, who has been operating the Zink Recreation Company with headquarters in Allen Park, is switching the name of his business to King Eric Vending Company, and, planning ahead, has also registered protective title to the King Eric Enterprises—a name to be used in the future. He operates a route of juke boxes and pool tables, and has been experiencing very satisfactory growth. Plans are to get into cigaret vending as well at a later date.

**Deane Bertelsen**, routeman for several years with Dairy Vendors, has established a small route of cigaret machines under the name of Melody Vending, with his wife, **Mrs. C. June Bertelsen**, as a partner. They have recently moved from Detroit to Wayne, and operate coffee and candy bar machines in addition to cigarets. Hal Reves

### CLEVELAND CAPERS

With the season just getting under way, the Cadillac Music team has a 1 and 1 record in the Cleveland Browns Municipal Football League, bantamweight division, Cadillac boss **Charles Comella** reports. . . . It will be a February wedding for **Sal Lanza**, routeman for J. L. Music, **Robert Rothenberg** reports.

The Helen D. is the name given to a new 37-foot sea skiff recently purchased by **Mrs. Helen Dugan**, head of Dugan Music. Mrs. D. also owns the only houseboat, a 33-foot steel craft, on the Chagrin River. . . . A possible sign of a new trend in games—**H. Frank Lescook**, Lescook Amusement, Inc., boss, tells us that he had three calls for coin-operated pool machines. They were the first such requests he's ever had. Russ Musarra.

## South

### ABOUT ARKANSAS

**Paul Hurst**, Hurst Music Company, Atkins, sponsors a bowling team at nearby Russellville, which won the league championship. . . . **Bud Strickland**, Strickland Amusement Company, Bald Knob, says he has adjusted his route to the county going dry earlier this year. He lost some locations then, but his route is in good shape now, he reports. . . . **Bill Adams**, Ozark Vending Company, Batesville, reports the cotton crop is beautiful this year, anticipates good fall business.

**Joe Michie**, Day Amusement Company, Blytheville, was in Memphis recently at Baptist Hospital where his father, **Joe Michie Sr.**, was hospitalized. . . . **Sam Torjusen**, B & T Amusement Company, Blytheville, returned from a 30-day vacation in California, was all rested up and ready for a big fall visit. He took in, among other things, Disneyland.

**M. L. Armstrong**, Armstrong Amusement Company, Brinkley, was in Memphis shopping for equipment. . . . **Olan Jackson**, Jackson Amusement Company, Brinkley, drove to Greenville, Miss., recently to take care of his music and game route interests there. . . . **Bill Smead**, Camden Novelty Company, Camden, recently took his daughter **Susan Smead**, 18, to Shreveport, La., to enter college.

**Graham Wilson**, Morgan Music Company, Crossett, is in the process of putting his phonograph route on 10-cent play. He's had a hard time in the past because an operator keeps his few machines on 5-cent play. This is the third time Wilson has tried the conversion. Any operators around the country got any ideas for Graham? **Ernest Tolen**, Tolen Music Company, DeWitt, was in the hospital with a mild heart attack recently.

**Orell Bledsoe**, National Novelty Company, El Dorado, returned recently from Tampa, where he did some deep sea fishing. He is an ardent fisherman, sportsman and hunter. . . . **Wayne Cartillar**, B & C Music Company, Forrest City, reports the cotton crop this year is the best the area has ever had and his fall business is very good. . . . **N. E. Adams**, Adams Music Company, Forrest City, reports his sideline business as an oil company distributor was good this year.

**Jack Etheridge**, Jack's Amusement Company, Hampton, took his  
(Continued on page 51)

# Seeburg Export Division to Chi

CHICAGO—Seeburg is moving its export division from New York to the firm's main plant here in an effort to consolidate operations.

The move was announced by **G. L. Gilbert**, vice-president in charge of the export division, who said the move would provide a "more efficient day-to-day contact between Seeburg International and the management and executive sales staff of the company."

**John J. Blaney** and **Jack Devlin**, both formerly of the New York office, have been named sales manager and office manager, respectively, of the new operation.

Gilbert said the move was particularly timely because of expanding export activity and was not only desirable but necessary.

### ELECTROMECHANICAL DESIGN ENGINEER

—for development of new games and vending equipment. Good future. Contact IRVING KAYE CO. 363 Prospect Place, Brooklyn 38, N. Y. Tel.: STerling 3-1200 Irving Kaye

### FREE

Electronic Tube Catalog, listing thousands of receiving, transmitting, special purpose industrial tubes and semi-conductors at unusual savings. An important reference source and pricing guide for purchasers of electronic tubes. Write today for Free Catalog. UNITED NATIONAL LABS 99 President St., Passaic, New Jersey

## WANTED VENDING MACHINE MECHANIC

Southern California. Must be experienced, reliable and A-1.

Contact: **BOX A-245 Billboard Music Week 1520 North Cower St. Hollywood 28, Calif.**

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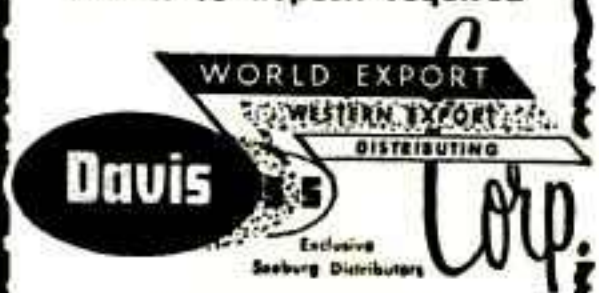


SEEBURG	
222SH	\$795
201DH	695
KD200	425

CIG. VENDORS	
Seeburg E-1	\$249
Eastern 22-Column	99

AMI	
Continental 200-Sel., like new	\$749

Terms: 1/3 deposit required



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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.

National Is Shipping

### GOTTLIEB'S NEW

## CORRAL

RIP-SNORTIN' HIGH-SPEED ACTION!

ROUNDS UP THE PLAYERS—CORRALS THE PROFITS!

PUT YOUR BRAND ON THIS ONE NOW—ORDER TODAY!

4 WURLITZER 2300 PHONOS—\$575 EA. Like New!

6-POCKET Slate Top POOL TABLES

Completely Reconditioned \$150

14-foot Small-Ball BOWLERS—

Completely Reconditioned \$100 ea.

### WANTED for EXPORT!

All Gottlieb Games Manufactured from 1958 thru 1961.

HIGHEST PRICES PAID! Write!

NATIONAL COIN MACHINE EXCHANGE

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### WHY NOT?!!!

Exchange your old model 100B or 100C cabinet for one completely restyled . . . or . . .

DO YOUR OWN CABINET RESTYLING WITH OUR PROVEN, EASY-TO-FOLLOW

### RESTYLING KITS

Low Cost! Big Savings!

FREE . . . NEW ILLUSTRATED CIRCULAR. DISTRIBUTOR INQUIRIES INVITED.

### SPECIAL!

USED ELEC. SELECTORS, CREDIT UNITS, SPEAKERS AND NEW AND USED GLASS DOMES FOR MODELS B & C.



Restyled Model C

SUN REFINISHING CO. 200 E. Daggoff, FORT WORTH, TEXAS

# COINMEN

*in the* **news**

• Continued from page 10

daughter **Fern Adams**, 21, to Oschner's Clinic in New Orleans recently for her third major operation for an ulcerated stomach. . . . **Fred Johnson**, Johnson Amusement Company, Heber Springs, reports the federal government is building a dam for flood control in his area and when it is finished the resulting big lake and resort area will produce good business conditions.

**Charles Gist**, Gist Amusement Company, Helena, reports the new bridge across the Mississippi River from Helena to the Mississippi side has greatly improved business conditions. . . . **C. O. Temple**, Hope Novelty Company, Hope, and his wife enjoyed a recent fishing trip at Hot Springs. . . . **Warren B. Smith**, S & D Music Company, Hoxie, reports his area enjoyed a big tourist season this year from all over the U. S.

**Elmer V. Womack**, Womack Music Company, Jonesboro, had a close call recently. A tornado blew a brick wall from a building on top of his truck and pinned him inside. He says only his neck was hurt, his truck cab was ruined and he's lucky to be alive. . . . **Nathan Wheelless**, Service Amusement Company, Jonesboro, has his brother, **Robert Wheelless**, working for him now. Robert had been distributor for a beer company in another county.

**Billy Bledso**, Chico Amusement Company, Lake Village, who recently moved into his new home on Lake Chico, reports his son, **Billy Bledso Jr.**, 18, enjoyed the water skiing this past summer. Chico is an Indian name meaning big water. . . . **J. N. (Tex) Dickens**, Arkansas Novelty Company, Magnolia, was in the Veterans Hospital at Shreveport, La., recently recovering from a mild heart ailment.

**J. W. Singleton**, former operator at Marked Tree, recently moved from his job as route superintendent of Kirspe-Hollenberg Music Company, to route manager of Little Rock Amusement Company, owned by **Andrew Cassinelli**. **A. G. Williams**, Williams Music Company, Monticello, recently shuffled his route, readying it for the big fall season. Ditto **Leo Tanner**, manager of Helena Amusement Company, Helena.

## East

### BOSTON BRIEFS

**Tom Hall**, music and games operator of Goffstown, N. H., came into town this week clean-shaven for the first time in several months. *(Continued on page 52)*

## NEW CASH BOX IS SCOOPLESS

CHICAGO — The Northwestern Corporation has developed a new cash box which will speed servicing on its Model 60 vender.

According to the firm's The Northwestern publication, the cash box has received enthusiastic response from operators after initial tests.

"The cash box is a simple idea quite easy to install in the 500-100 case. With a screwdriver and a few moments of the operator's time, it becomes a permanent part of the machine."

Northwestern points out the box eliminates the time-wasting job of scooping out coins from the base.

## Added Share Offer To Seeburg Holders

CHICAGO—Seeburg is offering holders of its common stock rights to subscribe for a maximum of 332,862 additional shares at \$21 a share.

The corporation's stock last week was around the \$24 level. Stockholders are entitled to subscribe to the new stock at the rate of one new share for each five shares held of record September 28. Subscription rights expire October 13.

Seeburg will use the proceeds to retire \$2,750,000 of short term bank borrowings and to help finance increased receivables and inventories.

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Billboard Music Week

Chicago Area Headquarters for Parts and Accessories for all VALLEY POOL TABLES

**IMPORTERS**  
SEND FOR **FREE** 56-PAGE ILLUSTRATED 1961 CATALOG

**FIRST** COIN MACHINE EXCHANGE  
Joe Kline & Wally Finke  
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

*We have supreme confidence in the future of the Coin Machine Industry. We don't share the opinions of the men who have grown fat and have little faith in our business.*

**WE ARE EXPANDING!**

To better serve the operators, we are opening up offices in Milwaukee, Wisconsin and Davenport, Iowa. We need top people to staff these offices. We would like to hear especially from experienced sales and service people. We pay top salaries for top people.

*All replies will be kept confidential.*

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*DISTRIBUTORS for the leaders.*

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Say You Saw It in Billboard Music Week

# Waikiki Beach . . .

## a Royal Revamp . . .

A new concept in an Amusement Game. Designed for more action . . . more play . . . more profit

Waikiki Beach is a fast action game, location proven, that is your immediate answer to big money-making opportunities in those special locations.

### SET FOR 10C PLAY

Waikiki Beach incorporates an entirely new idea (light-up feature) for extended play. Player gets an extra ball until last ball shot fails to light an additional girl on the back glass. In every game played the player is guaranteed at least two balls, but he may get three, four, five or more, keeping him in suspense until the last ball is played.

Extra player excitement is generated by a thumper bumper in the center of the playfield, plus two sling bumpers that keep ball in action.

*Get complete details on Waikiki Beach and the profit-making opportunities available.*

2070 SEYMOUR AVENUE • CINCINNATI 37, OHIO

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**ROYAL**

**CALL**  
Harold or Clint today  
Call Collect: ELmhurst 1-7400

**BUY WITH CONFIDENCE**

**WANT TO BUY**

United Jupiters  
Philadelphia Toboggans  
Williams Titans  
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Peppys and Cranes  
Midway Jokers Wild  
Gottlieb Pin Games  
Singos  
Wurlitzer 1800 and up  
AMI F120 and up  
Seeburg V200, VL200, KD200

**SPECIALS**

Auto Photo, Model #9 & 950  
Auto Photo, Model #11 1950  
Mills Panorams..... 450

**BALLY MOTORCYCLE** ..... \$395  
Donald Duck ..... 195  
Junior Jet ..... 150  
Space Ship ..... 250  
Boat Ride ..... 225  
Red Nose Reindeer ..... 250  
Round-the-World  
Trainer ..... 295  
King Engineer ..... 225  
Ferdinand the Bull ..... 195  
Sandy Horse ..... 395

**BOWL-A-RAMAS**  
6 like-new 20' size.  
Call for special price.

150 V-83 COCA-COLA  
BOTTLE VENDORS,  
complete, unshopped,  
\$85.00 ea.

UNITED, CHICAGO COIN,  
BALLY  
50 Small Ball Bowlers,  
11' & 14' Lengths,  
\$125.00 ea.

**RECONDITIONED  
6-POCKET SLATE  
POOL TABLES,  
NEW CLOTH ..... \$195**

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

**M. S. GISSER**  
Sales Manager

**Vet Op, Ernie Toland,  
Dies of Heart Attack**

DEWITT, Ark. — Ernest Toland, owner of Toland Amusement Company and a veteran operator of many years, died recently of a heart attack. He was 61.

His medium-sized route of 40 locations has been managed recently during his illness by J. D. Milam, of Stuttgart, former operator who sold out two years ago to Olan Jackson, Jackson Amusement Company at Stuttgart.

Toland left no children. Milam will continue to operate the route until Toland's widow decides whether she will sell it or keep it.

**COINMEN**  
in the **news**

• *Continued from page 51*

The town has just celebrated its 200th anniversary and Tom was one of the big wheels in the affair. All of the men in town had let their beards grow, but Tom couldn't get his off quick enough once the celebration was over. . . . Al Sharpe of Pla-Mor Amusement Company of Portland, Me., was the proudest music man in town this week. He and his wife, Ellie, have just become the grandparents of a "cute little bundle" to be named Donna Maria.

**Can Can Game**  
• *Continued from page 43*

making ideas Bally ever designed, according to Bill O'Donnell, general sales manager, who added that demand for Red Letter prompted Bally to introduce its current Can Can.

Players first play to light "OK" on the back glass, which permits them to shift the Magic Screen to score in the orange area. Then any two numbers lighted in the orange area give the player a Red Letter free game, with guaranteed features depending on the particular letter in the name that is lit red instead of white.

**Seeburg Realigns**  
• *Continued from page 43*

in charge of music systems engineering. His staff includes Walter Goluska product cabinet design; E. J. Meixner, electronic equipment, and T. A. Dobson, senior product styling designer.

R. B. McFarland is chief engineer in charge of government and industrial engineering.

Vincent Marzochi of Pawtucket, R. I., an ardent golfer, is a happy guy these days after breaking 77 for the first time. Vince, along with Anthony Cinquegrana, also of Pawtucket, played against Irwin Margold of Trimount Automatic Sales Corporation and Walter Stadnicki of Providence, in a foursome, with the "professionals" getting a drubbing, the Margold-Stadnicki team being the pros, on the home course.

David J. Baker of American International Bowling Corporation announces that the Boston combine will move shortly from its quarters on Albany Street, Boston to a larger plant at 168 Tremont Street, in Everett. The firm will combine all of its activities under one roof and will give up the Belmont vending section. The new location allows easy access to all parts of the city and surrounding area.

Cy Jacobs of Interstate Music Company, Roxbury, keeps getting more lights into his diversification in sound trucks and searchlights. He's now doing floodlighting and has lighted several football games at night in the area. . . . All golfing eyes in the music business are on Charles Stillman of Augusta, Me. He just hit a hole in one. . . . Bob Jones of Redd Distributing Company has returned from a trip to Europe where he visited music and games people in eight countries. Bob is full of enthusiasm for the business acumen and integrity of the Europeans and hopes to do quite a bit of business as a result of the trip.

Ralph Lackey of Karel Music Company, Roxbury, Mass., set to attend the NAMA convention with a view to diversifying into vending. . . . Tom Zaroli of Commercial Music Company, Providence, is getting set for his trip to the Catskills. He won the AMI contest at Trimount's Big Challenge party.

**West**

Pete Geritz, of Mountain Distributing Company, has completely remodeled his one-stop to make self-service possible for busy operators. This is the first time that any attempt to go into self-service operation has been used at the Denver distributorship, and according to Pete "It's something we should have done long ago." As a newly appointed

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PRICES REDUCED  
PHONE • WIRE  
WILL ACCEPT TRADES**

25 Good Six Pocket Pool Tables with slates—\$50 & up.  
10 Late Shuffle Alleys—Bally—Club—Deluxe Club—Official Jumbo—Chicago Coin Pro—Six Game—Red Pins.  
5 Bikini—New.  
10 Beauty Contest  
25 Big Ball Bowlers.  
No reasonable offer refused for Bally Challengers—Champion ABC Bowling Lane—CC King Bowling League.  
Western Trail—New.  
Candid Camera—New.  
Skill Cards.  
10 Eastern Mark II Cigarette Machines.

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126 Lincoln St., Brighton, Mass. AL. 4-4040

**A RARE COMBINATION OF 5 PLAY-INCITING FEATURES  
THAT INSURE STEADY REPEAT PLAY...**

*Williams*

**RESERVE**

**A FEW WORDS TO WISE OPERATORS!**

- 1 Adjustable 3 or 5 ball play
- 2 RESERVE BONUS SCORE carries over game to game until made.
- 3 Spell R-E-S-E-R-V-E to lite Skill Hole.
- 4 MAKE 1-2-3-4 to lite top center Rollover for replays.
- 5 Match Feature and High Scores.

- Plasticote Finish on playfield.
- 2 Kickout Holes advance Bonus Feature.
- 2 Bottom Rollovers for replays.

Single or Twin Chutes  
• Slug Rejector  
• Locked Cash Box

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**WHEN YOU BUY A FLIPPER GAME—BUY THE BEST—BUY WILLIAMS**

LOCATION TESTED FOR PROFITS!

FAST ACTION!



Rock-Ola distributor, Geritz is enjoying a heavy flow of traffic in his Downing St. location, and finds that the self-service proviso not only makes it easier for the customer to wait on himself, but likewise reminds him of additional records needed for specific locations.

Leo Negri, who returned to Denver after a lengthy sojourn in California, is reportedly dickering with Jerry Harris, recently appointed Seeburg distributor for the Denver area, for an executive position. Negri, until a few months ago, was a partner in Draco Safes Company, Wurlitzer distributorship here.

Frank Huber, partner with Glen Pirce in Century Supreme Music Company of Denver, is beaming over the commissioning of his son, Frank Jr., as a second lieutenant in the United States Air Force. Young Huber has been sent to a flight training base in Arizona, where he hopes to become a jet pilot.

Blanche Jones, formerly a partner with Fred Vandenberg in the management of Modern Music Company in Colorado Springs, has elected to remain on the job with Acme Cigarette Service Company, which bought Modern recently.

Late summer weather, equivalent to the hottest days of July or August, has exercised an agreeable effect on collections in music, vending, and amusement machine operators, Denver operators report. Numerous juke box operators, for example, who expected collections to begin hitting their peak around mid-November, are finding the intake high in early October.

Mike Alimo, amusement machine operator who was seriously injured in an automobile crash last May, has been released from a Denver hospital, and is planning to return to active route operations within a month or so. Alimo suffered fractures of his legs, broken ribs, and a badly lacerated face.

Mert Lindsay, formerly a mechanic and routeman with American Amusement Company, has set up his own firm, Allied Music Company in Denver. Concentrating entirely on phonographs, Lindsay is capitalizing on more than 25 years in the juke box industry.

Condolences to the family of Paul Pickett, Durango, Colo., phonograph operator, who died recently following a long illness. Pickett was one of the pioneers of the juke box and amusement machine industry in Southwestern Colorado.

From Vee Music Company, in Sheridan, Wyo., comes the news that Velma Cook, who was formerly the State's most active woman operator, is teaching school for the fall and winter term, in the Northern Wyoming community.

Paul Scott, phonograph operator from Lander, Wyo., and Byran Edwards, of Douglas, Wyo., were visitors in the Denver market. Both have continued to buy new equipment all through 1961, with a considerable upturn in the tourist market in South-Central Wyoming.

Birthdays for October include Stan Bennett, phonograph operator from Sterling, Colo.; Mrs. Fritz Scranton, partner in Scranton Music in Powell, Wyo., and Mrs. Don Doctor, whose husband operates Century Amusement Company in Greeley, Colo.

### T. B. Donahue Named Universal Match V.P.

CHICAGO—Thomas B. Donahue, formerly organizer and president of United Servomation Corporation, New York, was elected executive vice-president of Universal Match Corporation last week.

He was also named a director and member of the executive committee. Donahue has been a director of the National Automatic Merchandising Association for 12 years and currently serves as the association's president.

He began his business career in 1940 as a certified public accountant, becoming controller in 1944 of National Vendors, Inc., now a subsidiary of Universal Match, and later was named executive vice-president.

He left National a year ago to organize and become president of United Servomation, a corporation formed by the merger of 11 vending operating companies.

### Ray Greiner to Hit FM Air With Outlet

MORRIS, Ill.—The latest FM airwaves effort to come out of this city will be a joint effort between Ray Greiner, head of Northwestern Corporation's sales department, and Mrs. Otilia E. Greiner, his wife. Mrs. Greiner will own and operate the station with Ray pitching in as advisor.

No newcomer to the airwaves, Greiner (Mr. that is) has been a ham operator for many years.

LITTLE ROCK—Fred Rauschenberger, route manager for Globe Coin Machine Company, owned by J. D. Ashley, suffered a personal tragedy recently when his 14-year-old daughter died after surgery intended to correct a heart ailment.

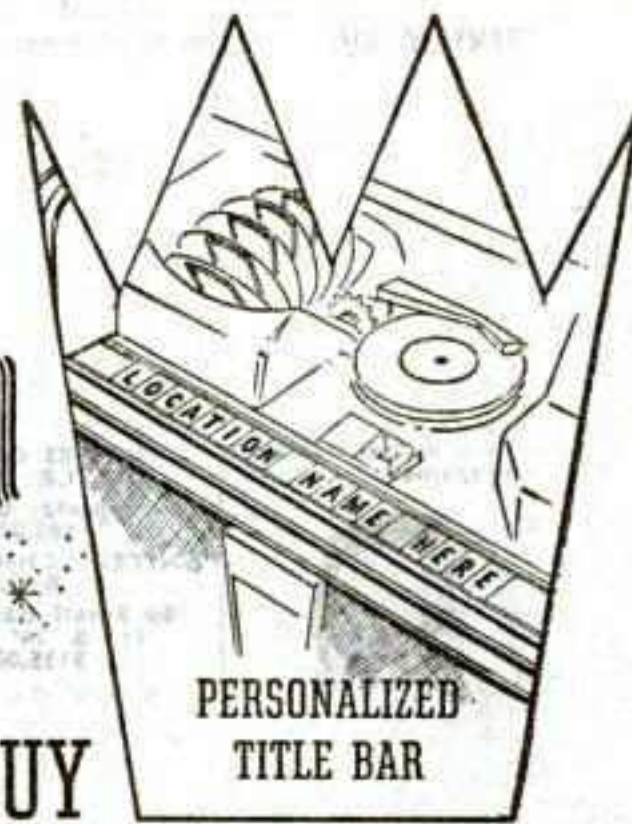
ANOTHER REASON WHY THE ROCK-OLA

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WITTENBORG REF. 24 SEL. .... \$795	ROWE L-1000, 4 FLAVOR ..... \$ 595
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STONER D-13 HOT DRINK ..... 595	APCO 4 FLAVOR, ICE ..... 1095
SEEBURG 800 E-2 CIGARETTE ... 245	CONTINENTAL CORSAIR "30" ... 195
SEEBURG 800-E1 CIGARETTE ... 195	CONTINENTAL CORSAIR "20" ... 185

#### MUSIC—Reconditioned

A.M.I. E-120 ..... \$165	SEEBURG L-100 ..... \$465
A.M.I. G-200 ..... 245	SEEBURG 220-SH ..... 695
A.M.I. F-120 ..... 245	SEEBURG 222 ..... 795
A.M.I. G-120 ..... 295	ROCK-OLA 1446 ..... 195
A.M.I. I-200E ..... 545	ROCK-OLA 1468-120 SH ..... 625
A.M.I. J-200 ..... 595	WURLITZER 1900 ..... 375
A.M.I. K-200 ..... 660	WURLITZER 2300-S ..... 595

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Fast player-appealing action plus its sensational new cabinet design means more coins in the cash-box.

See it at your distributor today!

- Making rollover sequence 1-10 scores special and lights each number for additional specials.
- Wagon Wheel rollover button scores number spotted.
- Bottom rollovers score number made plus spotted number on Wagon Wheel in center playfield.
- Roto-Targets score numbers or 100 points for bulls-eye.
- Alternating light pop bumpers for high score.
- Popular "Score-to-Beat" Panel.
- Match feature.



New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



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**Famous Red Letter Games**

**4-Way Pick-A-Play Buttons**

**Magic Screen**

All the profit-proved Bally bingo features crammed into one brilliant game...

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Up earning-power in bingo spots by getting Bally CAN CAN busy for you now.



**CHROME-FLASHED  
CABINET**

**TUFF-KOTE  
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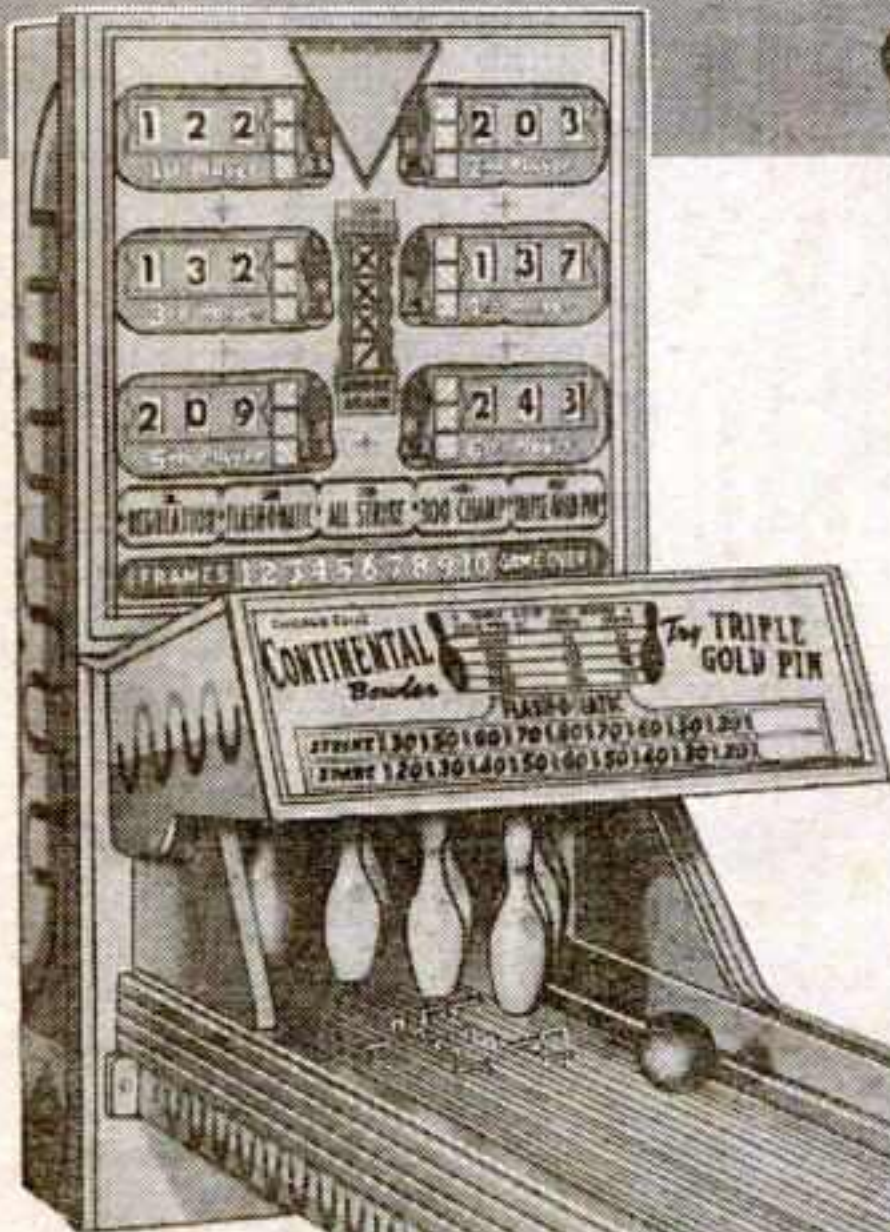
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Imagine!  
 5 TERRIFIC WAYS TO PLAY—  
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**TRIPLE GOLD PIN**

CHOICE OF 5 GAMES

1. **TRIPLE GOLD PIN**  
 High scoring! Spares and strikes increase in value when GOLD PINS are LIT!
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 Bowl for STRIKES ONLY. Big Bonus feature. Perfect game 18 points!
3. **FLASH-O-MATIC**  
 Exciting, high scoring! Features SPECIAL BONUS for skill and timing.
4. **REGULATION**  
 Standard ABC scoring. Perfect game 300 points!
5. **"300" CHAMP**  
 20-30 Scoring. Plus Big Bonus! A "300" champ each game!

1 TO 6 CAN PLAY!  
 10c per player!  
 — BY POPULAR DEMAND —  
 NEW DOUBLE SIZE TAMPER-PROOF  
**ALL STEEL CASH BOX**  
 • COLORFUL CABINET  
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3 — 4½" hard rubber BOWLING BALLS

AVAILABLE SIZES:  
 13' 5" . . . 16' 5" . . . 21' 5"

**EXCITING!  
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NO ONE BUT CHICAGO COIN OFFERS SO WIDE A VARIETY OF GAMES . . .



6 GAME PUCK-TYPE PLAY  
**TRIPLE GOLD PIN BOWLER**

CHOICE OF 6 GAMES

- 1 TRIPLE GOLD PIN
- 2 "ALL STRIKE"
- 3 LITE-O-MATIC
- 4 FLASH-O-MATIC
- 5 REGULATION
- 6 "300" CHAMP



**PRO BASKETBALL**  
 New 1st Half Scoring  
 New 2nd Half Scoring  
 New Brilliant Playfield!

ADJUSTABLE 10 or 15 BALLS PER GAME!

**PRO HOCKEY**

**4 WAYS TO PLAY  
 4 WAYS TO SCORE**

1. SINGLE BALL PLAY
2. ADVANCE PLAY
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4. AUTOMATIC PLAY



1 or 2 CAN PLAY

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